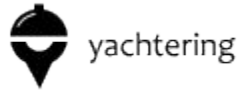
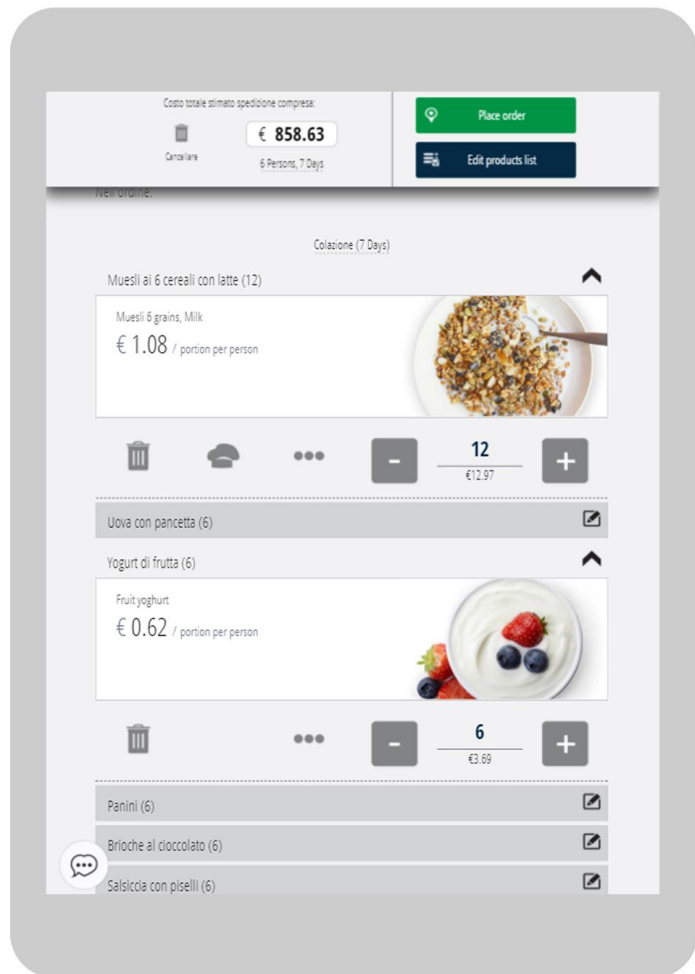


Yachtering.eu: **B2B Solutions**

Charter Fleet Operator Provisioning System



Part 1: Charter clients provisioning system (B2C)



Focusing on Quality & Service

Client can choose **preset menus** based on his preferences:

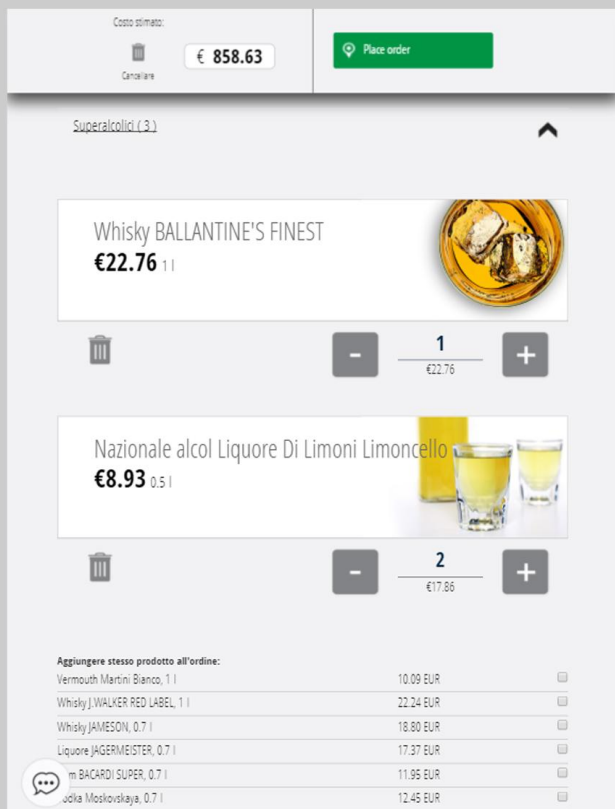
- By time of preparation (5, 10 , 20 min)
- By type of holidays (regatta, flotilla...)
- By type of crew (family, friends, couples) - By food preferences (vegetarian, vegan)
- By type of food (local, Italian, French...)

Standard provisioning shop (by product list) also available

Quality & delivery service by



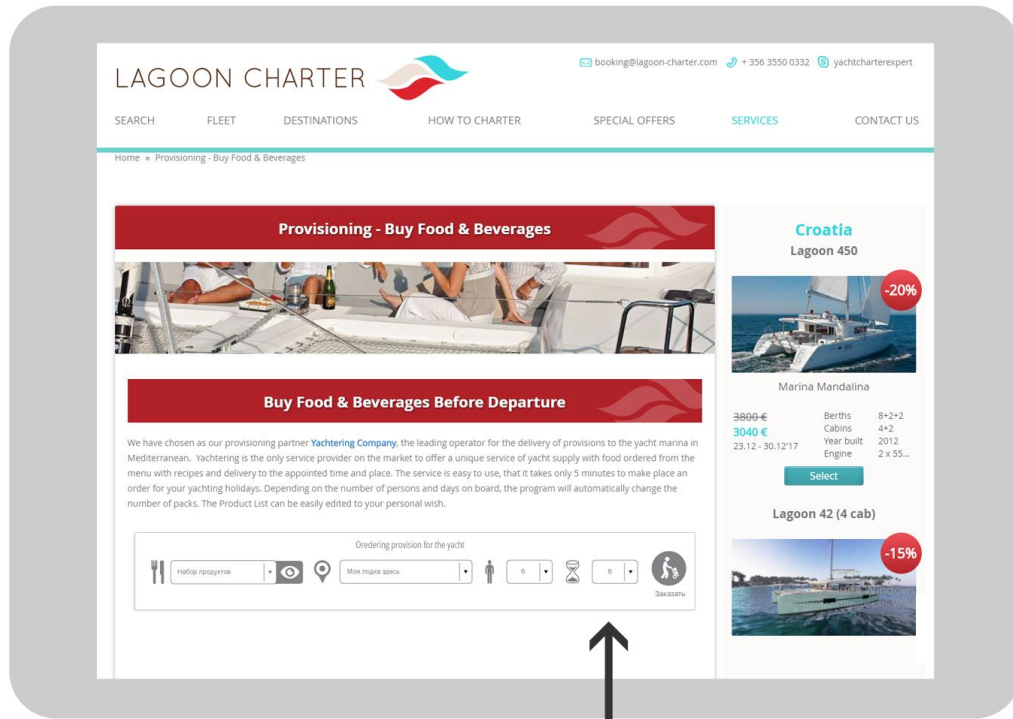
Crew provisioning budget management (crew members can separately order and pay items for the same yacht)



Our Advantages

Global partnership with : **METRO**

- ✓ 751 stores in 25 countries
- ✓ Very large product offer
- ✓ International & local brands
- ✓ Own delivery service & fleet
- ✓ Professional service & international quality standards
- ✓ Competitive prices & conditions
- ✓ Yachtering is fully integrated ordering service with Metro system



Ordering provision for the yacht

Order

Integration

Frame in your website

Easy & fast (link code)

Average food cost/booking:

900 EUR/week/6 pax

Your additional revenue:

15% x 900 EUR = **135 EUR**

Commission: up to 15%

0 EUR cost to start!

Full control and overview of your clients orders and your revenue in your back office Control Panel.

Part 2: Fleet Operator “Box” Management system (B2B)

**Do you know the cost of your
“Starter package” today**

?



Starter Package*

- Matches
- Paper rolls
- Toilet paper
- Garbage bags
- Dish mop
- Dish sponge
- Washing liquid for dishes
- Beer 6
- Wine 1
- Juice 1
- Sparkling water 1,5
- Normal water 1,5

*An average package in Croatia based on our market survey 2017

Starter Package. Cost.

Matches.....	2 KN
Paper rolls.....	5 KN
Toilet paper.....	20 KN
Garbage bags.....	1 KN
Dish mop.....	7 KN
Dish sponge.....	5 KN
Washing liquid for dishes.....	6 KN
Beer.....	55 KN
Wine.....	30 KN
Juice.....	10 KN
Sparkling water.....	6 KN
Normal water.....	6 KN

€ 17*

* Average price in Konzum/Studenac store in Croatia

TOTAL: 153 KN

Starter Package. Calculation.

Material:	€ 17	x	102 yachts	x	20 weeks	=	€ 34.680
Labor:	1,5 days	/	week (est.)				
Total:	1,5	x	20	=	30 days	=	€ 1.500 (est.)

TOTAL: € 36.180*

**Calculation based on a fleet of 102 yachts and average occupancy of 20 weeks / season*

Problems:

- Control level on expenditure = 0
- Labor to purchase and re-package items
- No standardized solution
- No single supplier solution, no purchase power for better conditions
- Complicated to manage/integrate into existing accounting systems

Solution: “Fleet Box” Management system

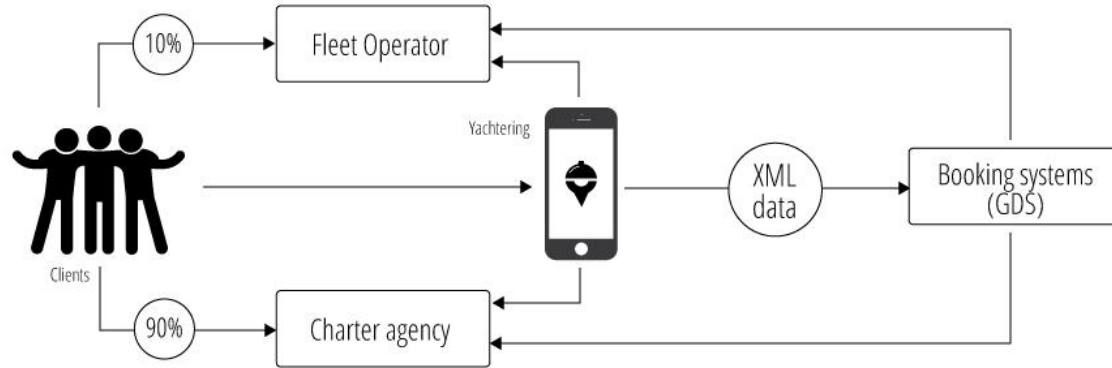
“Fleet Box” Management system

Fleet box ordering system uses the yachting technology to automatize the fleet operator’s yacht provisioning needs and provides full control on the ordering process and costs.

The back office allows to create, manage, control and consolidate 2 distinct revenue sources for fleet operator:

1. Client provisioning orders from yachting.eu site implemented into fleet operator’s website (see example above in previous slide). Fleet operator can view the orders (by client name & boat name), follow the order process and view own commission gained.
2. New fleet operator products - “fleet boxes” – which fleet operator can offer to its charter clients as free service (“free starter package”) or new products, which can be offered as new optional service for the clients (ex. “Premium Starter Package”)

Yachting B2B interface. Schematic view.



Client Provisioning:

- View client orders made through charter agency website
- View order status and charter commission earned
- Create new order on behalf of client

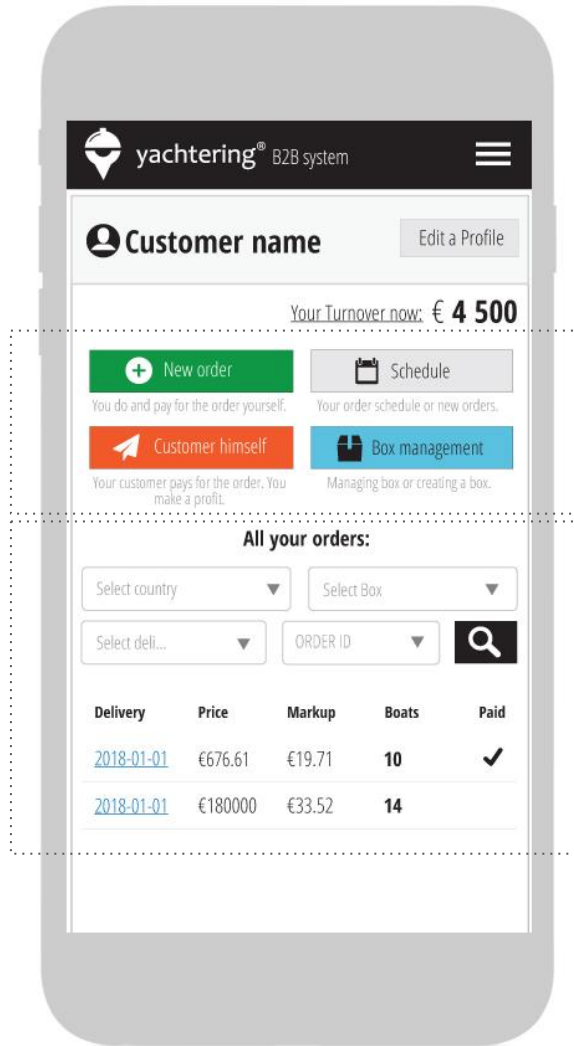
“Fleet Box” management System:

- Create new “box” – order with same items
- Define resale price of the order
- Manage delivery schedules
- View order status
- Control the payments, order confirmation and delivery status
- View in real time commission earned
- Order automatization via XML

Part 3: B2B Ordering system

Fleet box ordering system uses the yachting technology to automatize the fleet operator's yacht provisioning needs and provides full control on the ordering process and costs.

Start



System have 4 main function for management orders. These functions guarantee the delivery of products to the marina and make revenue from the sale of products transparent and adjustable.

The bottom of the main page displays a list of all orders. Reflected parameters: Number, price, income of the fleet, payment status.

Main Dashboard

Required settings

After the Contract is signed, the basic data about the fleet is loaded into the system automatically. For more accurate work, you can manage this data by going to the section:

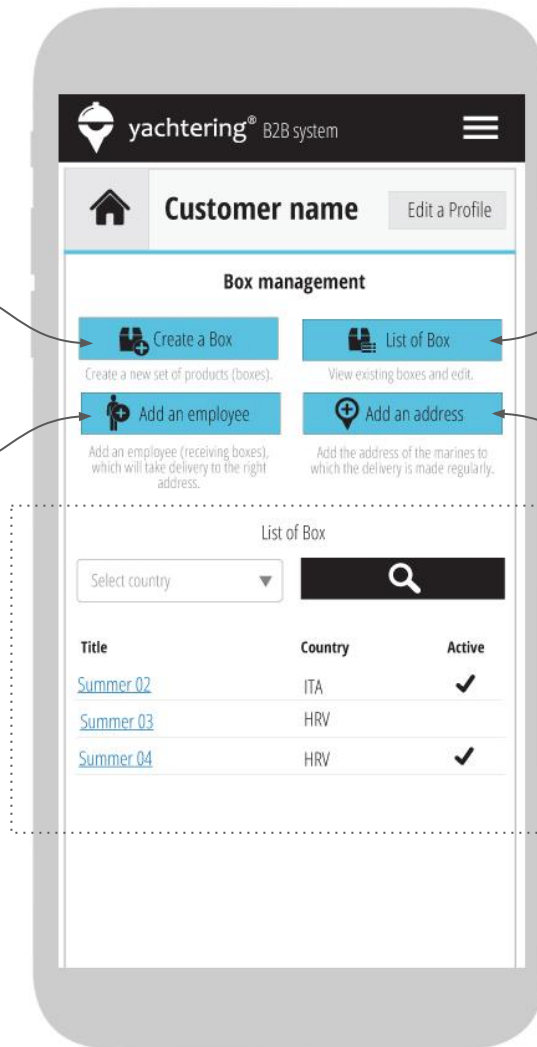


Box management

The fleet can create (as in the e-shop) its own box of products and store it for future use.

The fleet should* download information about the managers in the marinas, which will take delivery of the products.

**The fleet can send the data to the e-mail
namefleet@yachtering.eu*



The fleet can manage the boxes that were created earlier.


The fleet should check all the addresses in which the yachts are located for accurate delivery.

At the bottom of the page you can quickly select the necessary box, created earlier.


Add an employee/address

A simple block is the addition of an employee/address for the organization of work delivery.

Quick search for an employee / address for editing or deleting.

**Customer name**

Edit a Profile

**Box management:** Add an employee

Name*

E-mail*

Country*

Croatia

×


▼

Marina*

marina001

×


▼

Add


List of Employee

Select country


▼



Title	Country	Marina
Vasek	ITA	Name
Petr	HRV	Name
Gricha	HRV	Name

**Customer name**

Edit a Profile

**Box management:** Add an address

Name*

City*


Street*

House/Place*

Marina*

ZIP Code*


GPS*

Add

List of Address

Select country

▼



Title	Country
Vasek	ITA
Petr	HRV
Gricha	HRV

Creating a new box

Here the fleet operator can create any box /product he wants to order via yachtering system and delivered by Metro CC

Select an employee who was created in the section **Add an employee**

Price, for which the fleet operator wishes to re-sell this new product (ex. "Premium Starter Box") to the charter clients.

Calculated cost of the "box" when ordered from yachtering and delivered to the marina by Metro CC.

The picture shows only a few products for an example.

Fleet operator can insert these boxes into his optional's price list and insert into booking systems.

Clients will be able to order boxes directly through Yachtering system

Box management: Create a Box

Box title*

Box discription

Employee*

or Add an employee

Country

Markup in €

Choose goods:

Toilet paper ARO, 10x1pcs	€1.03	<input type="text" value="1"/> ▼
Red wine 01 IURIS,		
CABERNET SAUVIGNON, 0.75l	€5.98	<input type="text" value="1"/> ▼
Still water 01 ARO, 6l	€1.06	<input type="text" value="1"/> ▼

Save a Box

IndexCode s.r.l., VAT: 01729560092, piazza Guido Rossa 12, Savona, Italia, 17100.

Additional settings

The fleet can create a schedule of deliveries of products.



Schedule

Delivery Management

Here the fleet operator can define when the boxes should be delivered:

1

The first step is to choose a box, the number of boxes, the country, the place of delivery and the responsible employee.


2

At the second step, when choosing the black date (free), it will be suggested to assign the frequency of delivery.

3


The fleet can choose one or several possible delivery periods. The system will create the necessary **schedule**.


Schedule

Box ▼
or  Create a Box

Boat ▼

Country ▼

Address ▼
or  Add an address

Employee ▼
or  Add an employee

2018		August				
Mo	Tu	We	Th	Fr	Su	Su
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



Customer name

Edit a Profile

Schedule: 4 August

Number one Box × 10 pieces

Country: Croatia
Address: For Example
Emploe: Vasek

Repeat:

- ☐ Every 4th
☒ Every Saturday
☐ Every month on the 4th
☐ Every month on Saturday
- ☐ January
☐ February
☐ March
☐ April
☐ May
☐ June
☐ July
☐ August
☐ September
☐ October
☐ November
☐ December

☒ Do not repeat



Go to cart

Creating an Order

The two main ways to easily create a new order:



New order

or




Customer himself


New order

Country

Address


or  Add an address

Box

or  Create a Box


Boat

Employee


or  Add an employee

Customer

Email

Data 

Delivery time

 Go to cart


or


Create a single order based on standard boxes or your boxes.

or

Send an invitation to your client.
The order* will be generated automatically and the client will be able to edit it, order and pay.


**If the customer orders by your link, then you too get a commission.*

 **yachtering®** B2B system


 **Customer name** [Edit a Profile](#)

Send a link to the client so that he makes an order





New order ID: 660321

 **Send to client**

Your customer will be able to make an order by himself. Your customer will pay for the Order himself. You get a percentage of the Order. The amount of interest is indicated in your Agreement.



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 **VISA**   

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Sviluppato e distribuito da: IndexCode s.r.l. - P.le S. Geronimo 100 - I-10126 Roma (RM) - Tel. 06 555 555 555



Once the Boxes and Schedules are set up, all you need to do is to wait for your delivery

Benefits

1. € 0 investment to start
2. Totally automatized box ordering system
3. 100% control on costs & orders
4. Flexibility
5. > 20% costs savings
6. Additional revenue source from provisioning
7. Easy promotion and sell through XML integration with booking systems (option)
8. Free delivery* in customized package (option)

**For orders above 320 EUR*

Interested?

Next steps:

1. Signature of affiliation contract
2. Demo access
3. Start operations

Contact

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