

### MISSION STATEMENT

To deliver the most complete set of Global Trade Management (GTM) software and information services to help companies successfully implement low cost country sourcing strategies and manage profitable export markets.

### WHO WE ARE

Management Dynamics, Inc. is the leading developer of GTM solutions and information services that automate the global supply chain.

### WHAT WE DO

Our GTM software helps companies to improve supply chain performance in four areas:

- Trade strategy and supplier management;
- Trade automation including integrated support for import and export compliance, and trade agreements;
- International transportation management; and
- Supply chain visibility and performance management

In addition to our execution-based software modules, we differentiate our GTM solutions with integrated trade content from 122 countries to make sure you pay the correct duties, don't sell to a denied party, and use the correct licenses and documents to clear Customs.

### HOW WE DO IT

We deliver our GTM solutions under a Software as a Service (SaaS). Our solutions are differentiated by focusing on three core elements: the software needed to automate core GTM process; fully integrated global trade content; and a supply chain network to connect all trading parties. In this way we deliver the "whole product" and allow our customers to achieve the fastest time to benefit with the lowest risk.

### FOUNDED

Management Dynamics was founded in 1990.

### MANAGEMENT

- Jim Preuninger, Chief Executive Officer
- John Preuninger, President and COO
- Glenn Gorman, Chief Technology Officer
- Stephanie Miles, SVP, Commercial Services
- Albert Cooke, Vice President Sales
- Bill Jackowski, VP Professional Services
- Nathan Pieri, SVP, Marketing & Product Management
- Thomas E. Conway, Chief Financial Officer
- J. Anthony Hardenburgh, VP, Global Trade Content
- Ty Bordner, VP, Solutions Consulting
- Amish Sheth, VP Engineering

### CUSTOMERS

Management Dynamics' solutions are currently deployed to more than 13,000 global users at some of the world's most successful 3PLs, ocean carriers, brokers, manufacturers, retailers, and high technology companies, including: Agilent Technologies, Apple Computer, Boeing, Cisco Systems, Dell, GE Healthcare, Goodyear, Hallmark, Ingersoll Rand, Levi Strauss & Co., Eagle Global Logistics, FedEx, GlaxoSmithKline, Honeywell, P&G, Panasonic, Perry Ellis, Pfizer, Schenker, Tyco Electronics, UPS, Verizon and Xerox.

*"Management Dynamics has the only solution on the market that performs audits on bottom-line calculations before the shipment arrives. We are extremely impressed with Management Dynamics' depth of expertise and commitment to our business."*

VICE PRESIDENT OF CORPORATE LOGISTICS  
PERRY ELLIS

*"With Management Dynamics we offer our clients real-time visibility, rich alerts, and a customized portal of management reports so they can make better business decisions and successfully compete in the international marketplace."*

CHIEF OPERATING OFFICER  
SCHENKER CANADA

*"Management Dynamics' content is accurate and delivered on time, allowing us fast and efficient implementation globally. Their solution for export controls is one of the best in the business, and has kept us penalty-free."*

DIRECTOR, GLOBAL TRADE COMPLIANCE  
ADVISORY GROUP  
AIR PRODUCTS & CHEMICALS, INC.

*"Management Dynamics' Trade Import solution has simplified Panasonic's import transactions by integrating critical global shipping information into our systems in real-time. As a result we have started to achieve end-to-end visibility of our entire supply chain."*

GROUP MANAGER  
PANASONIC LOGISTICS COMPANY

*"We needed a truly global integrated import/export trade compliance solution to support our high volume transactions. We have rolled the solution out worldwide and are processing millions of transactions per year and have interfaces with multiple ERP systems and 1,300 users in 42 countries."*

DIRECTOR GLOBAL TRADE & SECURITY  
AGILENT TECHNOLOGIES

*"With Management Dynamics our member companies will save considerable time and effort in researching and preparing accurate sea freight quotations for customers, and be able to make faster, better-informed rate, route and carrier decisions going forward."*

COMMERCIAL DIRECTOR  
OVERSEAS SHIPPERS ASSOCIATION

### SOLUTIONS OVERVIEW

Management Dynamics' Global Trade Management (GTM) solutions deliver measurable business value in the following areas:

#### ■ Supply Chain Visibility & Performance Management

Our supply chain visibility solution integrates all order, shipment and inventory information to give you a complete view of operations to a SKU level. We also offer performance management tools that collect this mountain of operational data to power the dashboards and scorecards that you need to continuously improve your processes

#### ■ Trade Automation

We fully integrate and automate export, import and trade agreement processes. Our trade compliance solutions are deeply integrated with Global Trade Content to improve efficiency and accuracy of decisions related to calculating landed cost, classify products, screening for restricted parties, managing licenses, complying with import/export controls and producing documentation.

#### ■ Trade Portals

Trade Portals extend our GTM solutions to your trading partners. Improve process execution through collaboration by soliciting suppliers to provide FTA certificates, coordinating purchase orders and managing ship windows with suppliers, or planning origin operations with your logistics provider partners.

#### ■ International Transportation Management

Our solution enables you to manage sea freight and airfreight transportation saving companies over 8% in total freight spend. This level of benefit is realized by automating the process to optimize your annual tender, centrally manage approved carriers, routes and rates, optimize carrier selection, and audit freight bills.

#### ■ Global Trade Content

Our GTM solutions are all integrated with Trade Content to provide the highest levels of automation and accuracy. We cover over 122 countries today with comprehensive coverage of harmonized tariff schedules, standard and preferential duty rates, regulatory controls, denied party lists, documents, quotas, and much more.

Supply Chain Visibility



Trade Automation



Trade Portals



Transportation Management



Global Trade Content



### LOCATIONS

#### Global Headquarters

One Meadowlands Plaza  
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#### Regional Offices

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#### International Offices

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