



Q88 POSITION LIST

CONNECTING
THE INDUSTRY

EMPOWERING BROKERS'
SUCCESS THROUGH
THE POSITION LIST
PLATFORM



The speed and quality to succeed

More often than not, succeeding in today's world is often about having access to the right information. But more than that, it is about the speed at which information is made available and its quality. Speed may be easy to define, but there are a number of elements which determine quality.

The right information to locate the right tonnage

Firstly, it must come from a reputable source, as data that is business-critical must be unfailingly accurate and originate from a trustworthy information provider. Secondly, information that is of business value needs to be timely; if data is to prove decisive when we are making choices, it needs to be available on demand. Finally, data must be presented in appropriate formats so we can call it into another application, send co-workers or 3rd parties links to it, and report, export and learn from analytics.

Taking these elements together, in short, it is more accurate to say that success is strongly influenced by having access to the right information. Locating the right tonnage quickly for your client remains the fundamental goal of the ship broking business. As intermediaries and negotiators in a competitive market, brokers must have accurate information as soon as it is available.

With access to the right information the process of brokering is accelerated. This is a distinct competitive advantage and one that users of the Q88 Position List enjoy. However, the benefits of the platform go beyond speed and convenience.



It is rare in this business is to find a company offering a product at a great value combined with years of experience in our industry. The Q88 Position List offers that while they continue to improve to meet the demands of the broking community

- MJLF

Picking up the gauntlet

Q88 Position List was formulated with encouragement from the brokerage community to build a product that met its needs in a 'clean' way. A big part of this was the community wanted to see something that was right for the industry; the vendor needed to be a trusted, established player and an independent leader in the market place with a reputation for being customer centric.

Following the success of building the reputation of Q88.com in the cloud for almost a decade, our Position List platform finally delivered what brokers needed.

Now as we continue to meet the needs of brokers in an operating environment that is subject to rapid change, the challenge is for Q88 to continue to grow its capability and its industry reach. In the pursuit of these goals we have added a wealth of new features since launch, such as:

- A second AIS feed as two sources provide more accurate tracking.
- Ability for users to build analytics specific to their business.
- Including spot and time charter market fixtures from independent 3rd party source.
- Expanded ship specific search criteria giving the brokers the ability to address specific trades, ports and markets.
- Providing side by side comparison of vessels in position for cargoes with the TCE Calculator.

A unique proposition for brokers

Q88 Position List is characterized through a variety of functions and benefits that create a unique proposition for tanker brokers.

- *Intuitive* - the platform has been designed for the specific needs of the tanker community and the design emphasises simplicity, speed, and ease of use.
- *Powerful search* - a wide variety of criteria enables brokers to customize search for their clients.
- *AIS integration* - dual AIS feeds from 2 providers means more accurate up to date positions in real time and includes historic AIS tracking details.
- *Mobile app* – leave your desk without skipping a beat by staying connected. With the Q88 Position List mobile app, you bring it with you!
- *Best in class customer service* - offices in Singapore, Greece, London and the US, enables outstanding follow the sun customer service, 24/7/365.
- *Value-add* – subscription to Q88 Position List also bundles in access to Q88.com, the leading tanker certification information management and questionnaire automation platform.

Why use two AIS sources?

Q88 Position List uses 2 AIS sources to provide more accurate vessel location data.

This added extra is an example of how Q88 is focused on users' ultimate success so they can feel more confident in the position data provided.

KEY FEATURES AND BENEFITS

From the point of view of users there are a number of important features and market leading benefits. Designed to be as simple as possible to use, through the information they provide and the ease with which they work, they make for a great customer experience.

Search made easy

Searching with Q88 Position List is built on a simple idea: You do not have to look too far to find what you are looking for. The software simplifies search by letting you tailor various criteria without having to 'dig' or drill down to define them.

Dropdown menus allow users to rapidly set search criteria for vessel specifications and AIS positions. You save, share and edit searches to prevent needless repetition in configuring searches.

Typical words and phrases used by brokers encountering the system for the first time during personalized demonstrations include "intuitive", "simple to update" and "more user friendly than other systems".

Quick results with multiple search views

Multiple views of the same search result allow you to see results presented in different ways.

- Vessel specs, including Q88
- Analytics
- AIS history and location
- Intake calculator
- In an interactive Map view
- TCE Calculator

Provide speed with keyboard shortcuts

The main Position List page has been designed with your primary purpose in mind. The software maximizes the use of the keyboard for searching and updating of ship open positions.

With many keyboard shortcuts using only a single key, navigation with keystrokes is quick to learn, enabling you to interact deftly with the main interface, accelerating your Position List activity so you get more done faster.



The entire team at Q88 is focused on the success my business and as a broker, its great that someone looks out for us.

- *Segaline*

Access to definitive Q88 vessel information

With a Q88 Position List subscription, brokers enjoy unlimited access to data held on the Q88 certificate information management and questionnaire automation platform. No alternative system offers such richness of information, providing a high value basic capability

Latest fixtures at your fingertips with daily imports

Q88 Position List provides daily fixture imports using data sourced from a 3rd party provider. The platform functions as a place where brokers store fixtures for ready reference with fingertip access.

- Spot and Time Charter fixtures
- Global in scope
- All classes
- Downloadable
- Searchable
- Add your own fixtures and keep them confidential
- Fixtures are associated to the ship in the position list modal

Mission critical on the move with the mobile App

The mobile app gives brokers the ability to take Q88 Position List out of the office. Gone are the days of waiting on calls from clients. When you leave your desk, feel confident knowing you can send a list from any location with connectivity.

From your mobile device:

- Run new or saved searches
- Send to share results
- Download and send Q88s

With the Q88 Position List on your smartphone or tablet you are empowered to be mission critical on the move. You enjoy confidence in the accuracy of the data, your ability to operate the system and the intelligence with which it informs broking and chartering activities and operations when you are away from your desk.



Ship broking is hard enough. The features of the Q88 Position List makes our jobs a bit easier and in this competitive landscape, every bit helps.

- *Oceanbz*

Peerless customer experience for tanker brokers

An important part of the great customer experience subscribers get with Q88 Position List is customer service. Throughout the life of the customer journey you can be sure of high-quality service, from first contact to sign up and beyond.

It's all too common for software companies to take existing customers for granted. But Q88 is no ordinary software company. Our heritage and philosophy mean we are part of the shipping industry. At every touchpoint you get expertise and assistance that builds on the functionality and information provided by the platform to provide a thoroughly satisfactory customer experience. It's totally customer centric because shipping is our industry and livelihood too.

Onboarding with that personal touch

When you join our community, clients are given hands on tuition by one of our highly trained and well-versed product experts, Account Management Directors. The interface uses established elements such as icons, buttons and tabs that have become the de-facto standard for all types of applications. The layout is familiar, logical and intuitive and you'll be up and running in no time. Our team guides you to self-sufficiency, safe in the knowledge expertise is never far away should you need assistance.

The intense focus we place on creating an interface that is easy to use means there is only a short, gentle learning curve. Our Account Management Directors are platform experts that walk you through how to use and get the most from the system. With answers to your questions, help with configuration and setting up preferences to fit in with the way you like to work, we think you'll soon wonder why you didn't switch to using Q88 Position List before!



Part of being a tanker broker is about evolving. Ever since we joined the Q88 Position List community, we have seen the product continue to grow and evolve to meet our changing needs. This is key for success in the years to come

- Nexo

Platform expertise

Of course, to provide the appropriate level of support, any questions or advice need to be fielded by people that understand the context of broking and chartering. With Q88 Position List, support for using the system means you are advised by an in-house subject matter expert.

You get the very best expertise with direct access to the team that designed, built and updates the platform. From simple questions right through to optimization of the system our support team is ready to help users.

Continual enhancement

The development team follows a strategic plan. This includes a workstream that constantly looks at how to improve Q88 Position List. As would be expected, this includes adapting to changes in the operating environment and revisions to software conformance and architecture.

However, most importantly, it also considers suggestions from customers. This activity translates into a steady stream of updates aimed at continually improving features, system performance and usability.

Assistance only a click or a call away

Once on board with Q88 Position List, help is only a call or click away. From our offices in Singapore, Greece, London and the US, Q88 offers follow the sun customer service, 24/7/365.

An experienced customer service team offers 'live' troubleshooting, including the ability to remote-connect and help customers solve any issues or answer any questions about the platform. Simply use the platform's onscreen tools to request assistance online. Or call us direct where you can obtain telephone support.



Support at Q88 is only a click or call away. The entire desk can quickly answer any question thrown their way. This is a critical feature that we enjoy by being a Q88 Position List client

- *Vantage*

Need further information?

Should you require more information, don't hesitate, please contact us.

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About Q88 LLC

Q88 LLC is the platform used by shipping professionals to conduct business. Founded in 2001, Q88 LLC is the leading SaaS technology provider to the maritime industry. Q88's mission is to make the global shipping industry more open and connected. People use Q88 products to share information and work collaboratively, to access disparate information, and to turn static data into powerful insights. We believe that with the right technology guiding the right people, the possibilities are endless.