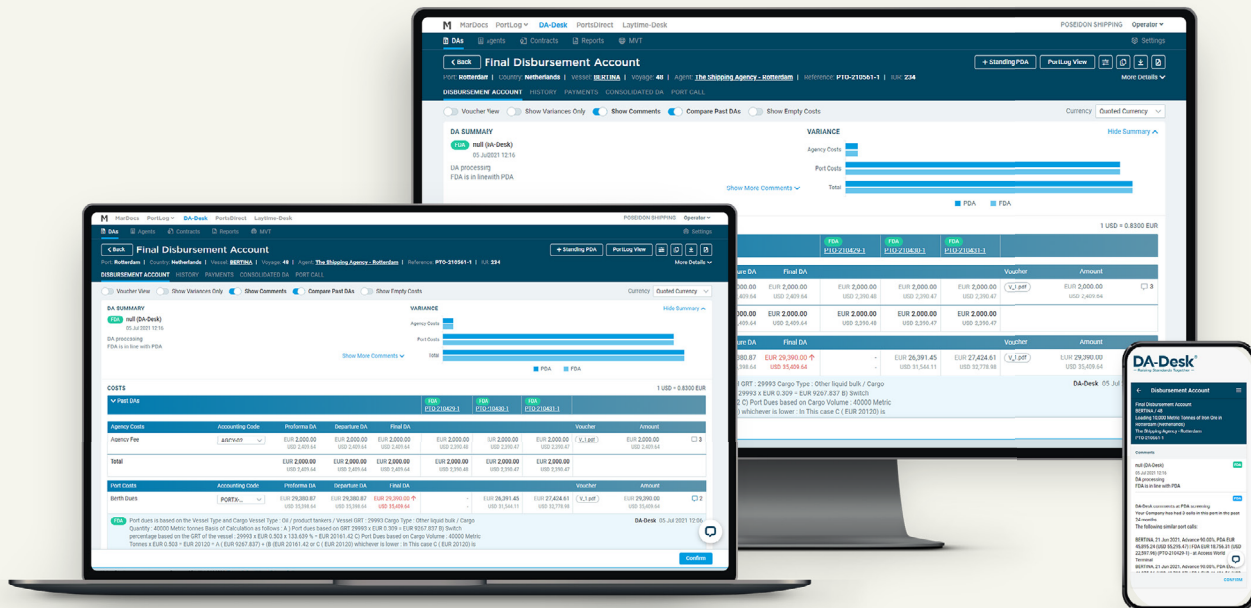


**BROCHURE**

# **Disbursement Accounts made easy**

- ✓ **Digitise and automate**
- ✓ **Save time and money**
- ✓ **Improve compliance**
- ✓ **Elevate your process**



From agent appointment to voyage closing, from managing payments to maintaining regulatory compliance, we know just how complicated and costly juggling the demands of international port calls can be.

*That's why we've spent over 20 years pioneering solutions, harnessing the power of digital shipping to open new possibilities:*



**Driving efficiencies**



**Saving money**



**Mitigating risk**



**350+**  
Customers



**200,000**  
Port calls/year



**373**  
Team members



**\$13bn**  
Payments/year



**2001**  
Established

## With DA-Desk we're redefining the future of Disbursement Accounting

An end-to-end service and digital platform to alleviate the challenges of the complicated, manual and detailed business of port calls. Integrating directly with your existing Voyage Management System (VMS), DADesk can improve and elevate your DA processes with the tools and resources you need to work faster and smarter. Using DA-Desk you can manage your entire port call from nomination to final DA online; streamlining workflows and automating lengthy manual tasks, allowing you to spend more time on the decisions that matter the most.

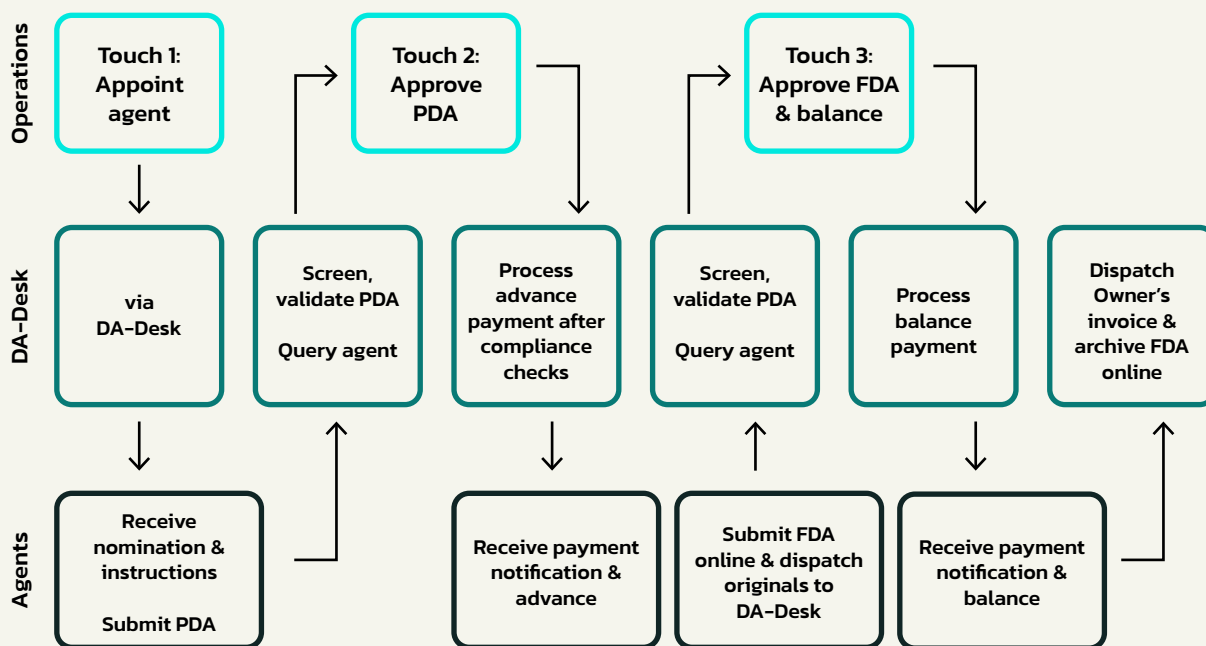
DA-Desk bridges the information gap with operational data to support tasks every step of the way; accurately estimate port costs, settle claims quicker and reduce errors. Working 24/7 to find the best possible rebate and discount opportunities including favourable FX and towage rates, we help our customers make significant savings. We're saving a typical vessel on average \$700 per port call\*. That's an estimated saving of \$560,000 every year for a fleet making 800 port calls.

\*We took several customers who operate our most common vessel type on DA-Desk (large bulk and large oil and chemical vessels) and made an average of all the measurable savings they see as a result of using DA-Desk. To see the savings categories and more detail, see below or on our website.



## In very simple terms, what is DA-Desk?

Automate your entire port call operations and payments with one simple platform. A platform you use (or connect your VMS to) to automate your entire DA process. Using the system is super simple, you only have three touchpoints:



### Touch 1:

Appoint the agent (using your own preferred agents or our directory of 9,000+ agents)

- Agent submits the PDA
- We run checks on the PDA using 1,800 validation rules
- We query the agent on any cost items

### Touch 2:

You approve the PDA

- We process any advance payment once all compliance & sanctions checks have been made
- Agent submits the FDA
- We run checks on the FDA using 1,800 validation rules, prevailing tariffs, customer specific instructions, contracts and agreements

### Touch 3:

You approve the FDA

- We make the final payments or chase for any recoveries (after multiple fraud and compliance checks)
- All documentation is stored and archived electronically

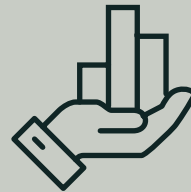


## The four foundations of DA-Desk



### Risk reduction

Mitigating exposure to legal, financial, transactional, regulatory and operational risks with due diligence, regulatory compliance, end-to-end transparency and IT security



### Smart operations

Spend more time making operational decisions by automating and streamlining lengthy manual and repetitive administrative tasks.



### Reduced costs

Reduce operational costs with competitive supplier quotes, favourable FX rates, reduced bank charges and screening of all port charges.



### Integration

Easily connect and share data in real-time with your VMS and accounting system.



## Risk reduction

We mitigate your legal, financial, transactional, regulatory and operational risk.

Operating within a constantly evolving framework of increased regulatory control, the world of compliance in shipping is complex and costly, with non-compliance costing on average 2.65 times the cost of compliance. [Source: Tackling Compliance-Related Concerns for Shipping Companies Report 2020].

Embedded at every stage of the process, compliance is at the heart of everything we do at DA-Desk. We never rest on our laurels, our specialist teams are constantly reviewing regulatory changes, requirements and best practices from port to port, striving to safeguard port call operations and payments.

**DA-Desk gives you the power to automate due diligence, prevent fraud and provide irrefutable evidence of regulatory compliance.**

### » Regulatory compliance

Enhance compliance with the latest data and automated workflows to eliminate the costly liability of non-compliance. With end-to-end transparency across all port disbursement accounts and payments, DA-Desk provides evidence to demonstrate compliance. Avoid the burden of costly fines, business disruption, reputational damage and loss of revenue.

We adhere to Sarbanes Oxley to give you peace of mind that our systems and processes are accurate and independently audited.

## » Fraud mitigation

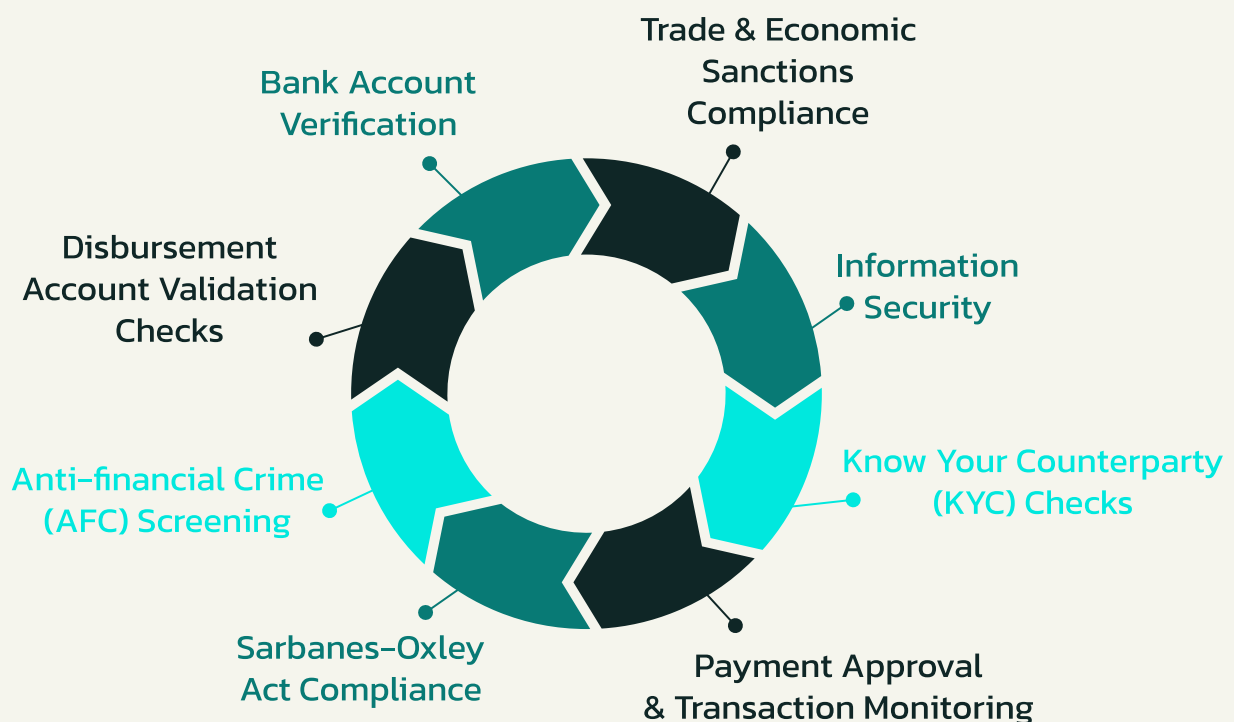
Mitigate the risk from your supply chain and ensure all vendors and agents are continuously vetted and screened against global sanctions programs with automated due diligence and ongoing checks.

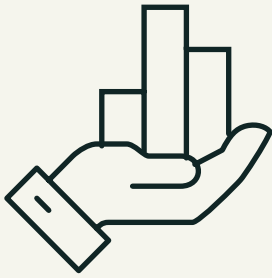
Core to the DA-Desk product is PDA and FDA screening, validation and processing. Our team will contact your agent directly to resolve any cost errors identified (as well as report it to you).

With bank-grade compliance tools providing multiple checks including bank account verification, auditable antimoney laundering, anti-bribery and anticorruption, protect your operations from the risk of fraudulent suppliers.

## » Confidentiality guaranteed

Our solution is covered by the highest standards of digital protection with a powerful end-to-end layer of IT security to protect your data and prevent cybercrime. In fact our customers rate us 'Very strong' when it comes to data security and compliance. With almost 100% uptime, be assured DA-Desk is always there for you when you need it.





## Smart Operations

Experience a new level of operational efficiency by removing lengthy administrative tasks and the manual data entry involved in managing disbursements; including payments, compliance and fraud checks, validation of PDAs/FDAs, rebates and discounts.

- Reduce errors and save hours of processing time by automatically managing vendor invoices and direct billing contracts separately.
- Make your time more productive by automating data capture into your VMS or accounting software.
- Make it easier and faster to close and reconcile voyages with online access to cost data.
- Simplify reporting with previously time-consuming and complex analytics available instantly online at the touch of a button.





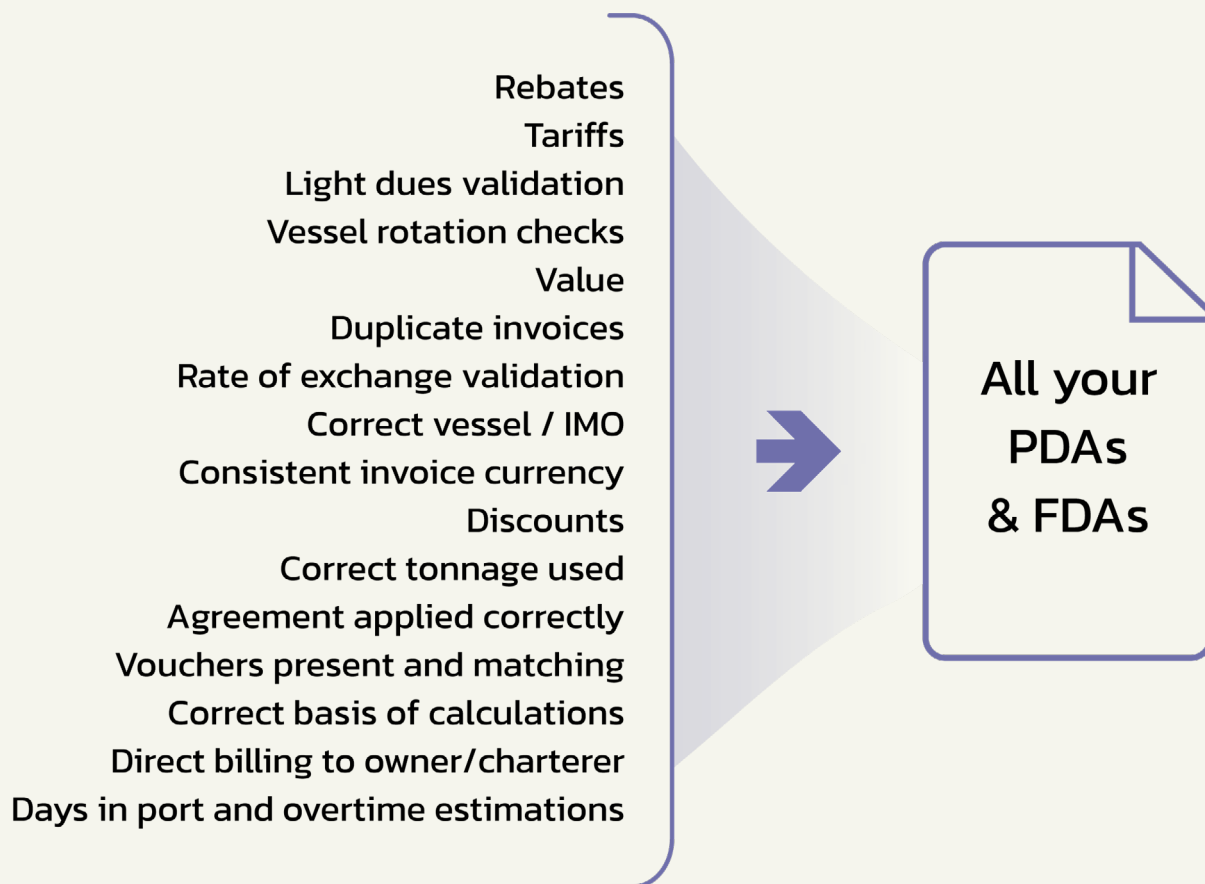
## Reducing costs

Saving our customers on average **\$700 per port call\***, DA-Desk allows you to take advantage of significant reduction of costs:

### » 1. Validation of PDAs and FDAs

Remove the burden of checking, validating and querying your PDAs and FDAs. Using our clever technology and knowledgeable teams, we screen all your PDAs and FDAs to ensure they are correct, with all relevant discounts and rebates applied. If any issues arise, we take it up directly with the agent on your behalf, so you don't have to.

Overall, we secure reductions on 11% of all PDAs and credit notes on 4% of all FDAs.



\*We took several customers who operate our most common vessel type on DA-Desk (large bulk and large oil and chemical vessels) and made an average of all the measurable savings they see as a result of using DA-Desk. To see the savings categories and more detail, see below or on our website.



## » 2. Preferential supplier rates

Because of the purchasing power of the community of our customers, we have a team dedicated to negotiating better rates on port costs, especially towage and pilotage. In every case, you have the choice to use one of 9,000 registered and vetted agents, or one you already have a contract with.

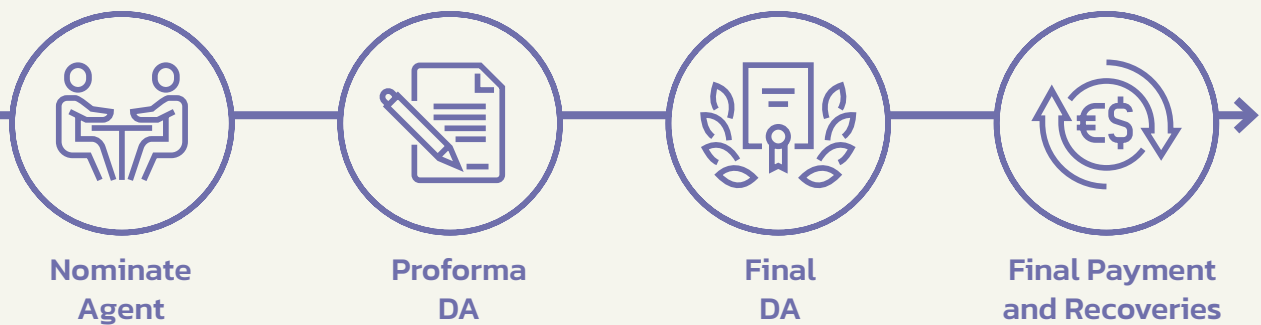
## » 3. FX rates and bank charges

As we process more than \$10bn payments in multiple currencies every year, we have negotiated preferential FX and bank payment fees/charges for our customers.

With compliance built in, we make every international payment simple, secure and quick with SOC-compliant payment approval and access to a full audit trail for every transaction. With our country specific know-how we're proud to have attained the industry leading success rate of 99.9% payment delivery, even in the most demanding countries.



## We've got the entire DA process covered – freeing up time at every step



With all of your Disbursement Accounts process available in one easy to use online platform, there's no need to worry about backing up data, or installing and maintaining any software.

Never lose an old transaction! And don't waste time having to hunt around for it!

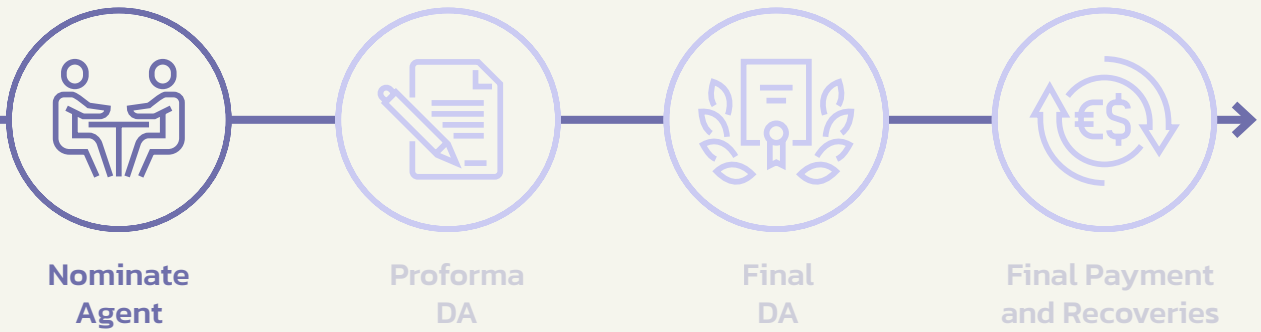
Take control of your operations and standardise processes across the organisation.

Never miss an alert or delay decision making. The DA-Desk mobile app allows you to access and update information at the office or on the go. Secure online visibility and control from anywhere, anytime.





# Appoint Agent



M MarDocs PortLog **DA-Desk** PortsDirect StaysTime-Desk POSEIDON SHIPPING Operator

Data Agents Contracts Reports Mail Settings

## Disbursement Accounts

[Port Log Variations](#) [New Port Call](#)

Search by vessel name, port, activity agent, etc.

Collapse Search ^

Vessel <input type="text"/>	Port Rotterdam	Agent / Vendor <input type="text"/>	Reference <input type="text"/>
Activity <input type="text"/>	Legal Entity <input type="text"/>	Status <input type="text"/>	Tier <input type="text"/>
Status PTA OK POK OK W JDS	Charterer <input type="text"/>	Allocated To <input type="text"/>	Voyage <input type="text"/>
Updated From dd-mm-yyyy	Updated To dd-mm-yyyy		

Saved Searches Manage Search Fields

[Clear](#) [Save Search](#) [Search](#)

ACTIONABLE DAs 4 IN PROGRESS DAs 11 DRAFTS 5 **ALL DAs 46** RATING REQUIRED 4

Manage Columns Download Allocate to Main User Allocate Show Only My Vessels

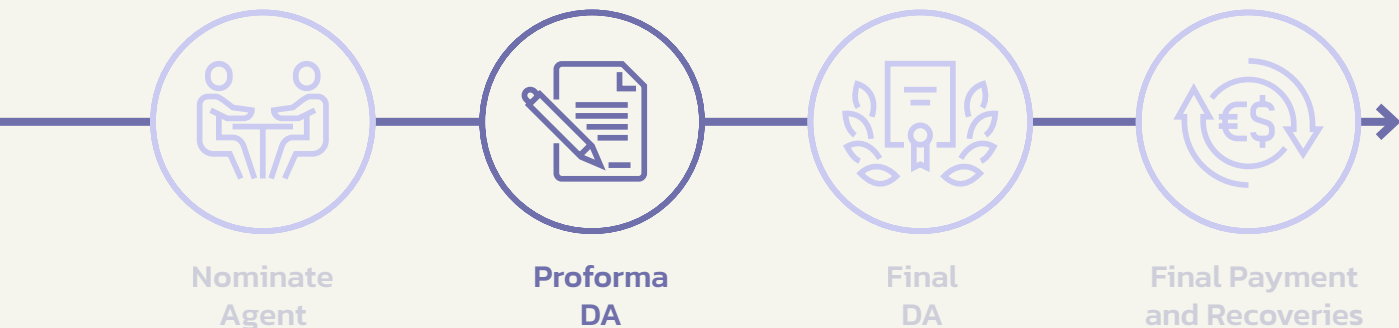
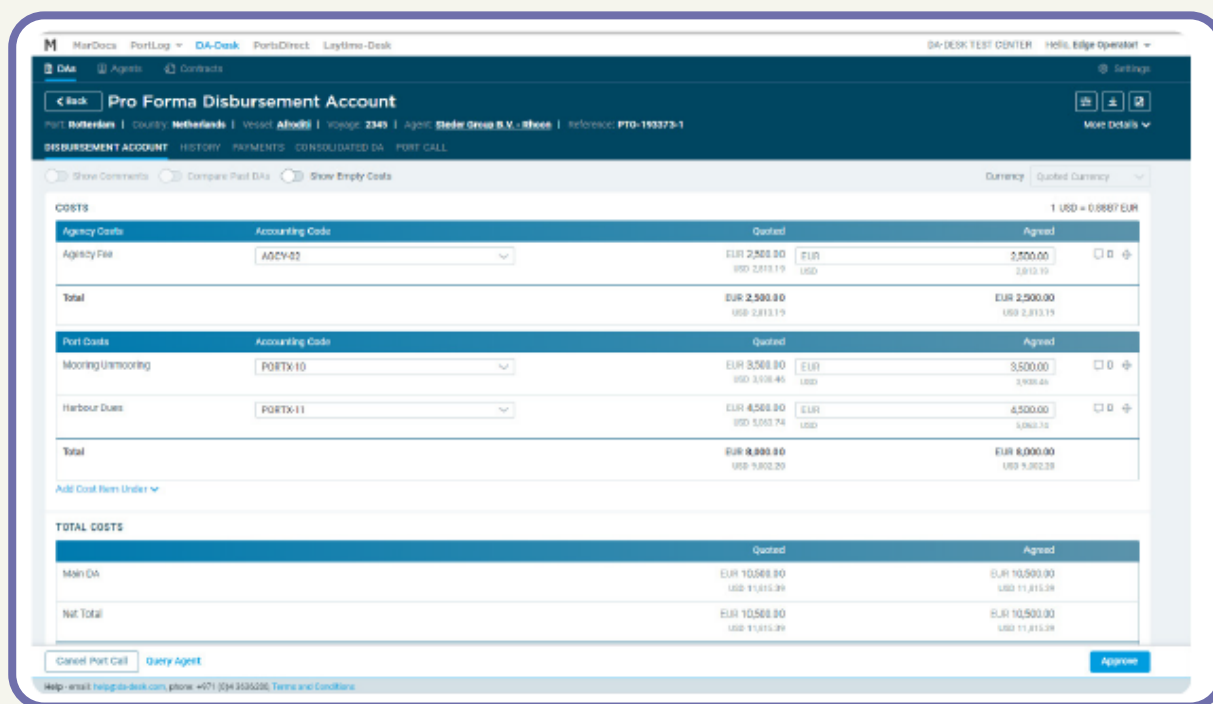
Reference	Vessel	Voyage	Country	Port	Agent	ETA / ATA	Status	Tier
<input type="checkbox"/> PTO-210330-1	BERTINA	48	Netherlands	Rotterdam	The Shipping Agency - Rotterdam	12 Jul 2021 09:00	Awaiting approval	First
<input checked="" type="checkbox"/> PTO-210344	BERTINA	voyg-48	Netherlands	Rotterdam	Vopak Agencies Rotterdam B.V.	01 Jul 2021 09:00	Draft	
<input type="checkbox"/> PTO-210359-1	BERTINA	voy234	Netherlands	Rotterdam	The Shipping Agency - Rotterdam	01 Jul 2021 09:00	Awaiting approval	First
<input type="checkbox"/> PTO-210479-2V	ALPINE MOMENT	12	Netherlands	Rotterdam	DA-Desk	23 Jun 2021 00:00	Completed	
<input type="checkbox"/> PTO-210472-2V	ALPINE MOMENT	12	Netherlands	Rotterdam	DA-Desk	23 Jun 2021 00:00	Completed	
<input type="checkbox"/> PTO-210472-1	ALPINE MOMENT	12	Netherlands	Rotterdam	Silver Star Agencies B.V. - Rotterdam	23 Jun 2021 00:00	Awaiting approval	First
<input type="checkbox"/> PTO-210471-2V	ALPINE MOMENT	1	Netherlands	Rotterdam	DA-Desk	23 Jun 2021 00:00	Completed	
<input type="checkbox"/> PTO-210471-1	ALPINE MOMENT	1	Netherlands	Rotterdam	Silver Star Agencies B.V.	23 Jun 2021 00:00	Awaiting approval	First

[Help](#) [Email](#) [help@da-desk.com](#) [Phone](#) [+31 \(0\)43836206](#) [Terms & Conditions](#) [Privacy Policy](#)

Create a port call and nominate an agent in less than 1 minute.

Most of our customers are already integrated, so this process is initiated in the VMS and customers have to complete the call in DA-Desk.

## Approve PDA

The screenshot shows the DA-Desk interface for a Pro Forma Disbursement Account. The header includes navigation links (Data, Agents, Contracts) and a breadcrumb trail (Pro Forma Disbursement Account). The main content area displays a table of costs, categorized into Agency Costs and Port Costs. The table shows Quoted and Agreed amounts in EUR and USD, with a conversion rate of 1 USD = 0.9887 EUR. The bottom of the interface includes a 'Cancel Port Call' button and an 'Approve' button.

Agency Costs	Accounting Code	Quoted	Agreed
Agency Fee	AGCY-02	EUR 2,500.00 USD 2,519.19	EUR 2,500.00 USD 2,519.19
Total		EUR 2,500.00 USD 2,519.19	EUR 2,500.00 USD 2,519.19

Port Costs	Accounting Code	Quoted	Agreed
Moorings/Ummoorings	PORTX-10	EUR 3,500.00 USD 3,538.46	EUR 3,500.00 USD 3,538.46
Harbour Dues	PORTX-11	EUR 4,500.00 USD 4,553.74	EUR 4,500.00 USD 4,553.74
Total		EUR 8,000.00 USD 8,092.20	EUR 8,000.00 USD 8,092.20

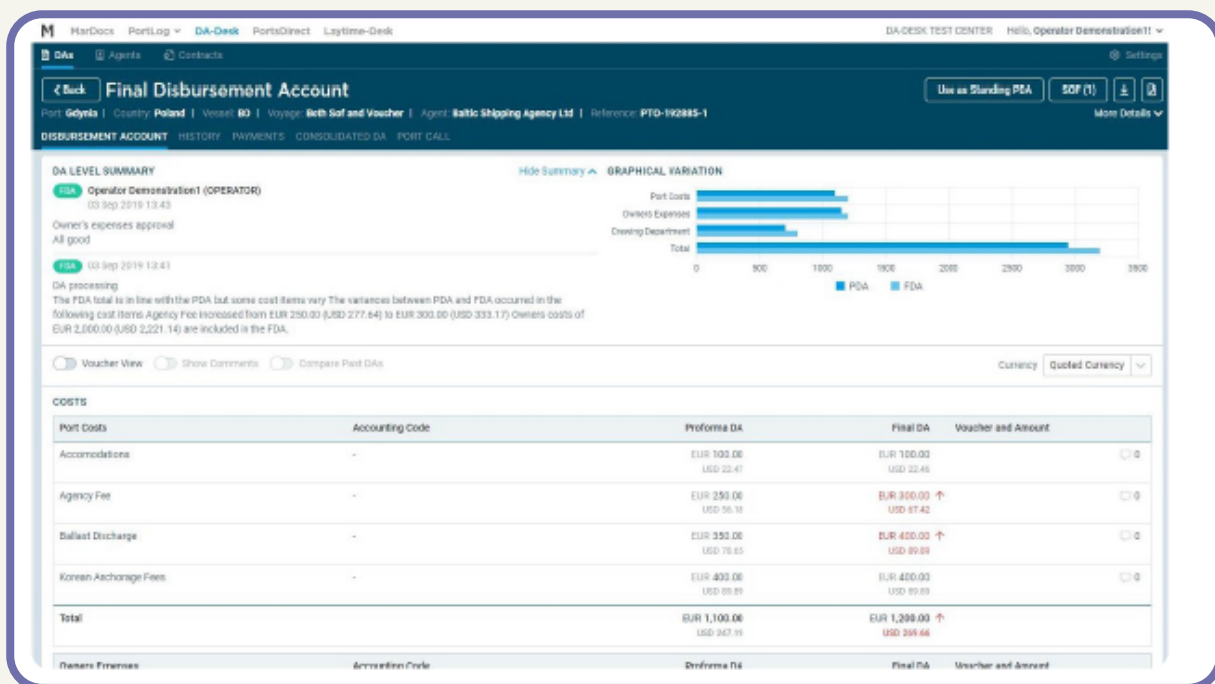
TOTAL COSTS	Quoted	Agreed
Main DA	EUR 10,500.00 USD 10,615.39	EUR 10,500.00 USD 10,615.39
Net Total	EUR 10,500.00 USD 10,615.39	EUR 10,500.00 USD 10,615.39

The PDA is submitted screened by DA-Desk to the specific cost allocation and accounting codes designated by the customer.

A summary will advise the number of times this port has been called, a comparison on the most recent and closest match calls, which includes the terminal called and the difference from the PDA to the FDA.

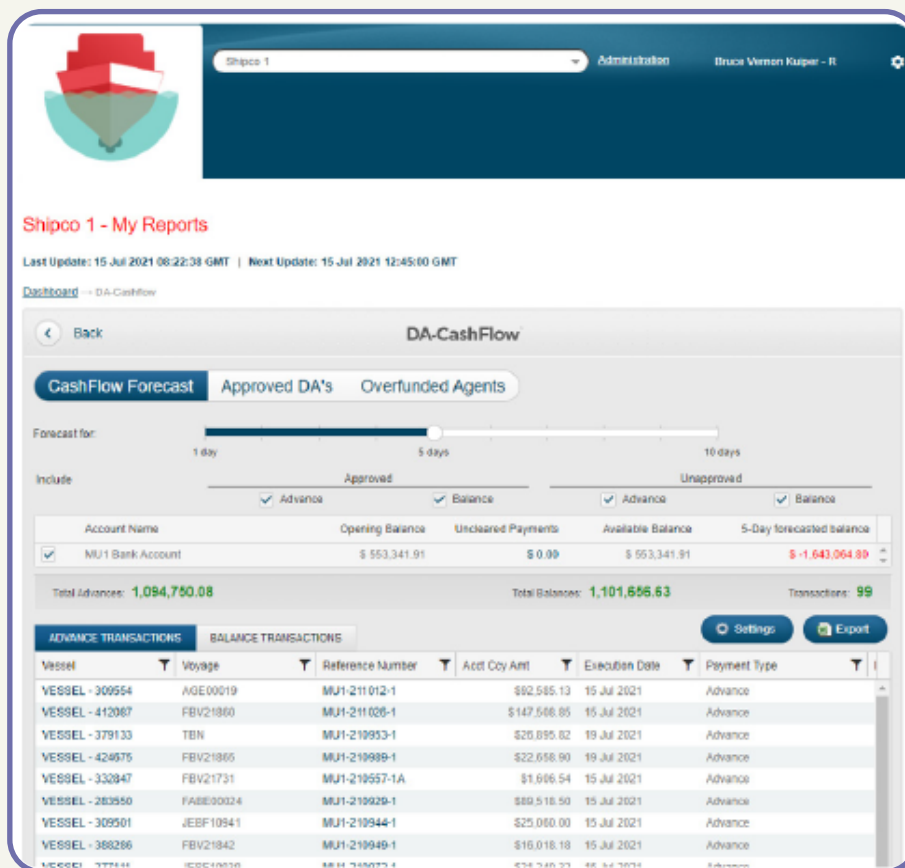
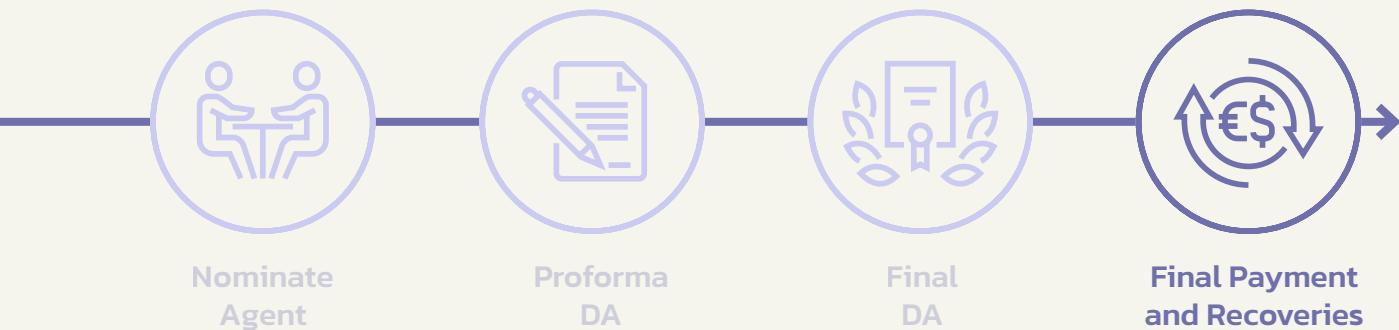
We show the average advance percentage in that country and if the advance selected by the agent matches your policy. Any other points of interest will be added to allow the operator a quick overview of the submitted PDA.

## Approve FDA



The FDA submitted shows a quick graphical overview of variances from the PDAs, plus an explanation of all the costs that have significantly changed. Each cost item has the relevant voucher attached with a colour-coded variance indicator.

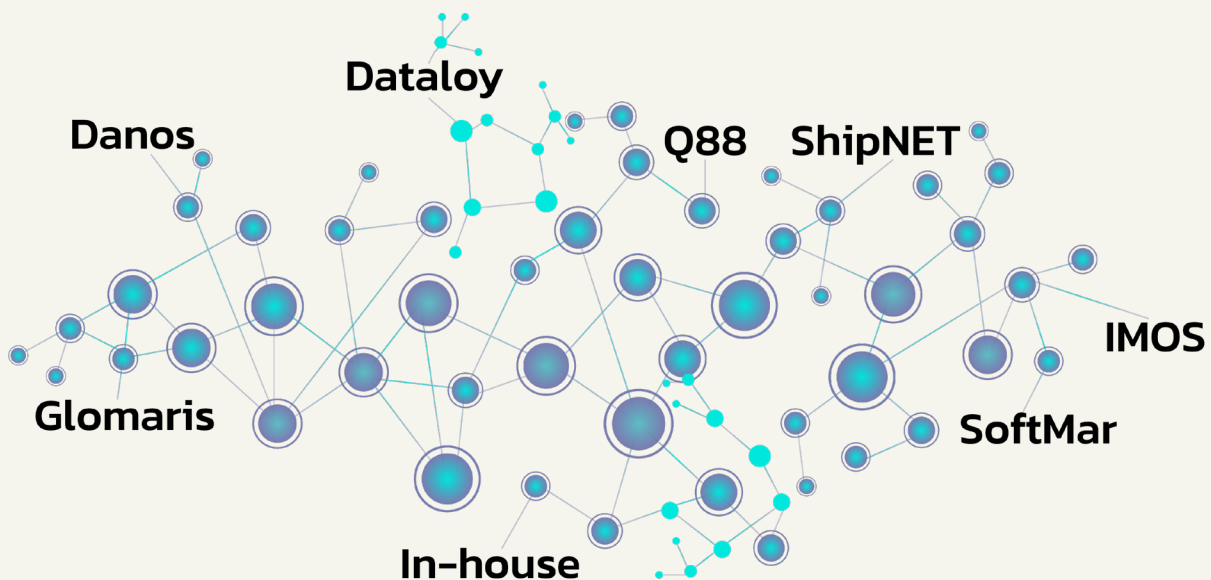
## Approve FDA



Every customer who uses DA-Desk's payment service, PortPayables, has access to our Financial Dashboard.

The platform provides visibility over the status of previous and forthcoming PDAs and FDA payments. It enables you to forecast and manage your cashflows.

## VMS Integration



Stay firmly in the driving seat of your operations with our promise for a swift and easy VMS integration. Centralise workflows, avoid manual data entry and automate tasks with two-way data flow between DA-Desk and your VMS.

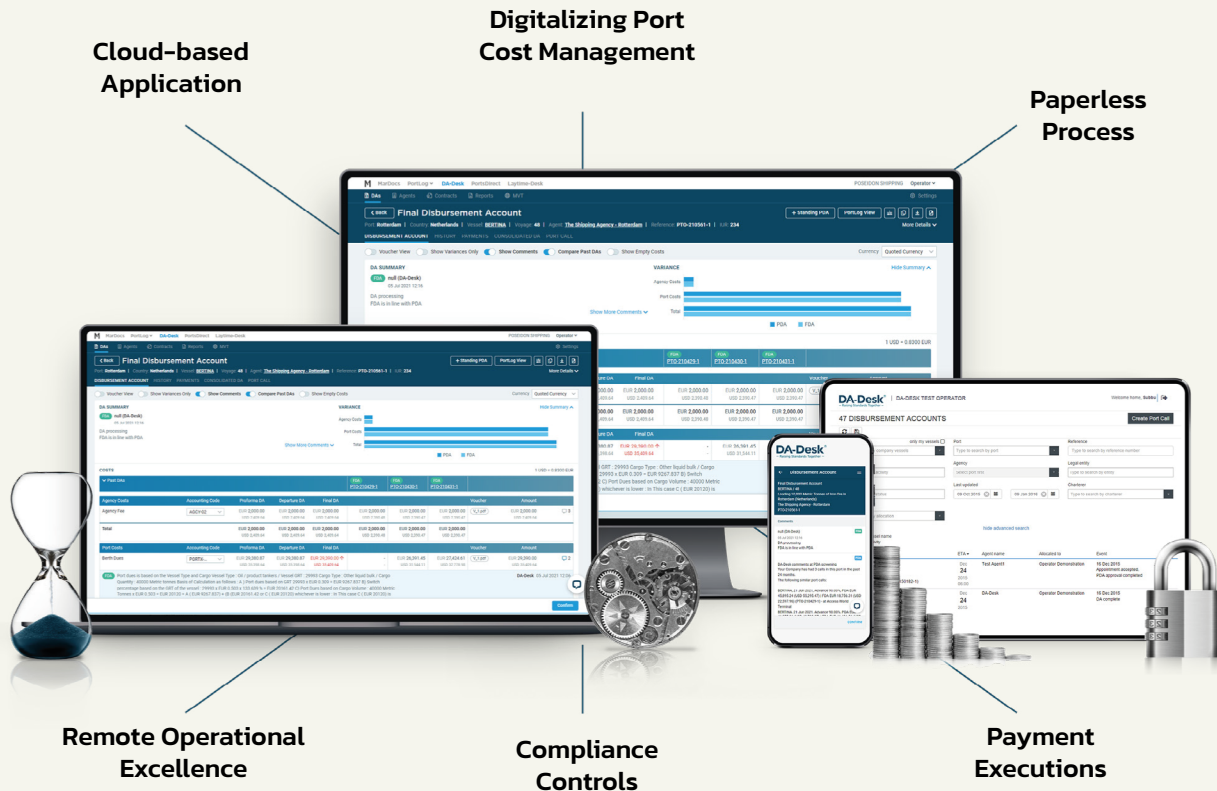
Through our API connection we can connect the DA-Desk platform to any VMS whether publicly available or customer-developed to retrieve and update port call data.

We know every operation is different, that's why we have an experienced team of specialists to work with Operations and Finance teams to guarantee a quick and smooth integration without impacting existing workloads.

We offer a 35 day SLA onboarding timescale and over 85% of our customers have an integration with their VMS.

**We provide full training and 24/7 support so you and your teams can be up and running quickly.**

# Contact us and request a demo



Contact us now to see how DA-Desk can unlock the efficiencies of your disbursement process and find out how much you can save.

**Request your demo by using the form at [www.da-desk.com](http://www.da-desk.com)**



## The group behind DA-Desk

Marcura is the parent company behind many of the leading products and brands that are streamlining processes in the maritime industry.

**Our products include DA-Desk, PortLog, and MarTrust.**

United in its vision to support front-line professionals in being the best at what they do, Marcura is pioneering new ways to transform compliance, transparency and efficiency in shipping.

For over 22 years Marcura has transformed processes, striving to innovate and create new standards of efficiency.

Building value through standardisation, data driven decision making and integration of new technologies, Marcura is ushering in a new era of digitisation across the seas.





## Summary: DA-Desk features and benefits

**Optimise port call operations by outsourcing the burden of Disbursement Accounts to DA-Desk.**

Free your team from manual, repetitive tasks so they can focus on tasks that add value

Preferential FX and bank charges

Embedded compliance and due diligence to mitigate risk

Preferential towage and pilotage rates

Easy to use dashboard and system

Quick and easy integration to your existing VMS and accounting system

Save time by streamlining and automating manual tasks

World's largest independent provider of port cost management services

Comprehensive training and 24/7 support

Confidence of being part of the wider Marcura Group



Request your demo –  
visit [www.da-desk.com](http://www.da-desk.com)