



Supporting Your Commercial Solution Search

Few decisions are as impactful as the choice to leave behind old tech and embrace a new, connected commercial solution in your maritime shipping business. But how do you know when it's time to make the switch? And what criteria will your new solution need to deliver?

Whether you're actively evaluating solutions or are still unsure of whether a new solution is in your 2023 roadmap, use this helpful tool to evaluate your need and align your priorities.

How to Use This Tool

Step 1

Rate your current approach's ability to meet key criteria.

Step 2

Rate each criterion's level of importance to your organization.

Step 3

Follow the scoring guide to identify your need for a new solution.



Part 1: Current State

Please grade your existing approach's ability to satisfy the following, with 1 being the least effective and 10 being the most effective.



Standardization

The solution allows you to access data in a standardized, usable format.



Accessibility

Users across your organization can easily access the solution.



Integration

Your core solution can seamlessly connect with other key internal solutions and allows you to freely flow information.



Reporting

The solution allows users to easily generate custom reports with the parameters you set forth.



Automation

The solution cuts down on manual processes, human error, and gaps between key stakeholders.



User-friendliness

The solution's interface is intuitive and easy to use for all core users.



Capabilities

The solution satisfies key requirements at every stage of the workflow, from chartering, to operations, to financials, etc.



Visibility

The solution delivers market-linked insight and allows you to benchmark performance against the industry.



Support

The solution offers a range of support resources and continual learning opportunities, including dedicated consultants and intuitive self-help resources.



Scalability

The solution can effectively support your organization as it grows, without disrupting workflows.



Innovation

The solution regularly adds new capabilities in line with evolving approaches and regulations within the industry.

Current state score:

Please add up your responses for this section to generate your total current state score.

Part 2: Future State

Please rate how important each of the following are to your organization's future goals, with 1 indicating least important and 10 indicating most important.



Decarbonization

The ability to effectively track, manage, and reduce emissions over time.



Regulatory risk management

Systematic management of risk associated with regulations, both current and evolving.



Exposure management

Operationally-aligned and market-linked management of freight, bunker, and commodities exposure.



Process efficiency

The ability to minimize redundancy, accelerate workflows, and alleviate manual burden.



Cost control

Detailed financial insight to contain costs and improve financial outcomes before, during, and after the voyage.



Revenue maximization

Contextual tools for decision support that account for each decision's commercial impact.



Growth and expansion

Scalability of systems and processes in pursuit of fleet or supply chain expansion.



Enterprise visibility

Complete stakeholder visibility across systems and stages of the workflow.

Future state score:

Please add up your responses from this section to generate your total future state score.

Do I need a commercial solution?

If your current state score is **less than 70** and/or your future state score is **above 50**, it might be time to start thinking about a new commercial solution.

A dynamic commercial platform will address the shortcomings of your existing approach, while setting your organization up for long-term success as it works towards its key strategic priorities.

IMOS Platform

As the maritime shipping industry's leading platform for commercial contract management, the Veson IMOS Platform delivers a connected suite of solutions to support the entire maritime shipping workflow. Trusted by some of the world's largest buyers and sellers of marine freight, IMOS provides the tools needed to transform your day-to-day operations, along with the support and innovation needed to maximize your long-term success.