

PRESS RELEASE

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Business/Finance, Marine and Maritime, Transportation, Computers/Software

Management Dynamics Opens Atlanta Office

Strong Growth for the Rate Explorer Contract Management Solution Leads
to Opening of New Sales and Service Center

EAST RUTHERFORD, NJ - Dec. 2, 2003 /Send2Press Newswire/ -- Management Dynamics, Inc. (www.ManagementDynamics.com), the market leader in price and contract management solutions for the ocean transportation industry, today announced the opening of a new service center based in Atlanta, GA. The new office will house upwards to one hundred employees engaged in sales, contract maintenance and support for Rate Explorer customers.

Jim Preuninger CEO of Management Dynamics said, "To support the explosive growth of Rate Explorer(R) in the shipper, ocean carrier and NVOCC markets, we have opened an office in the Atlanta area." Jim Preuninger continued, "The Atlanta team will maintain the highest levels of quality and turnaround time in servicing our contract management clients."

Rate Explorer automates ocean service contracts to overcome the limitations of the use of traditional, text-based contracts. Inherently complex and subject to frequent revisions, contracts maintained as text documents or spreadsheets often result in mis-rating a shipment which impacts critical commercial process of both carriers, shippers and NVOCCs. With Rate Explorer, contracts are managed in a calculable format to deliver the highest levels of rating accuracy when preparing a bill-of-lading, producing a quotation, confirming service options prior to booking, and auditing a freight bill.

About Management Dynamics, Inc.

Headquartered in East Rutherford, New Jersey, Management Dynamics is the market leader in tariff and contract management solutions for the ocean transportation industry. The company's flagship product, Rate Explorer(R), is a web-based solution that automates contracts to improve operations and reduce costs for importers, exporters, transportation intermediaries, and carriers. With the industry's most accurate rating engine, Rate Explorer is used to calculate accurate bottom-line charges prior to quoting or booking, identify and eliminate invoice errors, and improve back-office productivity. Rate Explorer is the time-proven solution with over 6,000 users processing 8,000,000 transactions per month.

For more information, please visit
<http://www.ManagementDynamics.com> or call (201) 935-8588.

Management Dynamics, Inc. and Rate Explorer are trademarks or registered trademarks, service marks or registered service marks of Management Dynamics Inc. All other product and company names mentioned herein may be trademarks of their respective holders.

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