

PRESS RELEASE

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Management Dynamics Introduces Tariff Publishing Module for NVOCCs

Simplifies Tariff Management and Reduces Cost of Compliance with FMC  
Regulations

EAST RUTHERFORD, NJ - February 10, 2004 /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 immediate availability of NVOCC Tariff Publisher(tm), a new Rate Explorer® module that simplifies the management of NVOCC tariffs and significantly reduces the cost of compliance with FMC regulations.

Mandated by the Federal Maritime Commission, tariff management for NVOCCs is an expensive and cumbersome process. Moreover, failure to comply with these regulations can result in fines of tens to hundreds of thousands of dollars. The NVOCC Tariff Publisher module seamlessly integrates with current NVOCC pricing activities, offering a number of key advantages:

- \* Speed: update and post a rate tariff change in minutes in-house without involving a third-party publisher
- \* Simplicity: manage tariffs with the same level of effort and skill required to email a rate or commodity change to a third party publisher
- \* Accuracy: tariff management becomes an integral part of the process with more control over timely and complete updates
- \* Savings: avoid the cost and hassle of engaging a third party publisher

The NVOCC Tariff Publisher module is delivered over the Internet as a service and can be fully implemented in less than one week. All an NVOCC needs to implement it is a browser and connectivity to the Internet.

"The NVOCC Tariff Publisher module has allowed us to fully manage our FMC rate tariffs with far less effort than using a third-party publisher," said Brad Heier, Managing Director, TSC Container Freight. "It is an intuitive application that was easy to implement in our current process. With the NVOCC Tariff Publisher module we have the ability to quickly check our rate tariff prior to booking and, if needed, amend or add a new rate in seconds."

"For years we have used third-party publishers to maintain our rate tariff, but as our business has grown, the costs of this service have become significant," said Alan Baer, President, Ocean World Lines, a subsidiary of Pacer International. "The NVOCC Tariff Publisher module offers an immediate payback by substantially reducing these costs and gives my organization more control over the management of our rate tariff."

"We have seen impressive results over the past year as our NVOCC clients have taken control of their ocean contracts to implement new top-line growth strategies and improve their buy-side costs with Rate Explorer's Contract Management module," said John Preuninger, President, Management Dynamics. "In addition, the NVOCC Tariff Publisher module of Rate Explorer has been successfully implemented at several clients and has simplified the process of maintaining an NVOCC tariff at a much lower cost than using a third-party publisher."

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®, 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 [www.ManagementDynamics.com](http://www.ManagementDynamics.com) or call (201) 935-8588.

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