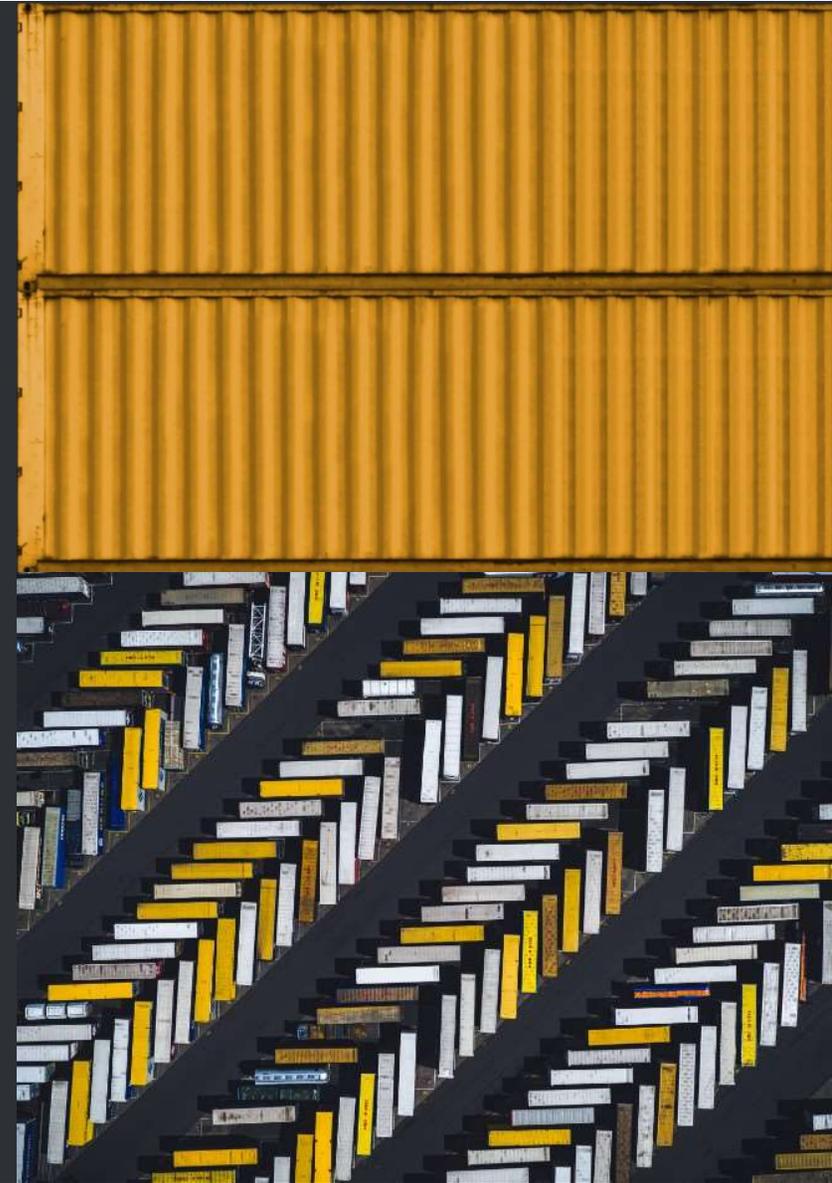
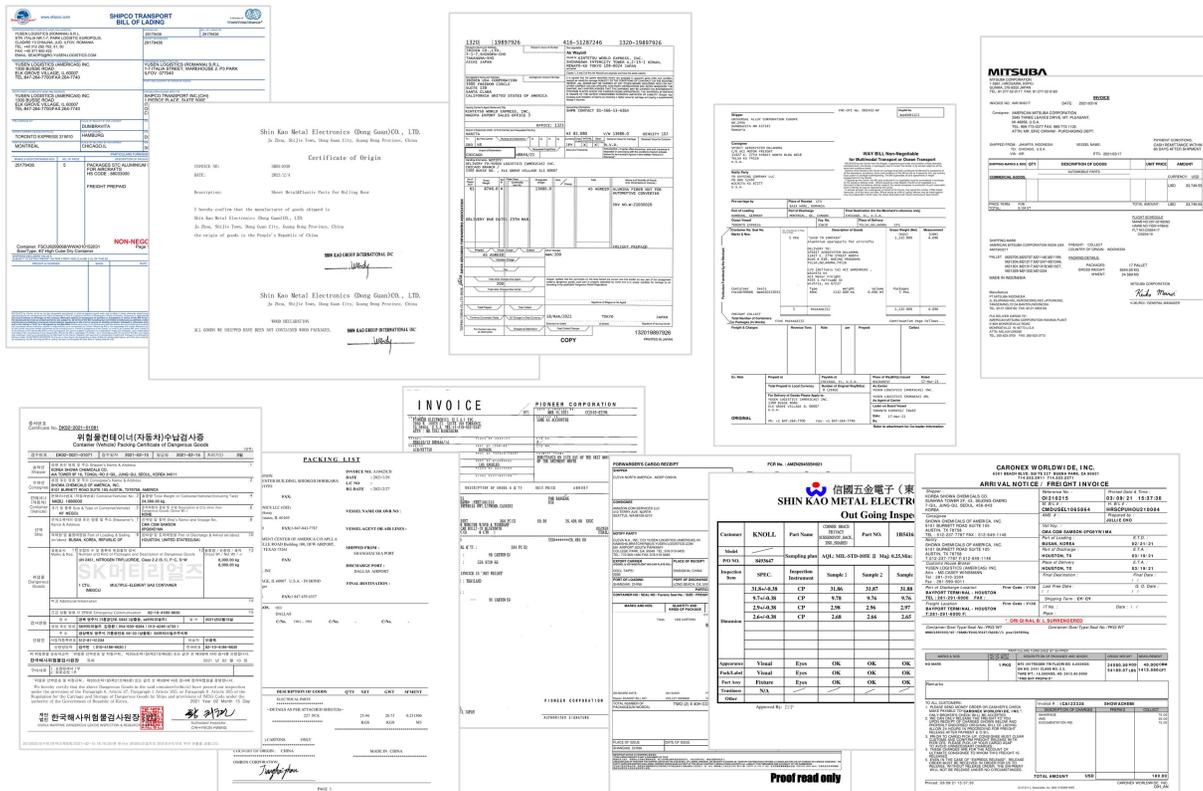




BRAVOTRAN



Drowning in an ocean of documents

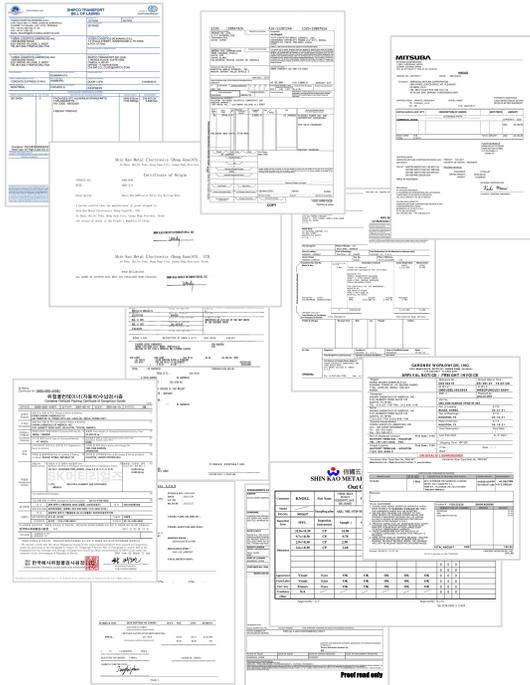


Each of these documents is potentially a critical input to your process

Each must be received, categorized, sorted, and attached to the correct shipment, consolidation, etc.

This effort requires **thousands of hours of labor** every year

BravoTran Routing automates away this process



“Master BOL”



“Cert of Origin”



“Waybill”



Shipments & consolidations

AXHD948827

“Air Waybill”



“Comm. Invoice”



“Cargo receipt”



“Carrier Invoice”



USKD287626

“Cert Dang. goods”



“Packing list”



“Inspection report”



“Arrival notice”



ISDV839022

How it works

GUARDIAN INDUSTRIES CORP. LTD.
42 MOD 7, NONGRAMOH SUB-DISTRICT
NONGRAMOH, SARABURI 18140 THAILAND
TEL.66-36-973173 FAX.66-36-371343-350

COMMERCIAL INVOICE NO. CV007720
DATE: Jan 12, 2013

SOLD TO: D400076
GUARDIAN JAPAN LIMITED
INDO BLDG. 6TH FLOOR,
32-9 HAKOZAKI-CHO NISHIBASHI,
CHUO-KU, TOKYO 103-0015
JAPAN

SHIP TO: D4000961
GUARDIAN JAPAN LIMITED
INDO BLDG. 6TH FLOOR,
32-9 HAKOZAKI-CHO NISHIBASHI,
CHUO-KU, TOKYO 103-0015
JAPAN

TERM OF PAYMENT:
DATED:
ISSUE BY: O/P 32099

PORT OF LOADING: LAEM CHABANG PORT, THAILAND
PORT OF DISCHARGE: NAHA, JAPAN
FEEDER: WINCHESTER STRAIT V. 002E
VESSEL: APL SOKHNA V. 056
DATE OF SHIPMENT: Jan 18, 2013

COUNTRY OF ORIGIN: THAILAND

TOTAL PACK	PACK TYPE	LITE/ PACK	DESCRIPTION OF GOODS	SqM PER LITE	TOTAL SqM	UNIT PRICE (JPY /Sqm)	AMOUNT (JPY)
10	BOX	25	Float Clear 5.00 mm 75 x 100 in	4.8387	1,209.6750	416	503,225.00
3	BOX	21	Float Clear 6.00 mm 75 x 100 in	4.8387	304.8381	510	155,467.00
			DRY PREMIUM				53,418.00
			CF NAHA, JAPAN				712,110.00
			TOTAL (JPY SEVEN HUNDRED TWELVE THOUSAND, ONE HUNDRED AND TEN)				
			INSURANCE (JPY)		3,046.00		
			FREIGHT (JPY)		18,795.00		
			P.O.B. LAEM CHABANG PORT, THAILAND (JPY)		590,289.00		
			TOTAL SQ METERS 1,514.5131 (13 BOXES/PACKAGES/CASES/CRATES)				
			TOTAL NET WEIGHT 18,762 KGS.				
			TOTAL GROSS WEIGHT 18,666 KGS.				

SHIPPING MARK:
CIN
NO.1-13

GUARDIAN INDUSTRIES CORP. LTD.
AUTHORIZED SIGNATORY

1

BravoTran OCR reads every line and reviews document structure to determine type

2

Known text tags are used to extract identifying shipment data, both in the document and the email

3

BravoTran matches this data against your existing CW shipments and routes the named documents directly to them

BravoTran handles all documents, regardless of sender, file type, format, language, or arrangement

Streamlined interface quickly resolves exceptions

90+% of routing is automatic...

...however, for documents requiring user input, BravoTran includes a high-speed workflow...

...allowing for quick resolution and communication back to agents, carriers, and clients as needed

The screenshot displays the BravoTran web interface. At the top, there is a navigation bar with links for Dashboard, Activity, Email Search, Settings, Help, and Log out. Below this, the main header shows the current document: "Shipment documents Guardian Japan" with the email "mderosa@hubtran.com" and the date "03/16/2021 10:45 PM". A "Forward Email" button and a link to "Ignore All Groups" are also present.

The main content area is divided into several sections. On the left, there are navigation tabs: "Assign Sending Organization", "Identify Documents", "Group Documents", and "Assign Documents". Below these is a search bar with the text "(0/1) Assigned/Ignored/Exceptioned". The search results show a shipment with the following details:

Unknown Consignor	→ Osaka, JP	Shipment	SHP100080102
Laem Chabang, TH	ETA 04/14/2013		
ETD 04/14/2013	Guardian Japan Limited		
BOL BKOSC6654	House Bill 320300076810	Voyage	13004N
Vessel TS JAPAN	Container FCIU 3749292	Organization	TS Lines
Weight 20,352 KGS	Total Packs 10 Packages	Invoice	CV008275
Entry -			

Below the search results is an "Add Reply" button and a prompt to "Select a shipment above or".

On the right side of the interface, there is a large preview of a "BILL OF LADING" document from TS LINES. The document includes fields for "Carrier Bill of Lading", "Service Contract No.", "Bill of Lading No.", "In-land Vessel", "Voyage No.", and "Agent". It also contains a table for "Description of Goods" and a "Remarks" section. The document is marked as "Copy Non-negotiable" and "SEAWAY BILL".

On the far right, there is a vertical sidebar with several buttons: "House Ocean Bill of Lading", "ISF Filing Instruction", "Commercial Invoice", and "Packing List".

What it means for your business

Massive labor savings



allowing you to reduce costs and your team to focus on growing your business

Turbocharged operations



by immediately processing docs, getting your operations moving and you paid faster

Happier clients & partners



who are getting real-time updates, not waiting for your team to dig out their inbox

Our metrics

~0%
CUSTOMER
CHURN

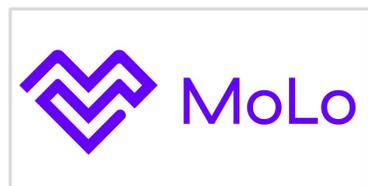
99%
ACCURACY

1B DOCUMENTS
PROCESSED
in HubTran...and counting!

\$50 MILLION SAVED
by our customers...and counting!

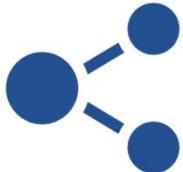


With technology used by the largest 3PLs and forwarders



Product roadmap: Document routing is just the beginning

Today
Routing



Identify and assign incoming documents automatically

2021 Q3
Payables



Extract and confirm key payables info from incoming invoices

2021 Q4
Shipments



Automatically create shipments based on received documents

2021 Q4
Customs



Automatically populate forms (such as customs) from incoming documents

Next steps: Getting started is easy

You can be up and running *today*

- No need to change how you currently receive messages
- Just configure your CargoWise eAdaptor connection
- Set up your BravoTran workflow
- And train your team (<1 hour)

Simple, risk-free pricing

- \$1.00 USD per shipment
- No setup, licensing, or training fees
- No minimums, no term
- Cancel any time

Appendix

BravoTran: Built different

Product

Sophisticated machine learning and automation means **no templating**

That means you can start with BravoTran **today**, not months from now

And it means we handle **100% of your documents**, not just a select few

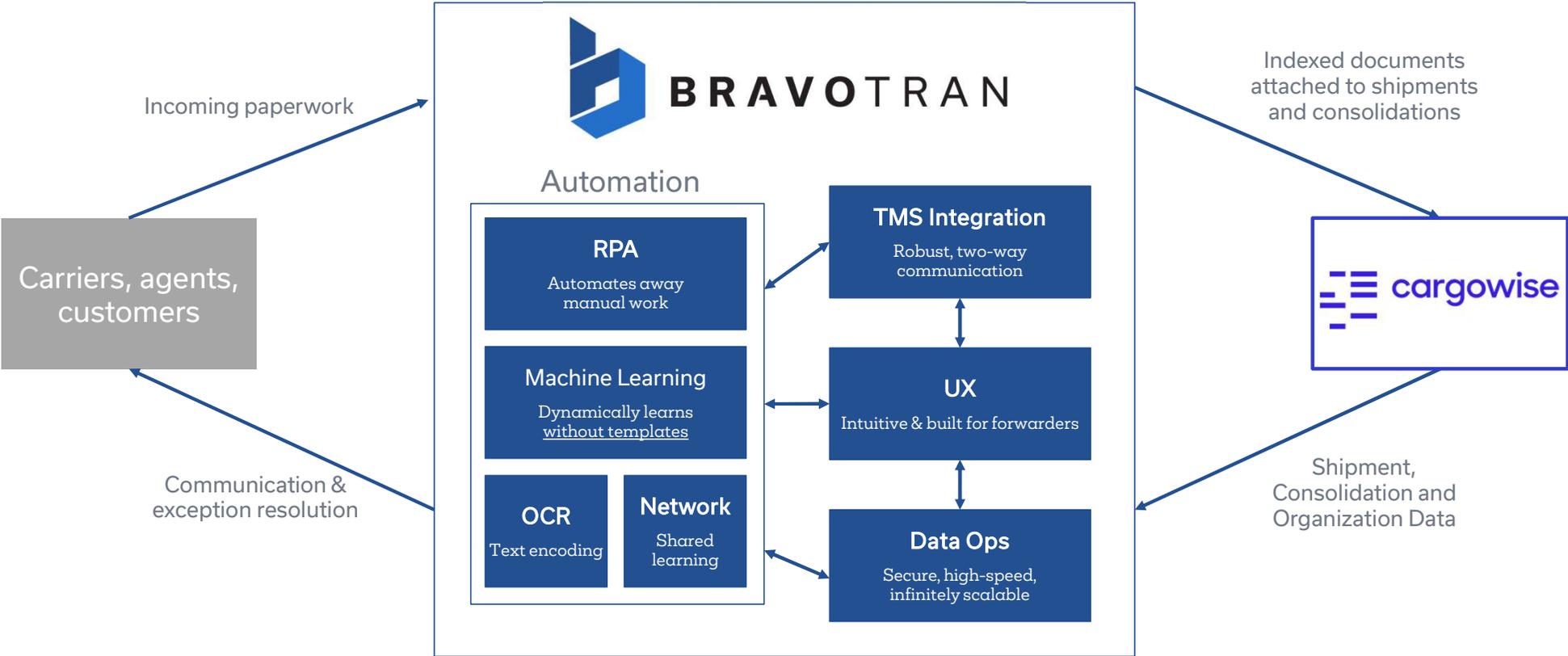
Company

Built by industry veterans and **trusted** by the largest 3PLs and forwarders

We know what it means to create **real, lasting value** for our customers

And how to provide **secure, scalable solutions** that grow with you over time

BravoTran's battle-tested technology stack



Routing: A bigger problem for your team than you may realize

Your process today...

Ops team constantly sorting through inbox for their own incoming emails

Once an email with documents is found, ops team will:

- Determine the relevant Shipment
- Find and open that Shipment in CargoWise
- Drag and drop each document into eDocs
- Assign each document a document type
- Delete or archive the email

If the email attachment includes a PDF with multiple pages/documents, they must use the splitter function in CargoWise

And with BravoTran Routing

We completely eliminate the need to manually assign and attach documents to shipments, resulting in significant savings:

Documents per shipment	10
Minutes per document	1
Minutes per shipment	10
Shipments per hour	6
Hourly rate	\$20.00
Cost per shipment without BravoTran	\$3.33
BravoTran cost per shipment	\$1.00
Net cost savings per shipment	\$2.33

Turbocharging your operations with workflow triggers

By setting up CargoWise workflow triggers, BravoTran Routing facilitates a range of totally automated processes throughout the shipment, such as:

