



*“The Pacsoft Management Solution (PacsoftMMS) is much more than just a marina, boatyard and yacht club management software system, it is a business solution.*”

*PacsoftMMS is designed to streamline your business operations while allowing you to maximise revenue opportunities, serve customers effectively and maintain tight control over business processes and performance.”*

*- Chris Thomas,  
CEO, Pacsoft International Limited.*



## Global Experience

**P**acsoft International Limited (PIL) is a leading technology solutions company dedicated to the provision of excellence in IT solutions for the marina, boat service and yacht club business areas, including package solutions and systems development and customisation.

Specialising in the marina, dry stacking, boat service and yacht club businesses, our key product “PacsoftMMS” – a simple yet powerful marina management system which enjoys a strong global reputation.

PacsoftMMS business solution is specifically designed to meet the needs of marinas, boatyards and yacht clubs in their day-to-day operations, assisting them with efficient and effective management of vessels, slips/berths, customers and members; invoicing reservations; powerful operational reporting; streamlining accounting processes; and integrating with popular financial packages.

PacsoftMMS allows managers and owners to improve their business by saving both time and money through automating and integrating typical daily tasks and processes, serve customers effectively, maintain tight control over business processes and performance, and keep pace with any sized competitor. Owners, especially absent owners, can manage key operating and accounting statistics.

PacsoftMMS removes the complexity of tedious accounting transactions. Within one simple transaction you can make a reservation, create the invoice and a receipt. With the ability to integrate with a wide range of accounting packages, you minimise the need for double entry. We also include a range of reports to assist you with your accounting analysis.

Included in PacsoftMMS is an integrated query engine, ‘Quick Query’ that improves company productivity by providing instant answers and rapid management reporting. Managers have the flexibility to drill down through multiple reports for greater business analysis.

Knowledge is power - with PacsoftMMS you can hold additional information about any customer, member,

account or vessel or slip/berth with our ‘Smart Notes’ functionality. Any user can use this function to add notes to related records for example, telephone calls, letters, mail merge documents, photographs etc. Smart Notes provides you with the ability to share this information with other users being stored in one place for easy access - a rich and powerful filing and customer relationship management feature.

Pacsoft International prides itself on our ability to really listen to your needs and provide you with our global knowledge and experience to give you the ultimate solution.

But it doesn’t stop there, we understand that every business is different which is why we can customise our software to meet your business needs, implement and train you and your team to ensure this fits seamlessly into your day to day operations.

PIL is a Microsoft Certified Partner, this provides the company with access to Microsoft’s wealth of technical resources and the latest Microsoft technologies.

Pacsoft International Limited works closely with New Zealand Trade & Enterprise (NZ’s economic and trade development agency)



# A Totally Modular Solution That Expands With Your Business

PacsoftMMS has been designed as a single application one stop management tool catering for marina, drystack, haulout, service yard, harbours and Yacht Club operations. The software provides any sized boating business with a comprehensive set of rich features to run all aspects of their business.

PacsoftMMS not only helps organise the day to day running of your business activities, but also provides senior managers and staff with a range of tools to effectively measure and better manage the business.

With intelligent reporting, managers have access to business information allowing real time insight and decision making. Information available includes:

- Forecasting revenue
- Calculating net return on berth rentals
- Analysing current and future occupancy levels
- Analysing profitability (return) on non standard rate rental and more...

## Rental Booking, Accounting & Auto Payment

A core module that provides users the ability to enter and maintain information for customers, berths and vessels, allows quick and easy berth booking, invoicing and receipt processing and provides fundamental marina management support and information.

With a range of accounting features including automatic payment and bank interface, credit card charging, direct debit/credit cheque printing, PacsoftMMS creates automated documents for bank processing to improve the speed of payments received and reduce the time spent on account processing.

## General Ledger Interface

PacsoftMMS integrates with a range of accounting packages including MYOB, QuickBooks, PeopleSoft, CBA, AccPac, Oracle, SAP, sage, Dynamic GP and more. Customisation is available for your accounting package providing it has a general or nominal ledger import facility.

## Leasing / Ownership Management

Provides access to the features to cater for the management of long term leasing or ownership of individual sites, slip, berth.

This module allows you to manage transfers and sales, payment and schedule of payments, annual charge plans, operating expenses, management fees and rental credit

plans.

## Pocket PacsoftMMS

Marina operators can synchronise selected PacsoftMMS data onto a portable pocket PC. Key marina information can be entered and accessed whilst staff are out on the marina including customer, site, slip/berth and vessel details. You can make short term berthing cash sales, print tickets, record utility meter readings and much more!

## Haul Out and Service Yard

The Haul Out Module allows users to quickly make bookings, generate invoices and reports for haul-out and storage services (i.e. travel lifts and slipways, cradles etc.)

## Service & Job Costing

The Service Yard Module allows users to quote on haul out bookings and customer repair jobs, track costs associated with work in progress, create purchase orders, monitor and control stock levels.

## Security Gate System Interface

PacsoftMMS can integrate with a number of popular security systems that control access to gates, car park barrier arms, showers etc.

## Advanced MMS Menu Control

This allows Managers to control which functions staff members can access. Access control can be broken down into customisable user groups with feature based permissions.

## Visual Marina

The visual marina is a 'real' map of your marina. Users can immediately see the true physical location of slips/berths/sites to make it easier to plan bookings.

## 3rd Party Systems and Food & Beverage Interfaces

PacsoftMMS has the ability to integrate with food and beverage systems. Individual systems may require customisation.

## Utility Meter Interfaces

PacsoftMMS has the ability to integrate with Utility systems e.g. Electrical and Water. Read meters from your desktop. Individual systems may require customisation.

## Club Membership Management

The Membership Module allows Yacht Clubs and marinas with clubs to record and manage memberships. Fully integrated within PacsoftMMS the Membership Module provides the ability to record a range of membership information and activity, together with the management of related charges or subscriptions.

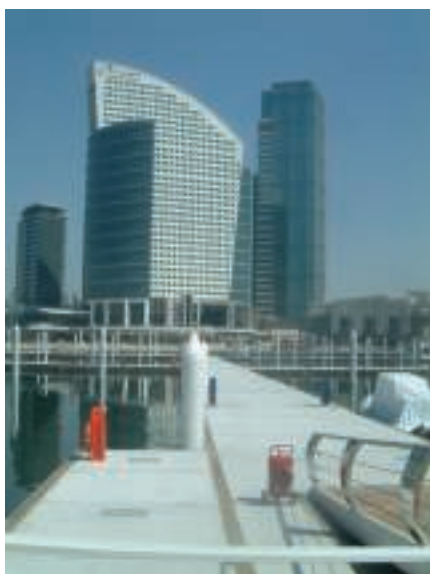
## What else?

Pacsoft International believes in working with you every step of the way. From evaluation to implementation and training, it doesn't stop there. We offer you ongoing support and training to ensure you are getting the most from your system.

We also understand that your business model may change and you will grow your business over time which is why we continue to work with you and develop the software as you continue to grow.

In addition Pacsoft prides itself on its ongoing development program for PacsoftMMS. We are passionate about ensuring PacsoftMMS will always allow you to make the most of your business initiatives and opportunities, and keep pace with changing industry and technological requirements.

With the wide selection of technology available PacsoftMMS integrates with many systems so not only can we provide you a point of sale system to improve your cash handling, we can also implement a customer relationship management system to allow you to contact your customers on a regular



Rental and Leasing

Haulout

Boatyard & Job Costing

Boat Member Management

Utility System Interface

Security Interfaces

Visual Marina

Point Of Sale

Mobility

Multi - Currency

Accounting

CRM

Booking Grid Viewing

MS Office Integration

# What our customers say...

*"PacsoftMMS has allowed us to reduce the time taken to do many previously manual tasks, giving us more time to spend with our customers. We have required new and varied reports and the suppliers have only been too happy to assist us in developing those reports. Nothing is a problem for the experienced team from Pacsoft."* -

- Philip Wardale (General Manager), Bayswater Marina, Auckland, New Zealand

*"PacsoftMMS is a globally available Marina Management System and this provides us benefits from the ideas that are fed into its development from Marina operations all around the world. Particularly important to us was having local support in the UK for our choice of system. This has been provided by Ocean Road, and we are pleased to see that we have not only been well supported but feel Ocean Road has created a strong relationship with Mylor Yacht Harbour. This is important in ensuring our needs are understood and met, not only now but well into the future as our business develops."*

-Jonathan Fielding, General Manager  
Mylor Yacht Harbour, Cornwall, United Kingdom

*"Whilst there were a number of established alternative systems available in the UK, the introduction of PacsoftMMS was by far the most developed yet flexible software package that we researched."*

- Marina Projects Ltd, Portsmouth, UK

*"I am responsible for the management and operation of all the marinas so what was most important to me was that PacsoftMMS could be used by my staff so we could trust the information and the dollars that were being generated by it."*

*The users really got involved in this system. The system is working very well for all of us and as we learn more and more about MMS, we are using more and more of the modules and functions. The system can do a lot more than what we use."*

-Stephen Bogner, Marina Manager, Miami City Marina, USA

*"Pacsoft MMS offered us the specific marina management and yacht club membership functionality that we had been looking for....our previous software supplier had been promising something for 4 years"*

-John Dorland, (General Manager), Royal Prince Albert Yacht Club, Sydney, Australia

*"I really think Pacsoft has got the customer's interests at heart overall, that is what has delighted me. Pacsoft has gone out of its way to help us. The product that they sell is very good and does the job that we require, so the application with what we can do now, compared with what we were able to do is phenomenal"*

-Donna Mitchell  
Finance & Information Director  
Jersey Harbours  
UK

**pacsoftMMS**  
marina management solutions

UK | Europe | USA | Middle East  
Asia | Australasia

PacsoftMMS is a global product with many installations across the world including the USA, the Caribbean, the UK, Europe, Asia, Australia, The Middle East and New Zealand. In line with growing demands for our products worldwide partnerships have been formed in the USA, the UK, Asia and Australasia, and together we provide marina management solutions to all regions around the globe.

We want to help you. For further information, to organise a demonstration or discuss any questions you may have please visit....

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