

## Case Study: Commercial Shipping Company



### Overview

*This shipping company is a passenger travel and leisure brand of the transportation arm of one of the Philippines' largest and diverse corporations. The corporation has business interests in banking, power, food production, construction and resort/leisure. This brand has been synonymous with transport as they first set sail with only a single vessel in the early 1900's. Over a century after, they have become the largest and most modern inter-island movers of passengers and cargo in the Philippines. They have set new standards in the country's local maritime industry and proudly hold the distinction of being the first shipping company in the Philippines to have received the prestigious International Ship Management (ISM) Code – certifying their compliance on safety management, environmental protection and emergency preparedness, maintenance of the ship requirement, qualified and well-trained crew, and development plans for shipboard operations.*

*Along with a renewed promise of Passion for Service and a commitment to ensure a happy travel experience, this shipping company offers to their customers a more unique and memorable trip through first-of-its-class accommodations, amenities, facilities and services.*

**This Filipino ship company currently has 5 vessels and sails to 14 ports of call around the Philippines.**

Contributing to the achievement of this commitment are EGS solutions that aim to help them through the following specifications:

- Standardized recipe and menu management system
- Strict inventory control, transfers, purchases, etc, for all vessels
- Customized inventory management by linking to Scanpal

### The software solution implemented by EGS

EGS has developed intelligent **desktop and web-based interface Recipe and Back Office Management Solutions** for the foodservice professionals who need to control their food costs, keep track of their inventory levels and costs and at the same time, keep the standards and quality of their menus.

EGS is the only software company that can provide you with solutions that focus on solving your needs and problems, increase bottom line and **minimize food costs**. Our solutions enable you to monitor the production process, analyze menu profitability using menu engineering and at the same time, manage your recipes and menus in a fast and easy way.

With over 22 years of combined technology and culinary expertise, EGS is undoubtedly a credible and trusted solutions provider for the foodservice industry.

#### ■ Activity

Shipping Company

#### ■ Location

Philippines

#### ■ Software solution

EGS CALCMENU Enterprise  
EGS F&B Control

#### ■ In use

Since 2007

#### ■ Results

An efficient standardization of service across all ferries through centralized menu and recipe management

Optimized operations at minimum costs

Strict and accurate inventory and reliability of collaboration tools

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## The software solution implemented by EGS

This large shipping enterprise has found a suitable solution in EGS CALCMENU Enterprise and EGS F&B Control for ensuring a standardize recipe and back-office management across all its vessel operations.

Their land-based head office manages the databases of these two solutions and consolidates all data acquired from their various vessels. From their EGS CALCMENU in the head office, recipes are created and menus are planned out. These recipes and menu plan will be exported and updated into the EGS CALCMENU database of each ferry vessel. From there, chefs are able to search for recipes, adjust the yield based on their requirements and follow recipe procedures.

EGS F&B Control meanwhile handles all of this commercial nautical company's back-office activities—from purchasing, invoicing, receiving, transfers, etc. They do not only use EGS F&B Control to handle purchase orders, requisitions, deliveries and suppliers, it also helps them to efficiently manage their locations—in their case, manage their vessels.



With his customized inventory management system which uses scanners (Scanpal), this large shipping enterprise can easily and accurately monitor each supply delivered or transferred to each of their vessels.

Through a system set-up that resembles that of a "supplier" and "location", the company's head-office supplies the needed merchandises or stock to the different vessels. EGS has interfaced a customized inventory management system for them, which enables the use of scanners (Scanpals) which allow them to easily and accurately monitor stocks delivered or transferred to each of their vessels. The Scanpal, which is linked to EGS F&B Control, is an efficient way to keep track of the transactions between the head office / main warehouse and the vessels.



The Scanpal keeps accurate track of the amount of supplies delivered to the vessels, stocks received, as well as stocks that were returned back to the head office / main warehouse. The amount of stock to be transferred is recorded by scanning the merchandises before delivery or transfer, to determine if the exact number or amount of stock that was requested will be transferred to a particular vessel. As the stock arrives to the vessel, they are scanned again to gather data on the amount of stock received. This data will then be compared to the data previously gathered before delivery. From here, it will be determined if all stocks for delivery were received or if a certain amount of deliverables is yet to be received or returned back to the "supplier."

All these transactions are efficiently recorded through requisition receipts, transfer receipts, delivery receipts and invoices that can be automatically created in EGS F&B Control. At the end of the day, all sales data and inventory data will be relayed back and consolidated at the head office.

### Benefits

With EGS CALCMENU Enterprise and EGS F&B Control working together, this commercial shipping company has been able to :

- Centrally create, standardize and manage recipes for all their vessels
- Efficiently monitor all back office activities: requisitions, purchases, invoices, transfers etc. not only between them and their suppliers but between their head office and vessels as well
- Improved administration and faster
- Transaction management through a special customized interface with Scanpal

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