

SOLVO – in IT for logistics

Company presentation

Who we are:

SOLVO Ltd. is the leading Russian provider of high-end supply chain execution solutions to help optimize warehouse logistics and general cargo handling.

SOLVO is an independent software developer and a leading industry expert in warehouse and terminal operations management.

Year founded:

1995

Ownership

100% private company with Russian capital

Number of employees:

145

Project geography:

Russia, Ukraine, Belarus, Armenia, Estonia, Latvia, Kazakhstan, Uzbekistan, Qatar and more

Offices:

HQ: Saint-Petersburg

Representative office: Moscow

International branch: The Hague (NL), Rome (Italy)

New branch to be established: Dubai (UAE)



Our Mission

To offer the most flexible and efficient IT solutions that would anticipate the changing needs of the client.

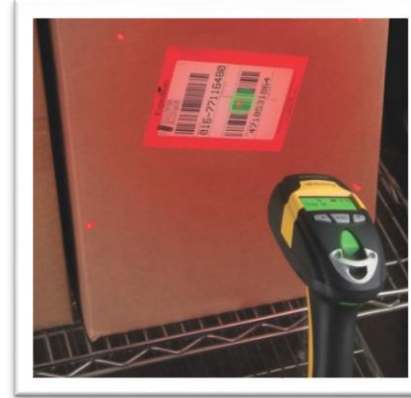
Our Philosophy

- We are not just software developers we are a team of highly skilled and highly motivated professionals inclined to deliver a comprehensive solution to meet even the most challenging objectives;
- We are ready to take charge of even the most complex projects;
- We do whatever it takes to make sure we finalize the project and customers' objectives are met in full.



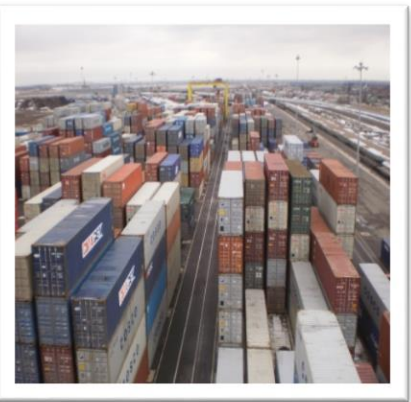
Solutions for warehouse logistics

One of the leading software providers of SCE software in Eastern Europe. Solutions range from WMS to WCS, Yard, Billing, KPI and more for all verticals: production, retail and distribution, 3PL and pharmaceuticals.



A trusted partner in scanning and mobility

Authorized platinum partner of Honeywell HSM, Datalogic, Zebra (Motorola Solutions), TSC and many others. Own services centers for repair and maintenance of mobile computers and scanners.



Solutions for ports and terminals

A leading terminal operating system for ports and terminals. An ultimate set of solutions for managing just any type of cargo: container, break bulk, Ro-Ro, etc.



Consultancy in logistics

Logistics consultancy services as well as organizing seminars, webinars and other educational events.

Own competence center based on a 30 000 m2 3PL warehouse in Moscow.



Technology Pioneers

Developed first WMS, TOS and Introduced the very 1-st RDT in Russia in the 1990s



70% of all containers in Russia is processed by Solvo.TOS



ISO 9001:2008 certified

20+ years
200+ projects
140+ employees



International certification



American Chamber of Commerce in Russia



ЦЕНТРА ПРЕДПРИЯТИЙ КОМПЬЮТЕР И ИНФОРМАЦИОННЫХ ТЕХНОЛОГИЙ



Members of leading software and international trade associations



Leader of cabin mounted mobile computers sales in Russia

200+ projects



Lifting Global Trade.
APM TERMINALS



First Container Terminal (CT)
St. Petersburg, Russia
480 439 – 1 200 000 TEU/a year



Muuga Container Terminal (CT)
Tallinn, Estonia



Universal Logistic Services (Inland CT)
Tashkent, Uzbekistan

Lifting Global Trade.
APM TERMINALS



Logistica-Terminal (Inland CT)
St. Petersburg, Russia



Modul Inland container terminal (CT)
St. Petersburg, Russia



Freight Village, Kaluga (Inland CT)
Kaluga, Russia

Lifting Global Trade.
APM TERMINALS



Ust-Luga Container Terminal (CT)
Ust-Luga, Russia
440 000 TEU/year



Bronka Port (CT)
St. Petersburg, Russia



TLK Uzhno-Uralskiy (Inland CT)
Chelyabinsk, Russia

Lifting Global Trade.
APM TERMINALS



Vostochny Stevedoring Company (CT)
Nakhodka, Russia



Ust-Luga Commercial Sea Port (Multi-purpose)
Ust-Luga, Russia



TransContainer Group (Inland CT)
Novosibirsk, Russia

Lifting Global Trade.
APM TERMINALS



Petrolsport (CT and multipurpose)
St. Petersburg, Russia



Aktau Sea Merchant Port (Multi-purpose)
Aktau, Kazakhstan



الشركة القطرية لإدارة الموانئ
QATAR PORTS MANAGEMENT CO.



Novorossiysk Commercial Sea Port (CT)
Novorossiysk, Russia



Transinvestservice (CT)
Odessa, Ukraine

Mwani, Hamad Port (2 multi-purpose facilities)
Doha, Qatar



Novoroslesexport (CT)
Novorossiysk, Russia



Brooklyn-Kiev Port (CT)
Odessa, Ukraine



Rusmarine Group of Companies (CT)
St. Petersburg, Russia



Baltic Stevedoring Company (CT)
Baltiysk, Russia



Korsakov Commercial Sea Port (CT)
Korsakov, Russia



Ilyichevsk Container Terminal
Ilyichevsk, Ukraine



Riga Container Terminal (CT)
Riga, Latvia



Terminal Investment Limited SA



Container Terminal St. Petersburg (CT)
St. Petersburg, Russia



«Sea port of Saint-Petersburg»

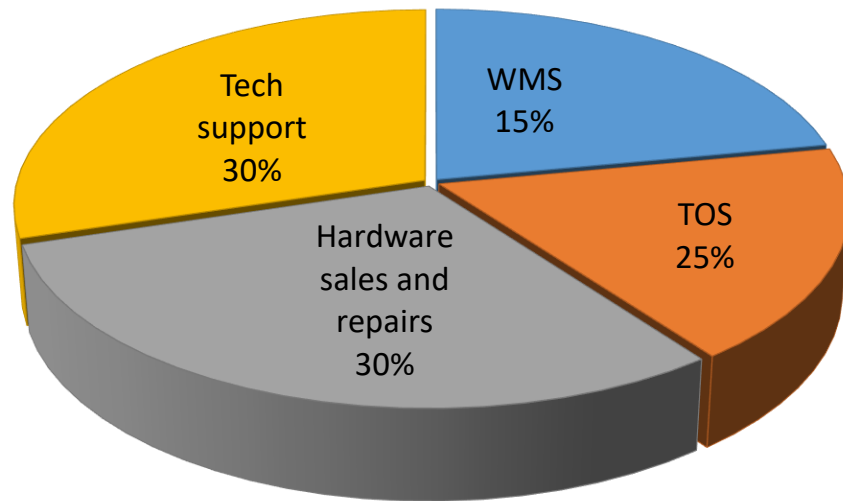
Sea Port of Saint Petersburg (CT)
St. Petersburg, Russia



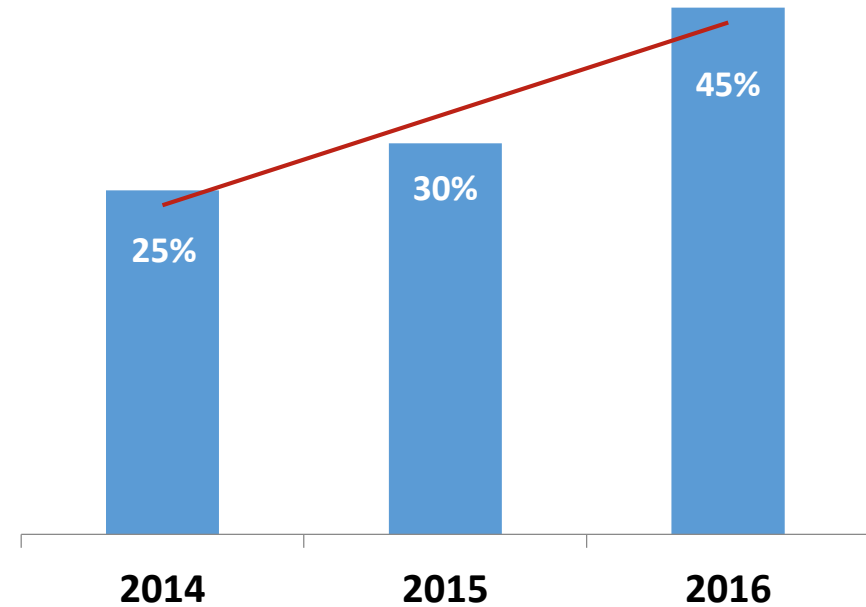
NORILSK NICKEL

Norilsk Nickel terminal (CT and GC)
Murmansk, Russia

Structure of sales turnover SOLVO, %



Sales turnover, %

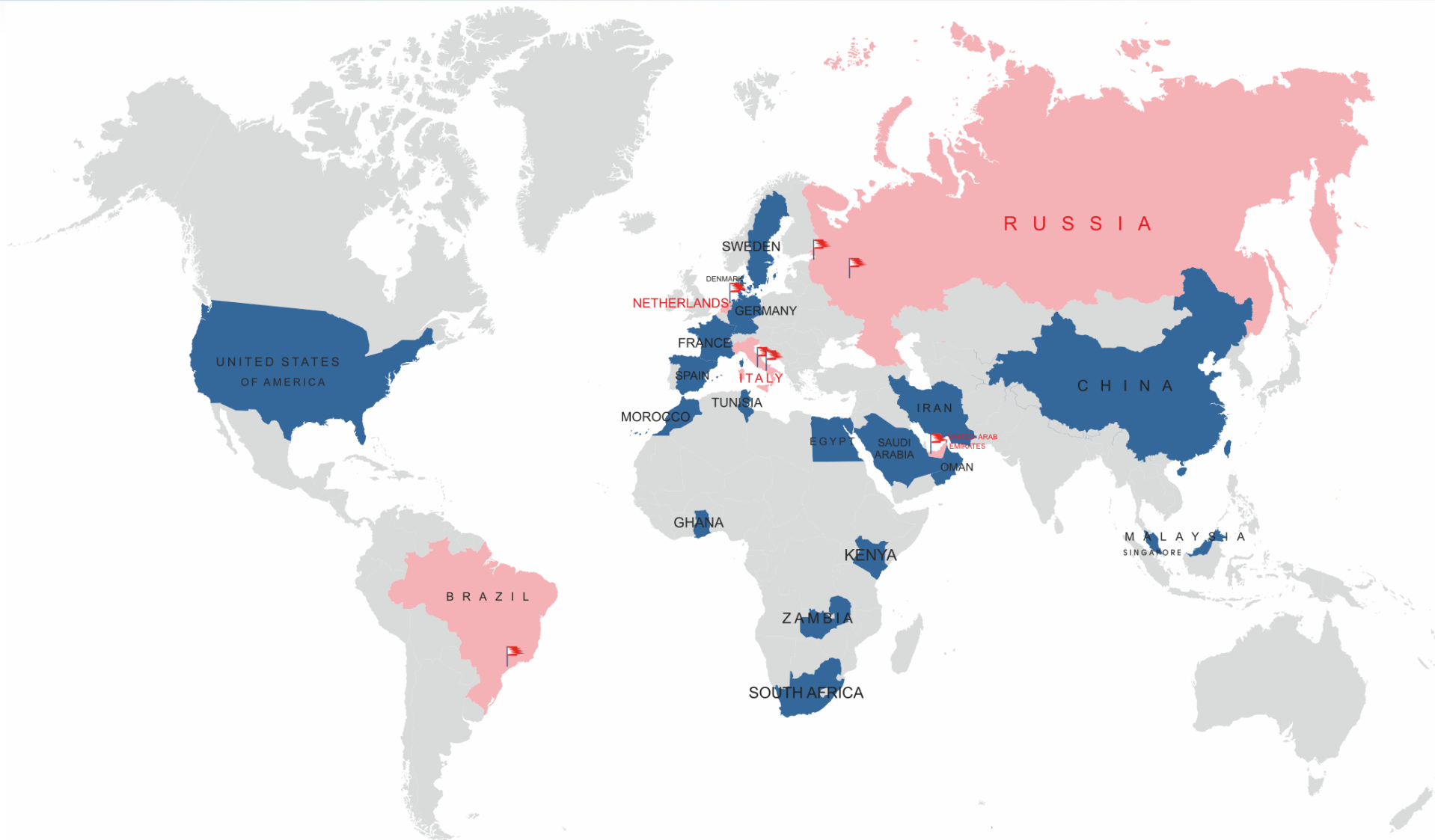




Business Partner



Solvo's international offices and partners



 Solvo's partners

 Solvo's offices:

HQ: Saint-Petersburg, Russia

International office for Europe: The Hague, The Netherlands

International office for Middle East: Dubai, UAE

International office for Mediterranean: Naples, Italy

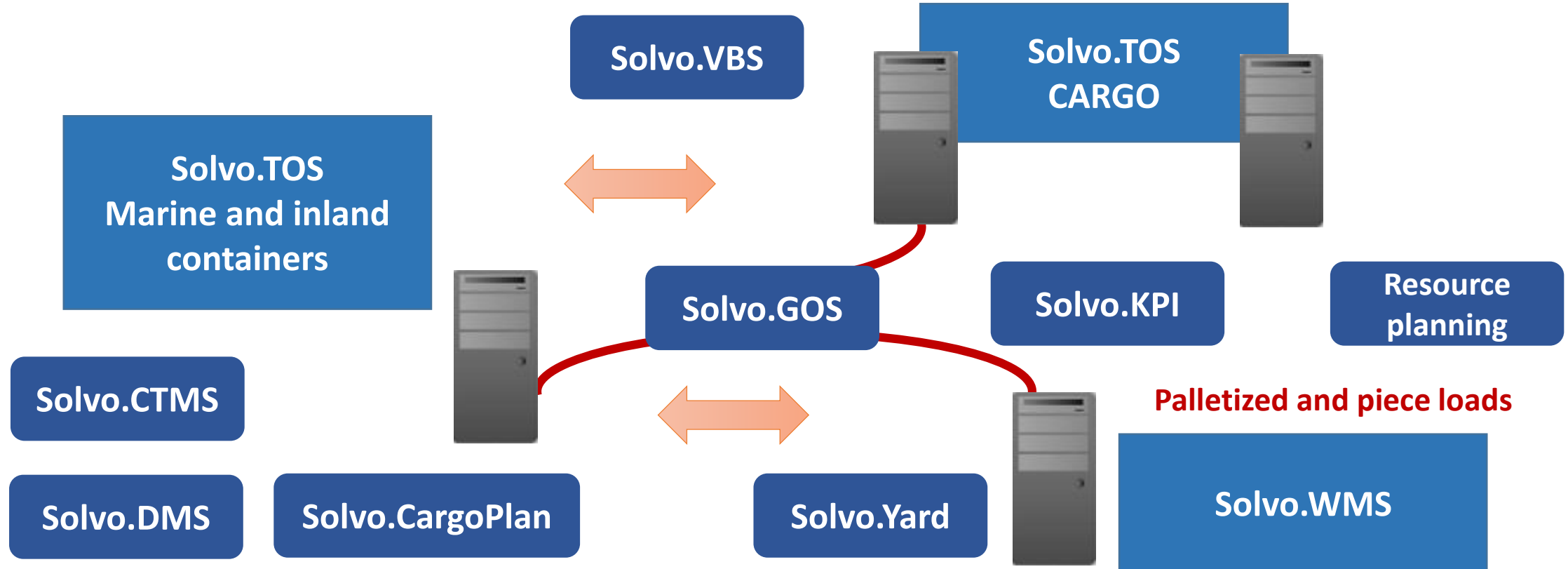
Representative office: Moscow, Russia

Representative office: Rome, Italy

Representative office: Brazil, Sao Paulo

Containers

Break Bulk and Ro-Ro





SOLVO solutions handle wide range of cargo types:

- ✓ Containers
- ✓ Break-Bulk
- ✓ Project cargo
- ✓ Bulk, liquid cargo
- ✓ Ro-Ro
- ✓ Warehouse inventory

Automatic identification

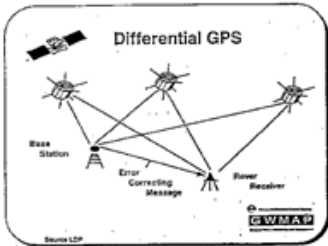
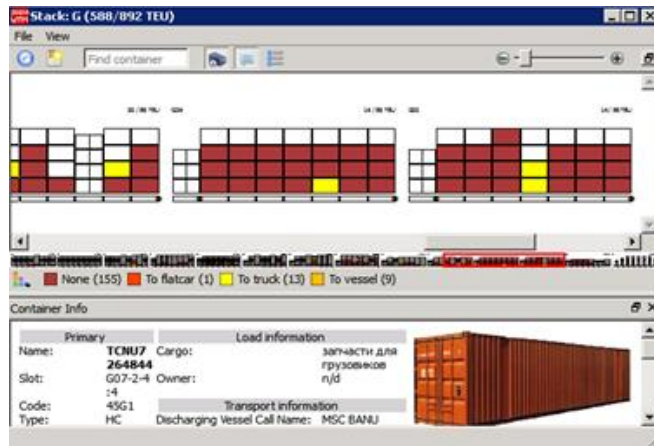
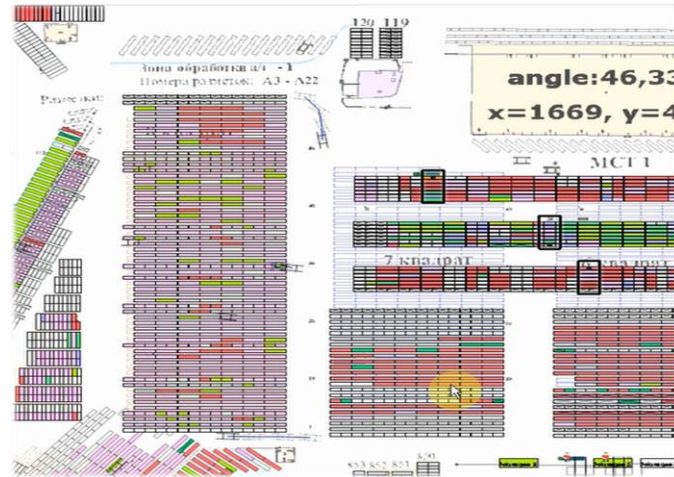


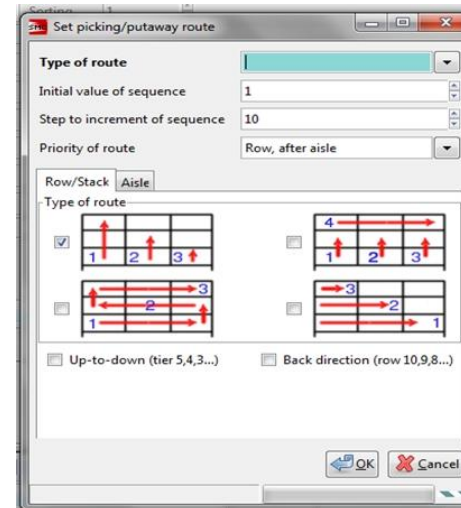
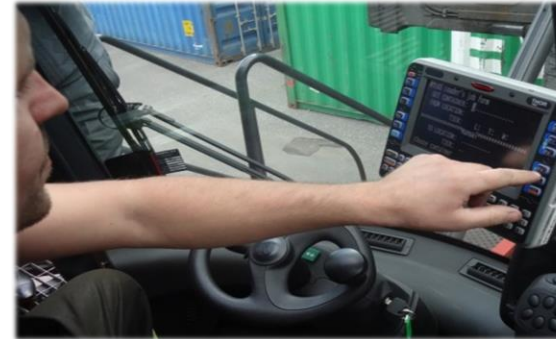
Figure 1



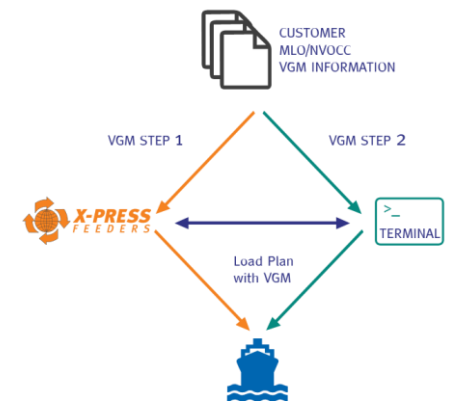
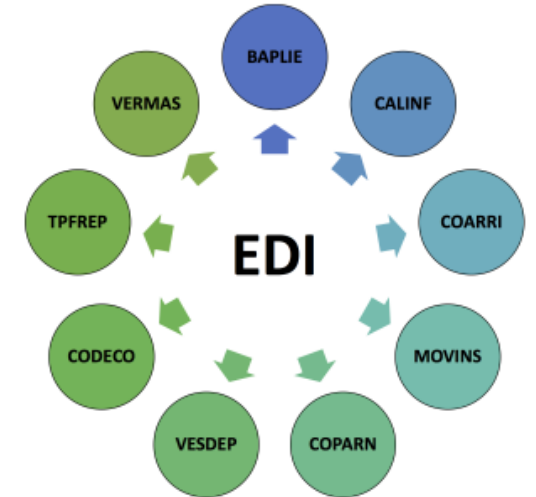
Address-based storage



Automated management of personnel and equipment based on BI algorithms



EDI



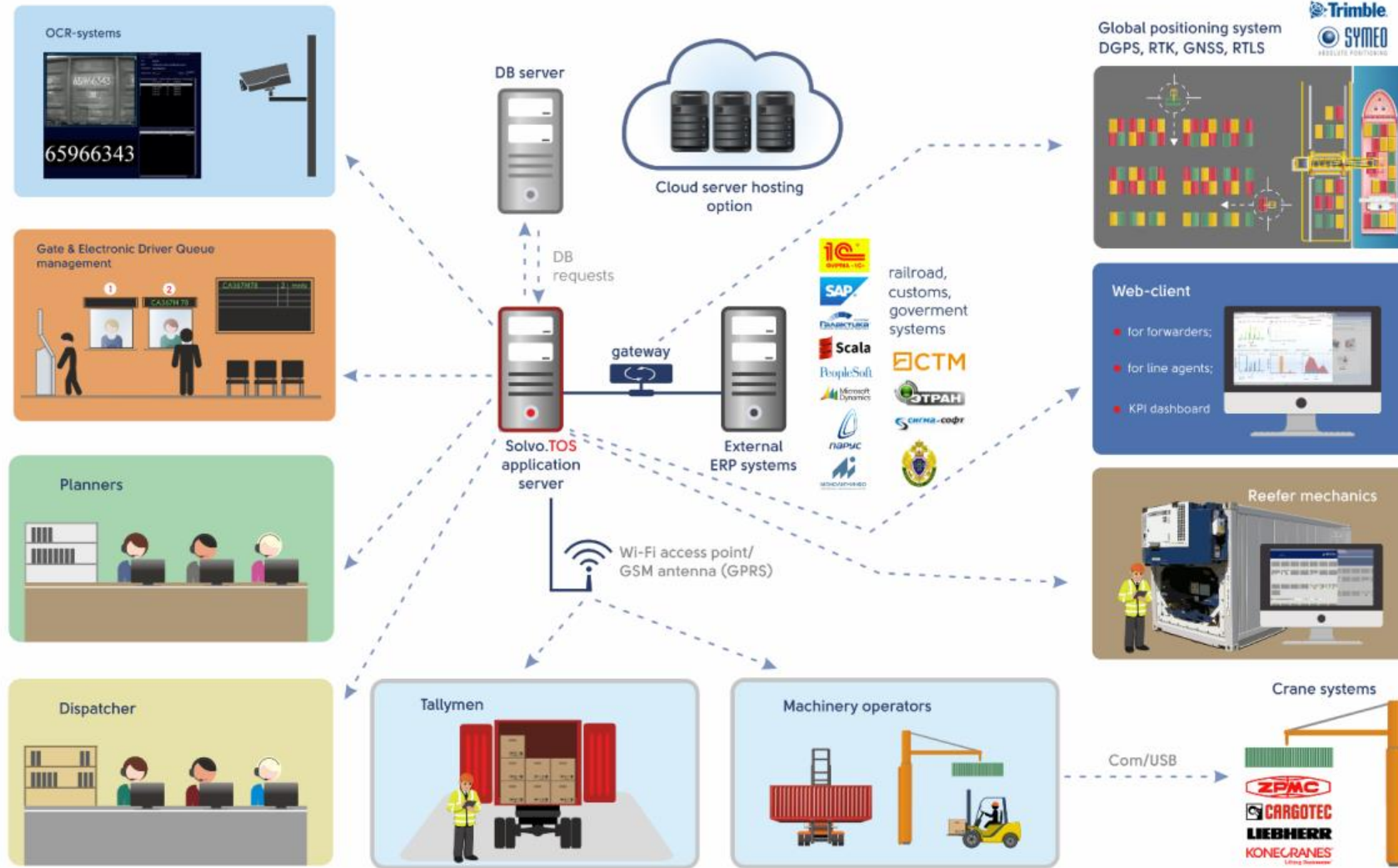
Solvo.TOS

Terminal operating and document management system

Reefer management	EDI	KPI	Document management	Resource planning
Vessel and berth planning	Equipment dispatch	Gate planning and processing	Rail planning and processing	Yard planning and optimization
CFS	Billing	Web	Customs compliance	Advanced reporting

A state-of-the-art system tailored to the specific needs of the customer. Yet even the most basic out-of-the-box configuration enables effective and streamlined planning, equipment control and terminal workflow management in one database.







Forwarder send an EDI message to the terminal operator which is automatically processed by TOS.

E.G COPARN - transport order booking. The message contains preliminary info about the arriving containers and vehicles.

Solvo.45C 1.0.2-SNAPSHOT - 45C/DMS(ARMEN) - Conversion Requests

References Billing Vessel operations Import Export Lists Road Transport Rail Transport Services - Quit

Customs operations Cargo Reports EDI Settings System Statistics Help

CR Settings

#	Name	Type	Sender	Recipient	Version	Transfer number
1426750	XMLNDR	XML	MSC			
1426745	XMLNDR	XML	MSC			
1426746	TRUCKOUT	EDIFACT	UNIFEEDER	UFE	95B	
1426747	COARRI	EDIFACT	RUCTSP	MSC	95B	
1426746	TRUCKOUT	EDIFACT	MSC	MSC	95B	
1426745	CONT_PA	XML				
1426744	CONT_PA	XML				
1426743	XMLNDR	XML				
1426742	XMLNDR	XML				

Tasks

Tasks Settings

Filters

Created

Template

CD%

12/02/13 00:00

12/02/13 23:59

Details Settings

#	Status	#Doc
3862695	Success	1
3862696	Success	
3862697	Success	

#Rule	Subscriber	Template
70	7 COARRI	COARRI
72	69 CODECO TRUCKIN SPLIT	CODECO TRUCKIN
72	69 CODECO TRUCKOUT	CODECO TRUCKO
72	69 CODECO TRUCKOUT	CODECO TRUCKO
71	8 CODECO TRUCKOUT S	CODECO TRUCKO
37	80 COARRI	COARRI
37	80 COARRI	COARRI
72	69 CODECO TRUCKOUT	CODECO TRUCKO
72	69 CODECO TRUCKOUT	CODECO TRUCKO
72	69 CODECO TRUCKOUT	CODECO TRUCKO
72	69 CODECO TRUCKOUT	CODECO TRUCKO
71	8 CODECO TRUCKOUT SPLIT	CODECO TRUCKO
70	7 CODECO TRUCKIN SPLIT	CODECO TRUCKIN

EDI and notification module

Supports all types of EDIFACT messages for maritime industry and even more – xml, xls and other formats.

The planning department receives vessel call data through the notification module.

EDIFACT download - a line agent sends a message via e-mail in the form of a text file, which the service center technician downloads using his AWP.

Notification module – system process for creating report templates and documents, conversion to specific formats and distribution using email, files (folders), DB entries as well as issuing to print for specific recipients based on assigned events.

Bayplans and Stowage Instructions:

[BAPLIE 2.2 06/15 ST](#) [BAPLIE 3.1 06/15 ST](#)

[MOVINS 2.0.4 09/95 ST](#) [MOVINS 2.1.2 10/07 ST](#)

[BAPLIE for RAIL 0.1 02/09 TR](#) [MOVINS for RAIL 0.1 12/08 TR](#)

Bookings, Arrival and Departure notices, Confirmations of arrival and departure, Orders, etc.:

[COPRAR21-VGM ST](#) [COARRI21-VGM ST](#) [CODECO21-VGM ST](#)

[COPARN21-VGM ST](#) [COREOR 2.0 04/03 ST](#) [COPINO 2.0 04/03 ST](#)

[COEDOR 2.0 02/01 TR](#) [COSTOR 1.0 09/96 TR](#) [COSTCO 1.0 09/96 TR](#)

[COHAOR 1.0 09/96 TR](#)

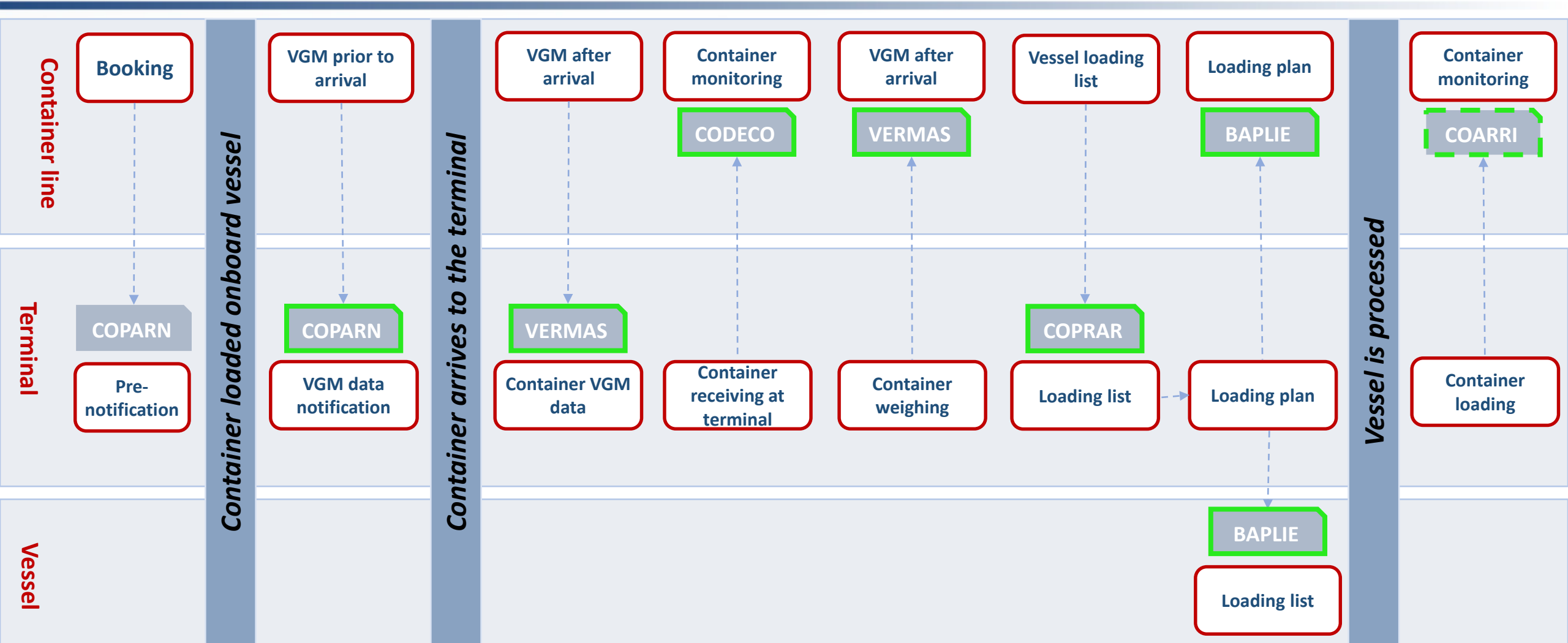
Vessel Departure and Vessel Schedules:

[VESDEP 1.2 10/96 TR](#) [VESDEP 2.0 09/02 TR](#) [VESDEP 2.0 SEF](#)

[IFTSAI 2.0 05/04 TR](#) [IFTSAI SEF File 2.0 05/04 TR](#)



EDIFACT Message Exchange Structure



VGM data included in EDI messages

- Adding VGM data to cargo planning tool;
- Mark containers without VGM data;
- Warn users on absence of VGM when allocating containers in the loading plan.

Solvo.CTMS Vessel Call Planner [72419 ALEXANDER SIBUM 23-11-2012] [Работа]

File View Help

Loading (final plan)

Discharging list

Allocated	Location on vessel	# container	Con
		67461	ASS
		67462	ASS

Planned Job Schedule (Instructions)

Operation	Instr./cont. qty	Accounted instr./cont. qty
01 Погрузка	1	
01 Разгрузка	14	
04 Разгрузка	17	

Legend

Discharging Loading (final plan)

Solvo.CTMS Vessel Call Planner [1847030 CHRISTOPHER 25-05-2014] [Process]

Loading (approved)

Loc.	Location	Container	Status	Location	Tier	Loc serial number	Access
100982	COLM477795	Available	3-6-3	1		300603	
100780	FEU8162780	Available	25-33-1	3		2503303	
100766	TRU8736356	Available	3-6-4	2		300604	
100310	TIM2179940	Available	3-21-2	1		302102	
100786	CMU4249567	Available	3-21-6	1		302106	
100762	COLM4956125	Available	11-32-2	1		1103202	
100394	ECM9204872	Available	0308-2-1	3		10100201	
		Available	3-6-4	1		300604	
		able	3-21-4	3		302104	
		able	3-19-4	2		301904	
		able	11-32-3	1		1103203	
		able	0308-2-1	1		10100201	

Allocation Control

Adjust the control parameters to match the instructions for manual container allocation:

Parameter Block

Type Length Weight Load type Post 3DGS

Placing container in a location without instructions:

Warn and allow

OK Cancel

The screenshot displays the Solvo.TMS software interface, which is used for managing vessel container loading operations. It consists of several interconnected windows:

- Vessel calls window:** Shows a list of vessel calls with columns for Vessel, Status, Berth, Orientation, Line, Arrival (planned), Berthing date, Work started, and Work completed. The data is as follows:

Vessel	Status	Berth	Orientation	Line	Arrival (planned)	Berthing date	Work started	Work completed
MAERSK HELSINKI	Process	Причал 87	Right board	n/d	11/06/11 16:05:00	10/24/11 09:04:00	10/24/11 09:04:00	10/20/11 23:07:00
HANNE	Process	Причал 85	Left board	CGM, CMA	11/30/13 00:00:00	12/01/13 18:20:00	12/01/13 21:10:00	
NORDIC PHILIP	Process	Причал 87	Right board	GOCL	11/30/13 00:00:00	12/01/13 09:30:00	12/01/13 14:29:00	
SVENDBORG STRAIT	Process	Причал 86	Right board	TEAM LINES	12/01/13 00:00:00	12/02/13 02:10:00	12/02/13 02:11:00	
NEDLOYD VALENTINA	Process	Причал 83	Left board	MAERSK	12/01/13 00:00:00	12/01/13 14:35:00	12/01/13 14:35:00	
- Vessel call processing sequence window:** Shows a detailed view of the loading and discharging operations for a specific vessel call. The data is as follows:

Operation type	Loader	Status	Section	Bay	Planned	Actual	Remaining
Discharging	CROSS14	Suspended	30	Deck		11	11
Discharging	CROSS14	Suspended	18	Section		23	23
Discharging	CROSS16	Suspended	06	Section		6	6
Loading	CROSS16	Processing	06	Section		24	24
Loading	CROSS14	Processing	30	Deck		23	22
Discharging	CROSS15	Suspended	14	Hold		30	30
Discharging	CROSS16	Suspended	02	Section		24	24
Discharging	CROSS14	Suspended	22	Section		47	47
Discharging	CROSS15	Suspended	10	Section		65	26
Loading	CROSS16	Suspended	02	Section		18	18
Loading	CROSS14	Suspended	22	Section		67	8
Loading	CROSS14	Initial	10	Section		35	0
Discharging	CROSS15	Processing	18	Section		53	32
Loading	CROSS12	Initial	18	Section		36	0
- Containers window:** Displays a list of containers with columns for #, # in DS, Name, Slot serial number, Slot, Tier, Code, Len., Height, Width, T., Car., and Direction. The data is as follows:

#	# in DS	Name	Slot serial number	Slot	Tier	Code	Len.	Height	Width	T.	Car.	Direction
629151	0	CHIU9043951	1 G05-2-4	1	45R1	40	9.6	8	RE	2...	F	Import
629152	0	CHIU9049585	1 G06-2-6	1	45R1	40	9.6	8	RE	2...	F	Import
629153	0	TEMU9009473	1 G06-2-5	2	45R1	40	9.6	8	RE	2...	F	Import
632352	0	CRLU1315106	1 F13-2-1	1	45R1	40	9.6	8	RE	3...	F	Import
- Stack: G (588/892 TEU) window:** Shows a 3D visualization of the container stack layout on the vessel deck, with a legend indicating container status: None (155), To flatcar (1), To truck (13), To vessel (9).
- Container Info window:** Provides detailed information for a specific container (TCNU7 264844), including its name, slot, code, type, and transport information (Discharging Vessel Call Name: MSC BANU).

- Notify if no VGM data present;
- Automatically block container loading operation unless VGM data is verified;
- Create list of containers without VGM data.

Track record highlights

- 30+ ports and terminals use Solvo.TOS in different regions
- Largest market share in Eastern Europe (from Baltic to the Pacific)
- 5 new contracts in 2016

Top-of-the breed functionality featuring

- Support for containers, break bulk cargo types such as timber, metals, project cargo, Ro-Ro and bulk
- EDI module
- Berth planning;
- Automated or semi-automated stowage planning;
- Real-time load ID using barcoding, RFID and OCR
- Dynamic stacking and yard optimization;
- Real-time process monitoring using interactive graphic tools;
- Resource planning and work-order management;
- Integrated billing
- KPI dashboards
- Equipment automation and routing

TOS advantages

- Out-of-the box solution based on best practices
- Can still be customized within a fixed price contract
- Optimization features are included in the base package
- Web-interface
- Full support of multi cargo types
- Automation (can work with fully automated terminals)

A state-of-the-art warehouse management system designed for effective real-time management of processes at warehouses with any type of nomenclature and turnover volume in real time – DCs, finished goods warehouses, raw materials

Industry specific solutions:

- distribution and retail;
- pharmaceuticals;
- production (including FMCG);
- 3PL

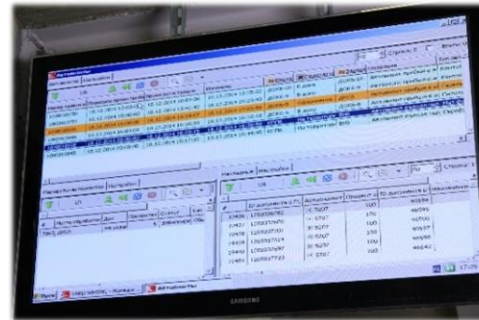
Sovlo.WMS is more than just a WMS. Add-on modules include:

- Voice picking
- Billing
- Web
- Slotting optimization
- Truck load optimization
- Dock management
- WCS
- And more







Yard Management automates such processes as: preliminary notification about truck arrival and departure; truck operations planning; distribution of trucks by dock and processing areas; truck permit at the checkpoint; truck waiting area and yard operations management.




Solvo.Web Functions
Reset all filters and sortings for tables




Truck Visit




Container Details



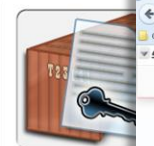
Vessel Visit



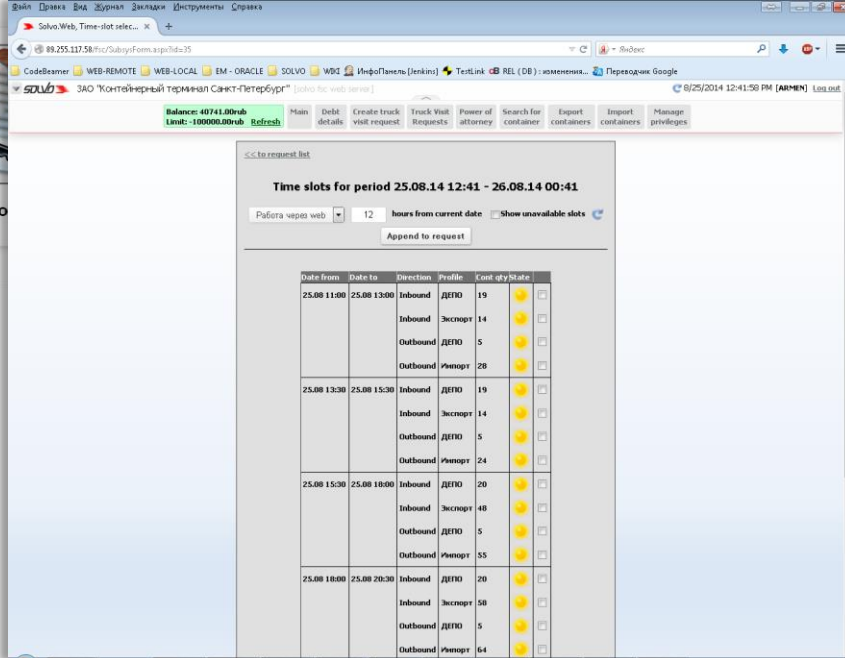
Containers for Export



Containers for Import



Power Of Atto



Date from	Date to	Direction	Profile	Cont qty	State
25.08 11:00	25.08 13:00	Inbound	ДЕПО	19	●
		Inbound	Экспорт	14	●
		Outbound	ДЕПО	5	●
		Outbound	Импорт	28	●
25.08 13:30	25.08 15:30	Inbound	ДЕПО	19	●
		Inbound	Экспорт	14	●
		Outbound	ДЕПО	5	●
		Outbound	Импорт	24	●
25.08 15:30	25.08 18:00	Inbound	ДЕПО	20	●
		Inbound	Экспорт	48	●
		Outbound	ДЕПО	5	●
		Outbound	Импорт	55	●
25.08 18:00	25.08 20:30	Inbound	ДЕПО	20	●
		Inbound	Экспорт	58	●
		Outbound	ДЕПО	5	●
		Outbound	Импорт	64	●



Solvo.VBS regulates traffic flows of containers and heavy trucks to and from the port area and facilitates automation of the port and terminals gate processes using time-slotting technology and remote truck-visit requests.

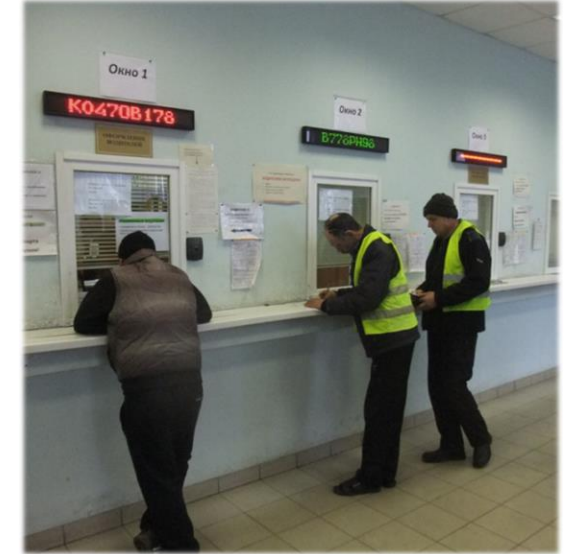


Solvo.GOS automates gate management processes: gate entry/exit, security check, truck-driver management in service center and more, allowing a significant reduction in truck turn-around time and reshuffles/rehandles in the yard, eliminates cargo theft.

Gate Operations

#	Visit type	Code	Entry permitted	Exit permitted	ETA	ETD	Forwarder	Vehicle number
476184	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10/13/15 00:09	10/14/15 00:09	TJ_EXPEDITOR33	01/290GBA
476264	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	11/09/15 09:00	11/10/15 09:00	TJ_EXPEDITOR	01/108HAA
476264	out		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	11/09/15 00:09	11/10/15 00:09	TJ_EXPEDITOR33	01/108HAA
476515	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 18:00	03/23/16 21:00	GEO_LINE	H678T98
476047	out		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	08/27/15 15:00	08/27/15 17:00	EXPEDITOR	AA5605MA
476418	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	01/22/16 14:41	01/22/16 16:41	TJ_EXPEDITOR	01/103IBA
476275	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	11/11/15 00:09	11/12/15 00:09	TJ_EXPEDITOR33	01/178SBA
476513	in/out		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 18:00	03/24/16 00:00	GEO_LINE	AA1605-3
476504	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 11:00	03/23/16 13:00	F	A2400M69
476113	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	09/16/15 09:00	09/17/15 09:00	TJ_EXPEDITOR	01/178SBA
476486	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/21/16 11:00	03/21/16 13:00	MSC	01432NBA
476507	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 12:00	03/23/16 15:00	GEO_LINE	T649CC47
476194	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10/14/15 15:00	10/14/15 17:00	MSC	AB2391BI
476293	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	11/16/15 13:00	11/16/15 15:00	F	AA5605MA
476381	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	12/17/15 09:00	12/18/15 09:00	TEST_OOD_EXP	01/224MBA
476511	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 18:00	03/23/16 21:00	GEO_LINE	T198TX98
476419	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	01/29/16 09:00	01/29/16 23:45	MSC	01/108HAA
476467	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	02/26/16 09:00	02/27/16 09:00	GEO_LINE	T198TX98
476455	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	02/26/16 09:00	02/27/16 09:00	GEO_LINE	T198TX98
476474	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	02/29/16 09:00	03/01/16 09:00	GEO_LINE	E869PQ29
476242	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10/30/15 15:00	10/30/15 17:00	F	AA5539-4
476479	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/03/16 15:00	03/03/16 18:00	EXP_001	01 102XBA
476445	out		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	02/11/16 09:00	02/12/16 09:00	LIVEN	01 540GBA
476506	in		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	03/23/16 12:00	03/23/16 15:00	GEO_LINE	T649CC47

Car		Vehicle number 01/290GBA Owner СООБСТРАНЦСЕРВИС 782 Vehicle description MEPC	Driver 	Surname АСЕД-ТАЙМ-СЛОТ First name А Middle name Document type Document data А Authorization number
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- Certified specialists – hardware engineers and systems administrators;
- Own service center for hardware repairs and maintenance;
- Guaranteed and after-sales support;
- Wireless network design services;
- Wireless network design;
- Configuration of access points / controllers





In 2013 we have officially launched a new line of business – **systems integration and infrastructural projects.**

A separate division has been created, dedicated to large projects where Solvo acts as a general contractor, manages technological partners and provides an all-in-one solution for a greenfield project.

- Infrastructural systems design: Wi-Fi, cable networks and engineering;
- Planning, design and implementation of infrastructural solutions as a general contractor.

Solvo is a stable partner with long history and track-record

- ✓ 201 completed projects to date – more than any other vendor in Russia;
- ✓ 20 successfully completed projects in 2015 – unprecedented 30% growth;
- ✓ More than a 100 customers subscribed for the annual technical support plans;
- ✓ 150 employees and 50+ partners all over the world.

Customized to your business needs

- ✓ Ready-to-implement, time-proven and scalable solutions;
- ✓ Ready to customize solutions for your business needs;
- ✓ One can configure Solvo solutions with parameterization without changing the code.

Reliable and stable solutions

- ✓ 200 000+ order lines a day;
- ✓ 300+ concurrent users;
- ✓ 200+ concurrent RDT network users.

* based on the stats gathered among our clients in 2014

Modern technology

- ✓ All solutions are developed using modern languages such as Java, C#, .Net;
- ✓ We use service-oriented architecture (SOA) standards for integration between modules and 3rd part systems;
- ✓ Support the use of Business intelligence, OCR, RFID, Voice, DGPS and other technologies.

TOC
EUROPE

TOC
MIDDLE EAST



Solvo.TOS annual conference

Organized every year in S-Pb for all our TOS customers



Solvo.WMS annual conference

Organized every year in S-Pb for all our WMS customers



Thank you for your attention!

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