

***HazScan Inc.***  
***Protecting the global supply chain***



*John Bannon*  
*Edward Beale*



***HazScan, Inc.***  
 Dedicated to performance solutions for safe  
 vessel hazmat shipping



- 10% of containers  
 ship hazmat

- 4 billion tons of  
 hazmat per year,  
 valued at \$446 billion



***About Us***

**Ed Beale, President** 

- Coast Guard background
- Aviation & ship operations
- Instructional Designer

**John Bannon, CEO** 

- Coast Guard background
- Marine Safety Officer
- Performance Technologist



***The Opportunity***

M/V HYUNDAI FORTUNE  
*"Now more than ever"*



1998-2006: 10+ major  
 Hazmat catastrophes

*Snap-shot: The regs.*

 **Code of Federal Regulations (CFRs)**

**2. International Maritime Dangerous Goods (IMDG)**



- Provide safe shipping guidance
- Data is complex—(Packaging, labeling, stowage, segregation, classifying)

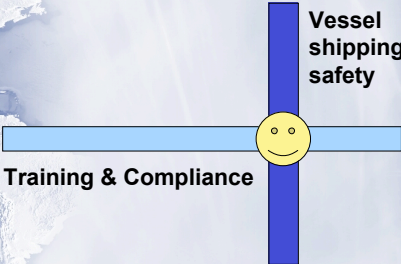
*Snap-shot: The Industry*

**The Players:**

- ✧ Shippers
  - ✧ shipping lines
  - ✧ Consolidators
- ✧ Enforcement agencies
  - ✧ USCG
  - ✧ International Maritime Org.
- ✧ **Commercial trainers & consultants**



*"Identifying the Sweet Spot"*




**Vessel shipping safety**

**Training & Compliance**

*"Looking beyond the limits of training & data resources"*

*Current Hazmat Support*



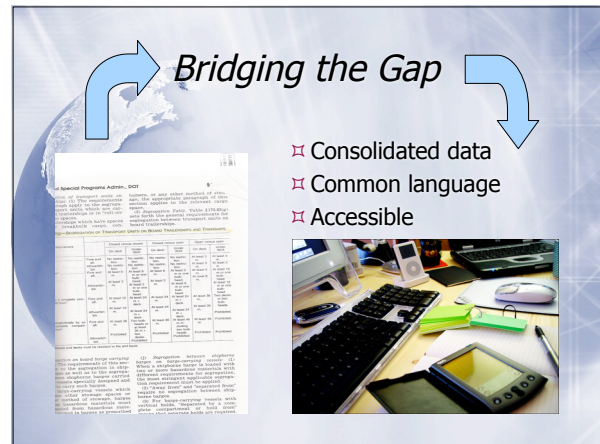
**Costly**

- ✧ Instructor led training & webinars
- ✧ Hazmat consultants

**Data Rich**

- ✧ Information is tough to digest in one sitting

2006 survey: 1 in 10 hazmat containers had deficiencies



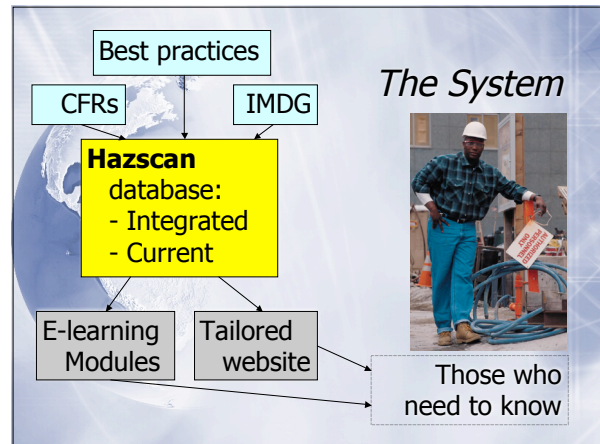
### Our Vision: One stop shopping!

**Integration:**

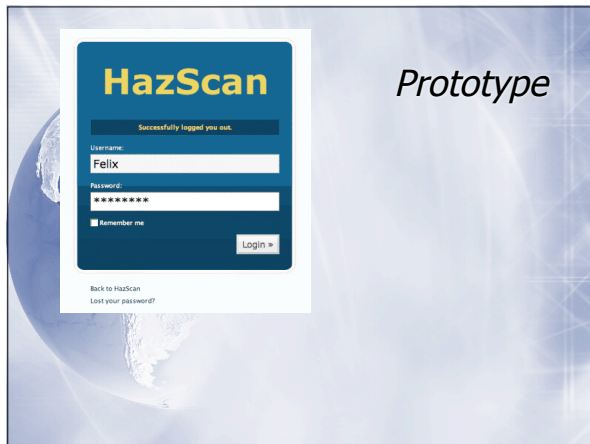
- ✧ Industry tips and best practices
- ✧ Access to ALL regulations—tied to engaging easy to use training modules

**Services:**

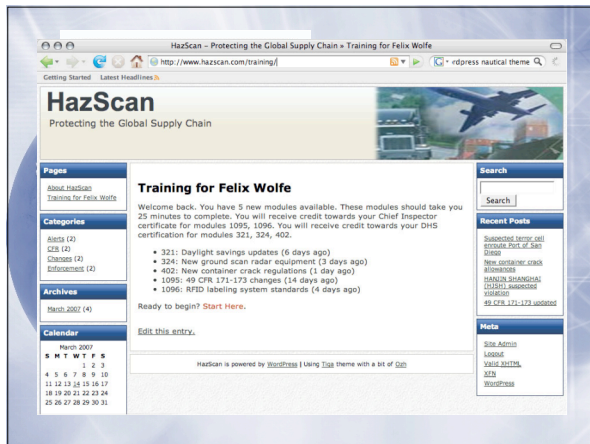
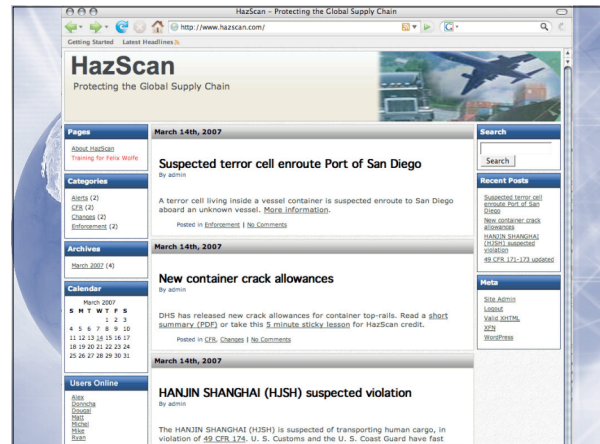
- ✧ Affordable relevant online training
- ✧ Sell 24/7 access to HazScan resources
- ✧ Incorporate lead advice & top solutions







*Prototype*







## *Ideas to Action*

**Measure and Assess**

- ✦ Complete content analysis
- ✦ Contract leading industry consultants

**Align and Design**

- ✦ Contract/outsource design/development

**Develop to Deployment**

- ✦ Prototype with test market
- ✦ Advertise

**= Results:**

- ✦ Show the tie to safety & financial savings = Value
- ✦ Measure success by growth



## *Strategic to Tactical*

**Investment start-up costs: \$ 775k**

- ✦ Hire consultants, developers & designers
- ✦ Industry advertisement, initial free targeted trial service

**FY 07: Begin contracting & developing**

- ✦ Online FY08
- ✦ Profitable: 5<sup>th</sup> operating quarter
- ✦ Win through: Standardization, excellence, efficiency & training/bottom line savings
- ✦ Measure success, incorporate feedback



## *Our Mission*

***HazScan protects the global supply chain by equipping transportation professionals with accurate and timely information through easy tools and tailored instruction***

✦ **Core Values**

- ✦ Integrity and Customer Service

✦ **Vision**

- ✦ Provide integrated compliance support to maximize shipping safety worldwide

✦ **Strategic Goal**

- ✦ To be the Number One supplier of hazmat support



## *The Future*

- ✦ Expansion
- ✦ Focus on technology delivery and content improvement
- ✦ Continue to move beyond information delivery to information integration