

A clear path to unified, resilient terminal data  
and next-gen enterprise applications



# Agenda

- Background on Dearman Systems
- Dearman terminal automation solutions and product philosophy
- How Dearman achieves multi-terminal unification for its customers
- Unified data, more powerful business applications
- Applications Deep-Dive: Inventory Management, Contracts & Invoicing, and Scheduling
- Q&A

# Dearman Systems: Company Introduction

*Dearman offers the most secure and comprehensive software solutions for your terminal automation, enterprise management, and data aggregation needs.*

## Trusted Terminal Automation and Enterprise Management software provider for 30+ years:

- **2,000+** completed projects
- **150+** customers
- **250+** terminals utilize Dearman terminal automation systems
- **20+** enterprises trust Dearman to manage their data aggregation and normalization
- **3** continents served

	<b>Maximize Profits and Increase Throughput.</b>		<b>Capture Real-Time Data and Analytics.</b>
	<b>Optimize Inventory, Scheduling, and Demand.</b>		<b>Ensure Security, Safety, and Government Compliance.</b>
	<b>Limit Downtime with Data Backup.</b>		<b>Empower Operators with Real-Time Info and Controls.</b>

# Dearman Terminal Automation Systems

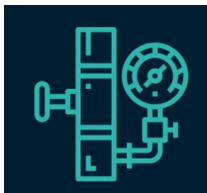
*Eliminate data and workflow silos and run your bulk liquid storage operations from a single platform with a Dearman Terminal Automation System.*



- With over 25 pre-built connectors to popular field devices, **Dearman integrates your operations utilizing robust process control to deliver the level of automation required**
- Process control is the proprietary logic that **enables operators to communicate with and control field instrumentation and devices in an orchestrated manner** and utilize data from these devices for practical business functions

# Product Philosophy: Terminal Automation

- Integrate with any hardware device our customers require
- Modular system design
- On-prem, edge computing: Run terminal automation systems on-site near origination point of data



**Flexible Device  
Integration**



**Modular  
Design**



**Reliable Edge  
Computing**

# Terminal Automation Systems: Offerings

*Take complete control of your operation with our flexible and secure terminal automation systems. From small facilities with limited instrumentation to large sites with all the bells and whistles, we've got you covered to remotely access and manage your terminal from anywhere in the world.*

## RTG - Ready-to-Go Terminal Automation

- Entry-level product designed for small to medium sized operations to ***economically automate with a high-quality Terminal Automation System*** for a fraction of the cost of traditional “one-size-fits-all” systems that exist in the market
- RTG is designed to be remotely installed and comes in standard communication configurations (2-port or 4-port), depending on the number of instruments you need to control

## TAS.net Terminal Automation

- Dearman's premier Terminal Automation System offers ***unmatched flexibility and virtually limitless customization capabilities***
- Highly scalable and customizable, TAS.net can ***connect to an unlimited number of instruments to fully integrate your terminal operations*** across all transportation methods including truck, rail, barge, and pipeline

# Why Unify?



**Central data source to draw on:** Whether you use Dearman-built business applications or third party applications, you have a single database to pull from.



**Data resiliency:** If a server goes down at a terminal, you can fire up a new server and restore the data from the central system.

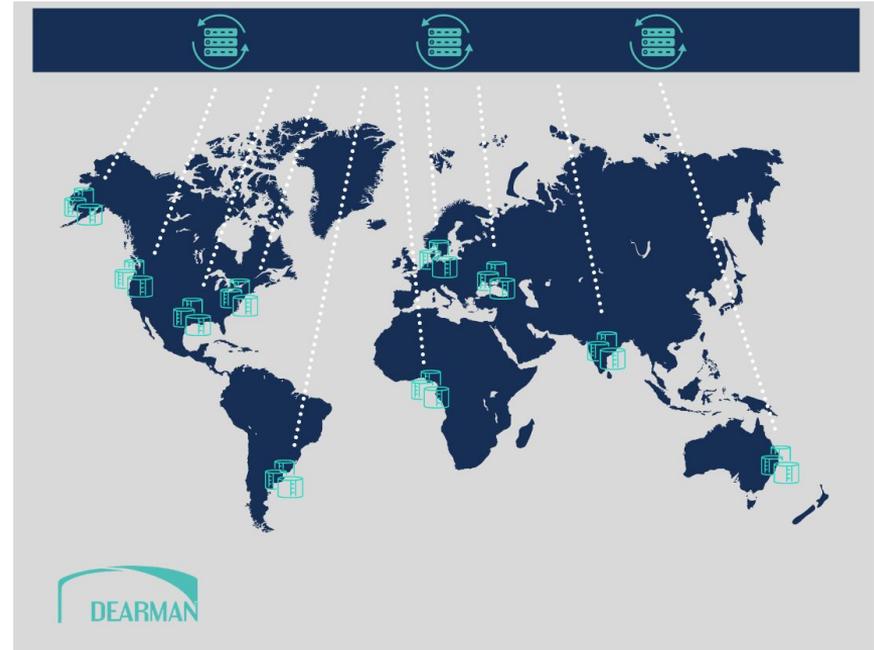


**Powerful insights:** When you can slice and dice all your operational data in one place, you can unlock insights. At the very least, business reporting will be much less time consuming.



**Security:** Dearman has deep expertise in securely transmitting and storing aggregated field device data. UNITY's architecture makes it a safe place to keep all your data.

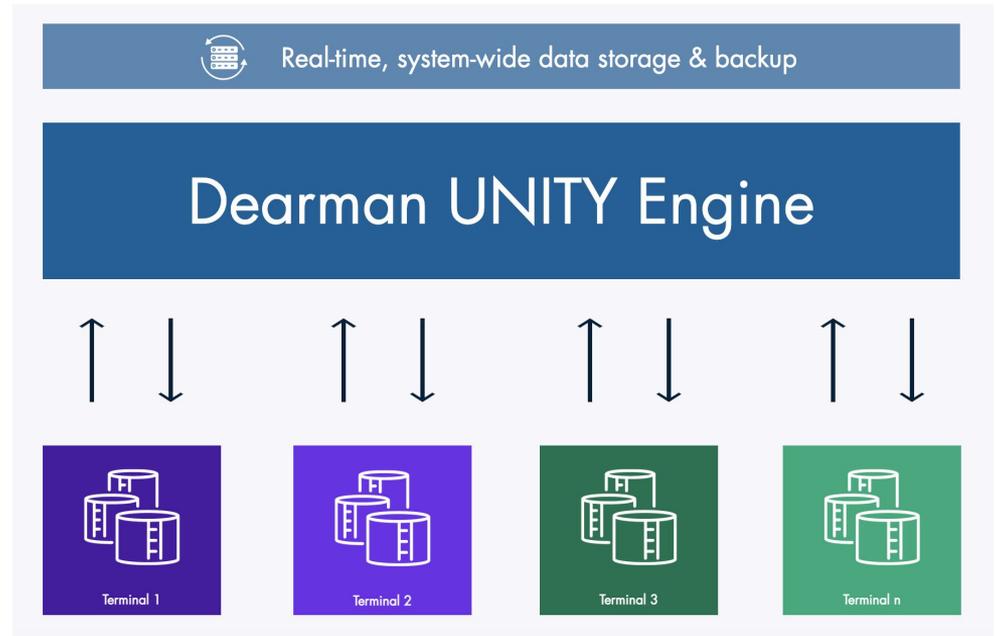
## Dearman UNITY



# Enterprise Management: UNITY

*Dearman's UNITY product is the complete multi-terminal data unification tool. Share data between a central office and any number of terminals, to centrally manage your terminal operations in real-time.*

- Dearman's UNITY product is a real-time, system-wide data storage and backup solution
- *UNITY is a valuable tool used to remotely and centrally manage multiple terminals, generate aggregate reporting, and serves as the logical choice (as a single source) for an accounting system or ERP interface*
- Enterprises can use UNITY as a **data aggregator for Dearman-specific business applications or ETL pipeline for other applications / data warehouses**



# UNITY: A Platform for Enterprise Applications

*UNITY is designed to work together in different business application combinations. Your organization's particular needs determine which applications you buy and use — empowering your decision makers to get the critical answers they need.*

## Contracts and Invoicing.



Upload the terms of your contracts and invoices will be automatically created using device data and agreed upon pricing.

## Inventory Management.



Automatically organize all your inventory. Always know who owns what and where it is.

## Scheduling and Customer Orders.



Simple authorization workflows, self-service scheduling, and real-time status listings to optimize the supply chain.

# Scheduling and Customer Orders

*Improve your customers' experience and drive significant cost savings with Dearman's enhanced scheduling application; allow your terminal customers to pre-dispatch and control their own product movements in a user-friendly system.*

- **Self-service scheduling:** Dearman's customers' customers can schedule through the Dearman application
- **Real-time status listings:** Customers can watch their product movements in a dashboard
- **Reduced communication:** With customers scheduling their own loads in the system, you can significantly reduce tedious emails and calls to free up your work force
- **More efficient operations:** Allows terminal operators to more efficiently manage workflow and address issues with outstanding orders
- **Transport methods:** Inbound / outbound truck, rail and barge scheduling

## Flexible transport methods, real-time status listings

### Transport Methods



### Order by order, real-time status listings

