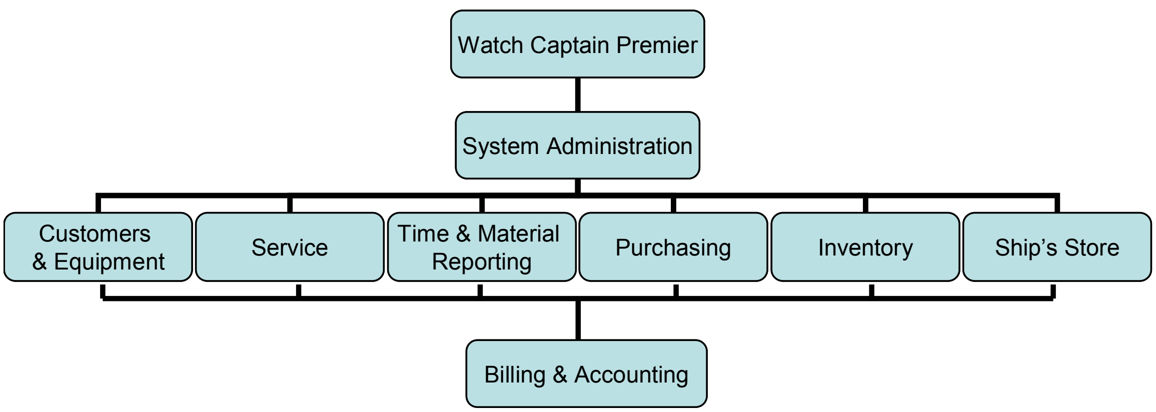
Watch Captain Premier Solution Overview

Watch Captain Premier is a comprehensive suite of software tools designed specifically for shipyards and other marine related businesses. Watch Captain Premier consists of a series of integrated software modules that address specific functions within the operations of a marine business. The solution provides a true and unified view of operations across customer relationship management, service, point of sale, purchasing and inventory and major unit sales – all in one easy to use, configurable and scalable solution.

Watch Captain Premier allows you to quickly access accurate, relevant and complete business information from the desktop with:

- An easy-to-use interface that allows you to get answers fast and work more efficiently and proactively.
- Unique Group & Filter abilities that instantly place information and transactions in understandable formats and let you drill down into the information to answer questions.
- Seamless integration with Microsoft Office products such as Word, Excel and Outlook.

The Watch Captain Premier Solution is organized as follows:



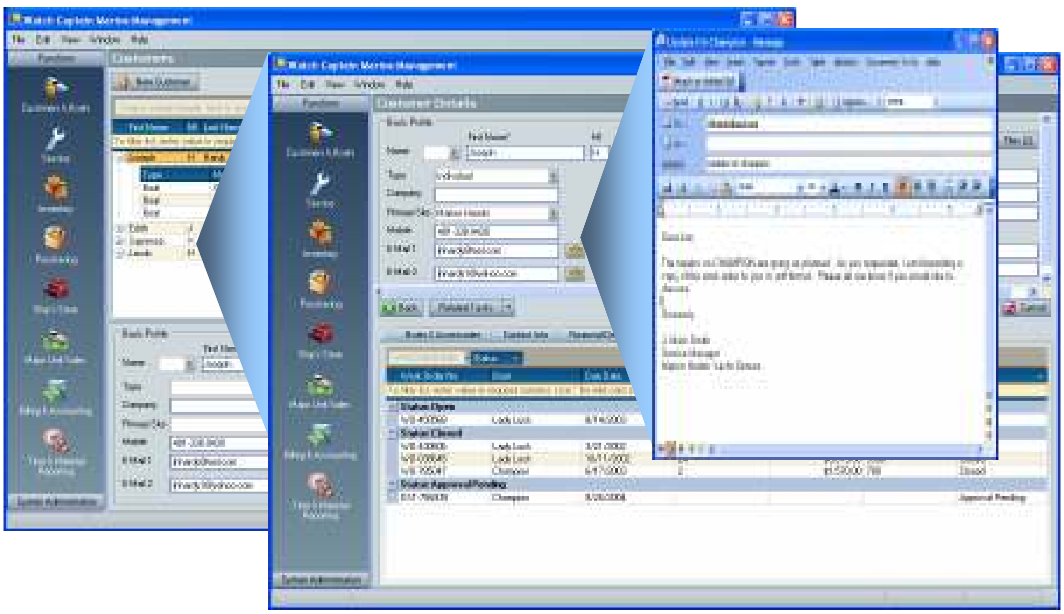
The remainder of this document includes an overview of:

- Each section of the Watch Captain Premier solution
- The Watch Captain Deployment and Implementation process

Customers & Equipment

The Customers & Equipment module provides a centralized mechanism to manage all customer related information. From a main customer selection screen, customers are grouped and searched for quick access to top level details. With one click on a customer record row detailed customer information is accessible, including tabs for: Boats & Accessories, Contact Info, Financial Details, Service History, Account History, and Personal Profile. Integrated note tracking and attachments linking enable accurate tracking of customer correspondence, commitments and conversations in one place.

The following screens show the Customer List to Customer Details to sending a customer e-mail.



Following are some highlights of the Watch Captain Premier Customers & Equipment module:

Customer Account Management

- Organize all key customer information in one place.
- Manage customers with multiple service locations.
- Integrate contacts with Microsoft Outlook.

Service History

- Access completed, cancelled, and upcoming jobs, plus project and estimate information with individual detail drill downs.
- View billing history.
- Access all open and closed invoices, current balances, aged AR, and payments.

Enhanced Capabilities

- Create and send custom merge documents to an individual or user definable cross section of your customer and prospect base.
- Create history notes and link documents, graphics and web pages to customer records.
- Link tasks to jobs, estimates, projects, customers, employees and external documents or applications.

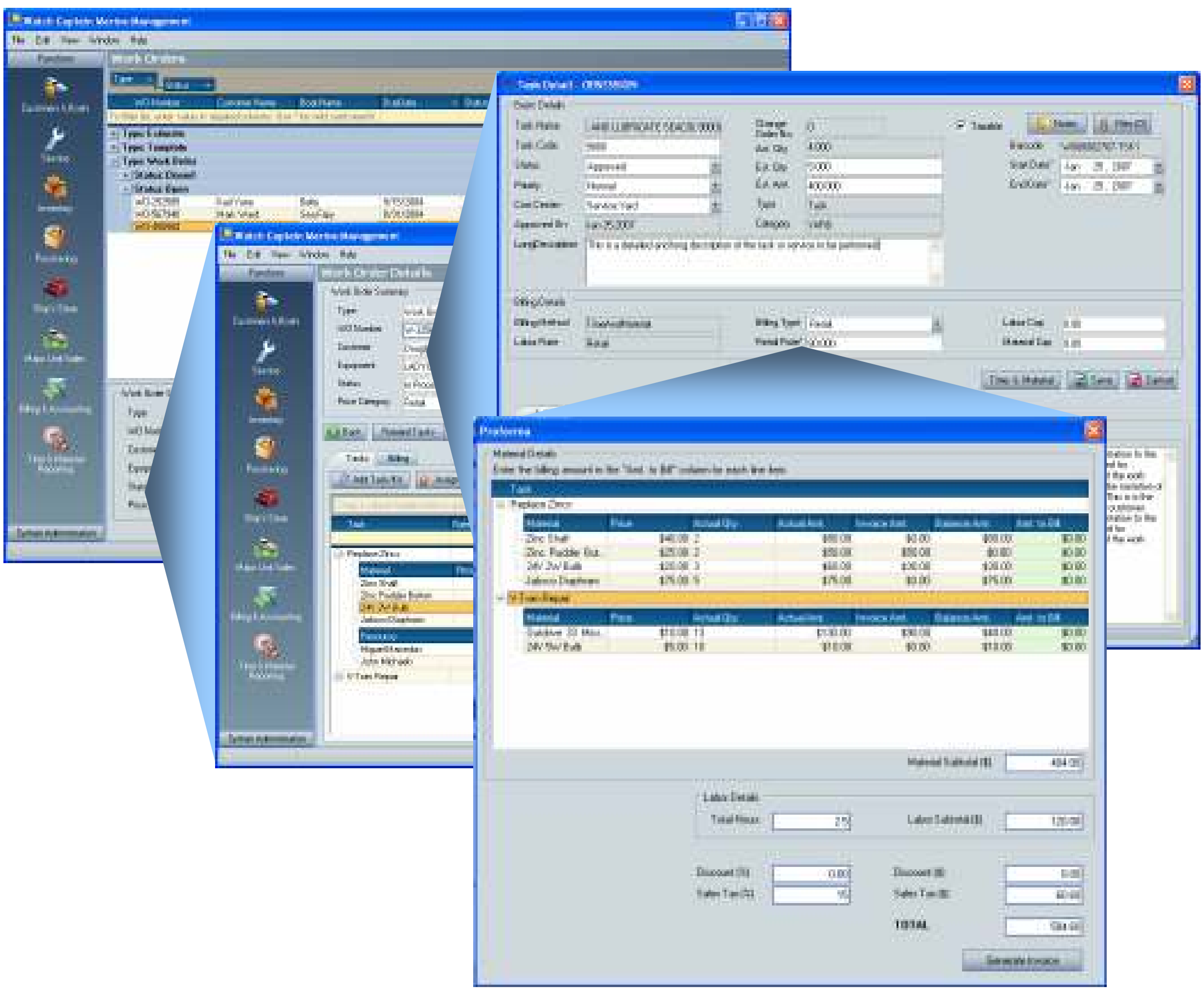
Equipment Tracking

- Track detailed information about customer's equipment including: Boats, Motors, Trailers, Generators, Tenders, and Accessories.

Service

The Service section processes estimates and work orders from start to finish by tracking parts, labor, sublets and other charges and associated services. The estimate and work orders are designed to track charges by tasks. Service tasks are user-defined and can be set up to bill on a time and material, flat rate or capped rate basis. User-defined comments are available for estimates, work orders, tasks, materials and other charges and can be maintained for internal (technician instructions) as well as customer reporting (invoice) purposes. The work order billing process allows progress billing for improved cash flow with only work completed since the last billing being billed out during this process. When billing individual work orders, a choice of service tasks to bill and the amount for each may be made. The work order will remain open until all service tasks are completed. Customer invoices can be produced quickly while utilizing the details of work performed and captured during the work order process.

The following screens show the path from the Service List to Work Order Details to Task Details to Invoicing for a customer's work order.



Watch Captain

Watch Captain® Marine Management Systems

Following are some highlights of the Watch Captain Premier Service module:

Estimates

- Track details, status, notes and documents related to customer and prospect estimates.
- View all open estimates on a single screen.
- Mark an estimate as “accepted” and instantly creates a job and work order for dispatching.

Project Management

- Manage schedules and billing of projects that span multiple phases, days, crews and sites.
- Create an Estimate, Work Order or Template from any other job in the system with ease.
- Track current and projected progress for projects, including profit and loss figures.
- Create recurring jobs at various frequencies.

Special Orders (Purchase Requests)

- Create Purchase Requests entered against a work order task.
- Allocate Purchase requests across all tasks to a Purchase Order for ordering, receiving and vendor billing.
- Delivery of special order items against the work order is handled at inventory receipt processing time.

Service Task Management

- Differentiate between and handle retail, internal, warranty and dealer prep. & rigging tasks.
- Print detailed work orders.
- View all open work orders and tasks from a single screen.
- Edit single jobs and schedules with appropriate permissions.
- Track work in process.
- Post customer charges and payments in seconds with Pre-invoicing.
- Integration with PartSmart provides Premier’s on-hand information in PartsSmart and access to PartSmart schematics and lookups from Watch Captain Premier.

Pre-Invoicing and Invoicing

- Create customer invoices with full details and accurate accountings for work performed and materials used.
- Mark pre-invoices as “Ready to Bill”, signifying they have been reviewed and are approved.

Employee Time Tracking & Billing

- Track employee time accurately for timely customer billing and job costing.
- Invoice work order tasks to the appropriate party on a progress billing or job completion basis.

Watch Captain® Marine Management Systems

Purchasing

The Purchasing section processes purchase requests (special orders) and purchase orders through fulfillment to inventory receiving and vendor billing. The Purchasing functionality is designed to allow the effective management and control the procurement process for purchases, whether for customers, special orders or inventory purposes.

The following screens show the path from the Purchase Orders List to Purchase Order Details to Inventory Receiving to Vendor Bill Details for a purchase order.

Following are some highlights of the Watch Captain Premier Purchasing module:

Vendor Account Management

- Organize all key vendor information in one place.

Purchase Order Control

- Process purchase order creation, approval, and receiving tracking along with back order tracking.
- Supports special orders, centralized purchasing and recommended orders.
- Process and receive purchase items in a single step.
- Print bar code labels for ordered items.

Receiving

- Receive inventory in a single screen.
- Deliver received items to inventory or a work order task.
- Update product pricing and costing while processing a receipt.
- Print bar code labels for received items.

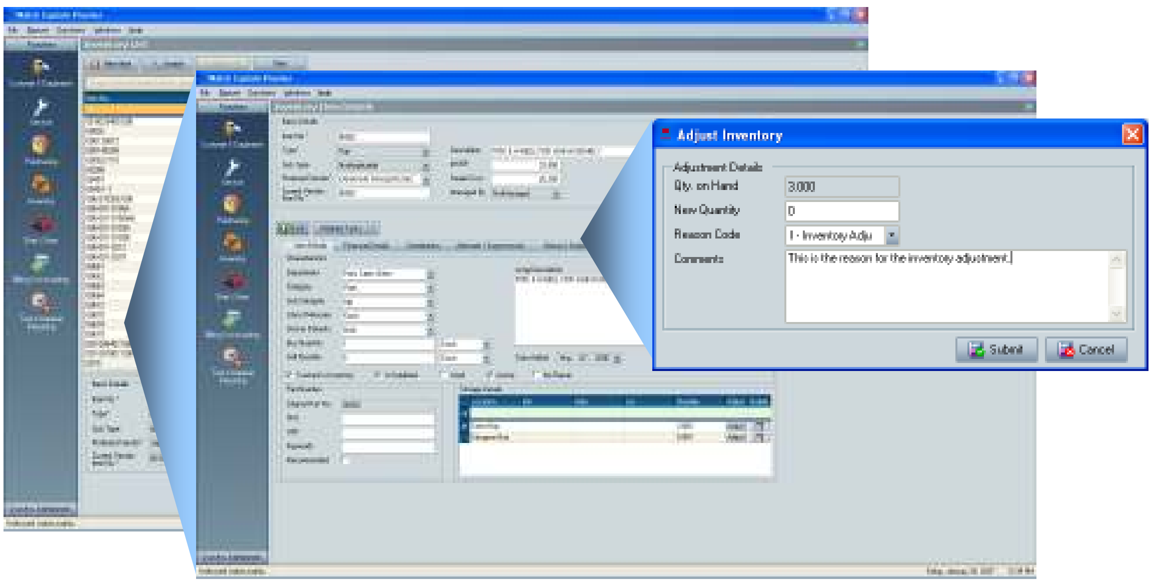
Vendor Bill Control

- Track vendor bills.
- Automated reconciliation to underlying inventory receipts.
- Track using internal or vendor reference numbers.

Inventory

The Inventory module uses a weighted average costing method to gain a cost effective control of products and their movement for either single or multiple locations. In addition, support for major unit sales inventory (boats, motors and trailers) and serialized items are also fully supported. Items can be easily accessed through a variety of methods including: typing in the part number, scanning in a bar code, or from related information using an intuitive cross-reference system. To easily access and track related items Kits of inventory can be built, maintained and used on transactions processed. Pre-defined price calculations tell the system how to calculate an item's selling prices based on user defined parameters to assist in controlling margins. Price labels or bar code labels may easily be printed for items in the inventory list.

The following screens show the path from the Inventory List to Inventory Item Details to Inventory Adjustments for an inventory item.



Following are some highlights of the Inventory module:

Inventory Management

- Track and manage inventory in one location or multiple warehouses and trucks.
- Visually assess and order all parts needed for upcoming jobs in one screen.
- Supports:
  - Serialized Inventory
  - Part Super cession
  - Alternate Parts
  - Seasonal Min / Max
  - Multiple Price Levels
  - Price Formulas
  - Other Charges

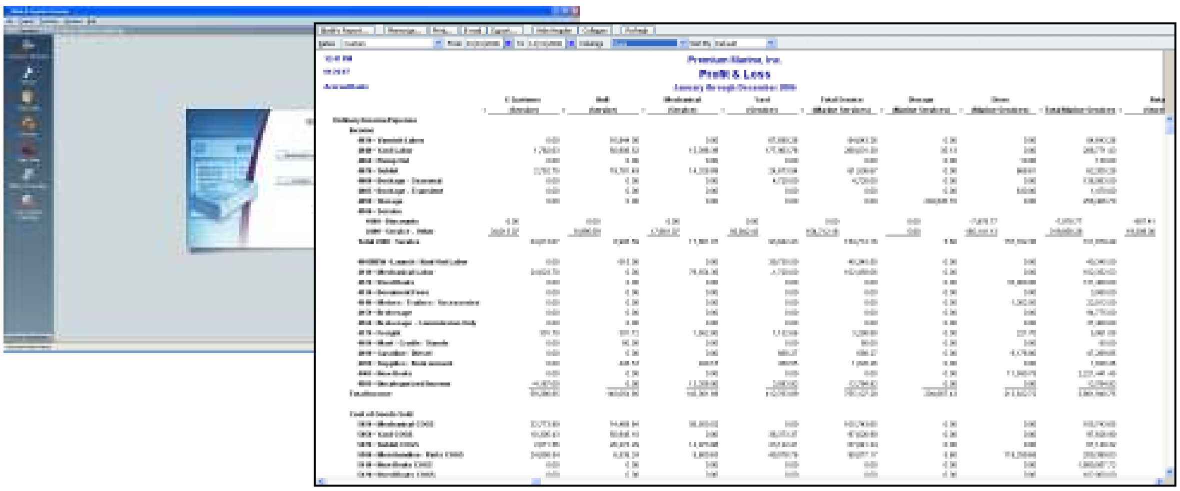
Kits/Combos

- Create fabricated kits or combine inventory items into a package for easy selling.
- View all vendor contacts, catalogue items available with pricing and open and closed purchase order history in a single screen.
- Identify which vendor has the best price and desired lead time for the same parts.
- Support for physical inventory counting
- Easy to make adjustments with full audit tracking of all inventory postings

Billing & Accounting

The Billing & Accounting module simplifies the process of tracking cash flow and assists in a business' cash management. With real-time integration with the Intuit QuickBooks accounting software, our solution supports automatic consolidation of selected companies and/or cost centers on Trial Balance, Financial Statements, and Detailed Accounting Reports. Data may be selected from any accounting period with period-to-date and year-to-date, budget, and variance figures. Statements may also include period to period, year to year, column to column, and line to line percentages and comparisons. In addition full support for Customer invoicing, deposit and payment processing and recurring invoicing is provided.

Following is a view of the Billing & Accounting menu and an example of the integrated profit & loss reporting.



Following are some highlights of the Billing & Accounting module:

Real-Time System Accounting Integration

- Save time by reducing double entry with real time integration to Intuit QuickBooks accounting software.
- Ensure control by linking business processes with accounting.
- Utilize a full roster of powerful reports to manage your business more efficiently.
- Projected revenue by service or products over any date range with sort and filter options.
- Create invoices and key reports easily.

Invoicing

- Completed work orders easily turned into customizable invoices with batching and email capabilities.
- Print customer statements
- Manage accounts receivable with integrated reporting.

Recurring Invoices

- Easily set-up and create recurring invoices for customers for repetitive items, such as dockage and storage charges.
- Generate recurring invoices for customers within a range of dates.

Customer Deposits

- Link customer deposits to specific work orders for tracking purposes.
- Automatically draw down deposits as invoices are produced for customer work performed.

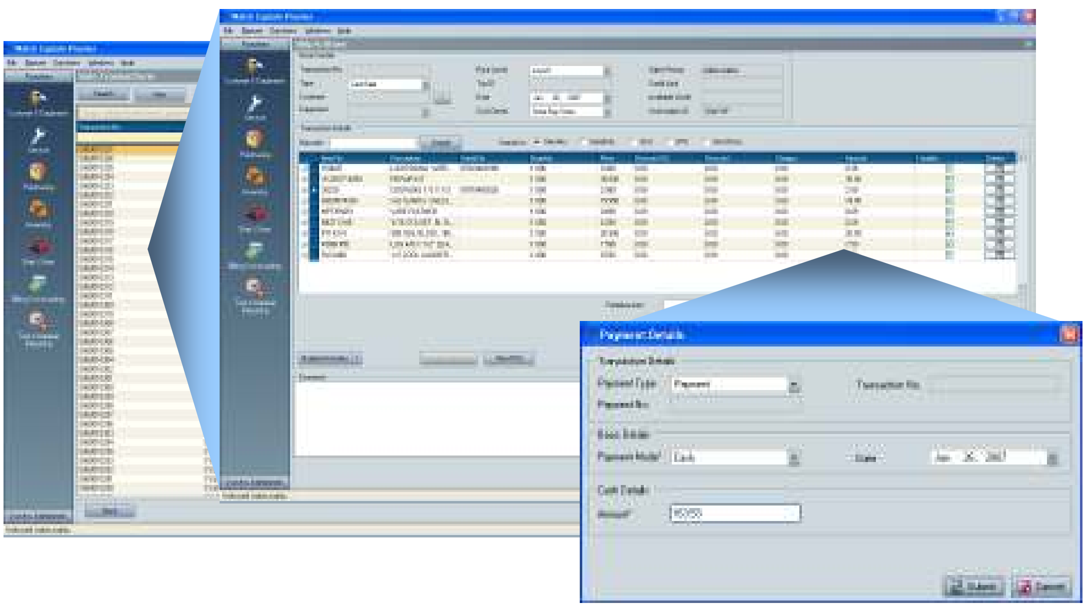
Customer Payments

- Quickly and easily post and allocate customer payments to outstanding invoices and Ship's Store transactions.

Ship’s Store

The Ship’s Store module supports the sale of inventoried and non-inventoried items from your Ship's Store, Parts Counter, and Fuel Dock. Items can be accessed easily by typing in the part number or scanning in the bar code number for the item. In addition, the cross-reference system allows the user to access an item by typing in one of the "key words" specified by the user, item characteristics like description, any one of the vendor's item numbers, the manufacturer's number, or just a portion of any of these numbers. Once a transaction is closed, inventory is relieved and the proper accounting entries are made. If the transaction is an in-house charge, the customer's accounts receivable file is immediately updated. All sales are kept by transaction type so that each register may be checked out as to its contents, i.e., cash, charge, credit cards, on account etc. Cash drawers that open automatically, receipt printers and bar code readers are available to turn your terminal into a cash register.

The following screens show the path from the Ship’s Store List to Ship’s Store Order Entry to Customer Payment processing.



Following are some highlights of the Ship’s Store module:

Order Entry

- Quickly and easily process point of sale transactions, returns and customer payments
- Supports sale of inventory, non-inventory and service items
- Items can be entered:
  - Manually
  - Scanning bar code
  - Searching Inventory
  - Supports electronic cash drawers, bar code scanners and printers

Time & Materials Tracking & Reporting

The Time & Material Reporting module supports the tracking of employee time and materials specific to work order tasks. Users can input time against a work order task by scanning bar codes, searching work order tasks, searching tasks assigned to a particular resource or via manual entry. The Time Entry feature supports Clock In and Clock Out features and timesheet comments may be entered for each time entry allowing the full history of the job to be documented. In addition to updating work order charges and costs in real-time, management reporting is available allowing ongoing review and control of labor usage, labor utilization and technician efficiency. In addition, Parts Usage reports allow you to maintain control over the flow of parts out of inventory and onto specific work order tasks.

System Administration

The System Administration modules, includes a comprehensive and controlled access to features allowing you to manage data and important functional defaults within the software. Additionally, system administration allows for the management user access to the various modules of the software utilizing a roles and permissions-based security scheme. This provides the flexibility to create an unlimited number of security schemes to control employees access to vital company information.

Watch Captain Deployment and Implementation Process

Due to the unique business processes of our various clients, the implementation process is broken into five phases detailed in a mutually agreed upon Statement of Work document. This allows us to use a structured implementation and deployment methodology while balancing that structure with the special requirements of our customers. The purpose of this section is to provide a high-level overview of each phase.

Phase 1: Requirements – Strategy Sessions

This phase consists of analyzing Caribbean Yacht Works' business needs for the marine management solution and the related business processes. Identify which servers/workstations need to have Watch Captain solution installed. We will also review any and all requirements for data conversion and data mapping.

Phase 2: Configuration and Data Mapping

This phase encompasses the implementation, installation & configuration of the Watch Captain solution as well as data conversion from existing systems.

Phase 3: Rehearsal and Acceptance Testing

This phase requires acceptance testing of and sign-off on successful usage of product per agreed upon detailed requirements. Clients will validate installation and data mapping based on agreed upon requirements for data conversion.

Phase 4: Live Implementation and Training

This phase consists of the implementation of Watch Captain Premier in a production environment with the use of live data. Upon completion of installation, product training will commence.

Phase 5: Project Completion and Sign-Off

This phase consists of ensuring all aspects of product have been implemented based upon a mutually agreed upon Statement of Work.