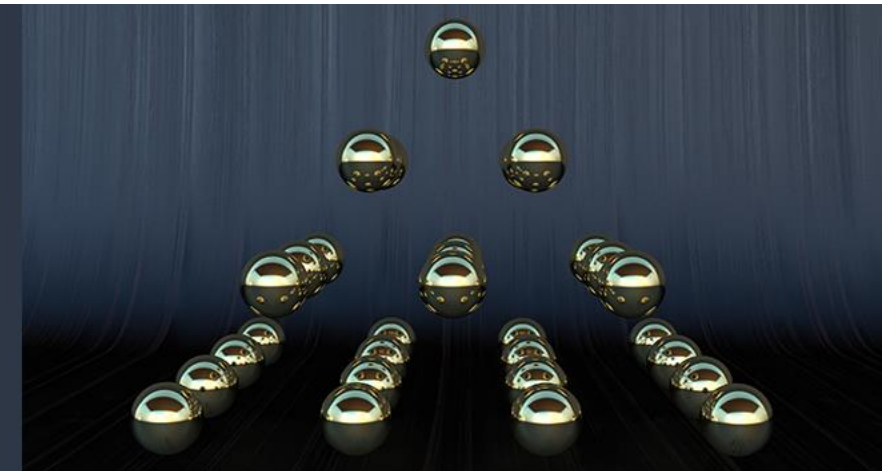


**COEX**  
processing the future



## **Information overflow**

**A high RISK situation for the shipping industry**

Karl-Erik Johannessen, CEO.

[www.coex.no](http://www.coex.no)

**TRAINING SOLUTIONS**



Development collaboration  
(Content and platform)  
Sales/account managers & support  
on several locations

Global support and sales network  
Increased value proposition  
Seamless integrations

Document handling  
Extended product portfolio

Software collaboration  
Extended product portfolio

Global support and sales network  
Increased value proposition

# COMBINED STRENGTHS

HSEQ MANAGEMENT  
PROJECT MANAGEMENT  
DOCUMENT MANAGEMENT

**COEX**

PROCUREMENT  
PLANNED MAINTENANCE  
QUALITY & ENVIRONMENT PACKAGE



Seamless integrations

# Key focus areas for the shipping industry



RISK



MONEY



HIGHER VALUE  
SERVICES

# DOES YOUR SITUATION LOOK LIKE THIS?

Multiple, fragmented repositories



Difficult to find information



Manual workflow and processes



 Network Folders

 SharePoint

 Exchange

 OneDrive

 Google Drive

 Dropbox

 documentum

 opentext™

 Desktops

 Laserfiche®

 OnBase  
by Hyland

 Docuware

 salesforce

 box

 BASS

 Microsoft  
Dynamics

 DM Docmap

# CONTENT CHAOS

*By the Numbers*

69%

STORE AND MANAGE  
DOCUMENTS USING  
EMAIL

*M-FILES IIM SURVEY*

17

THE NUMBER OF  
TIMES THE AVERAGE  
DOCUMENT EXISTS

*GARTNER*

20%

OF A KNOWLEDGE  
WORKERS TIME  
SPENT SEARCHING  
FOR CONTENT

*AIIM*

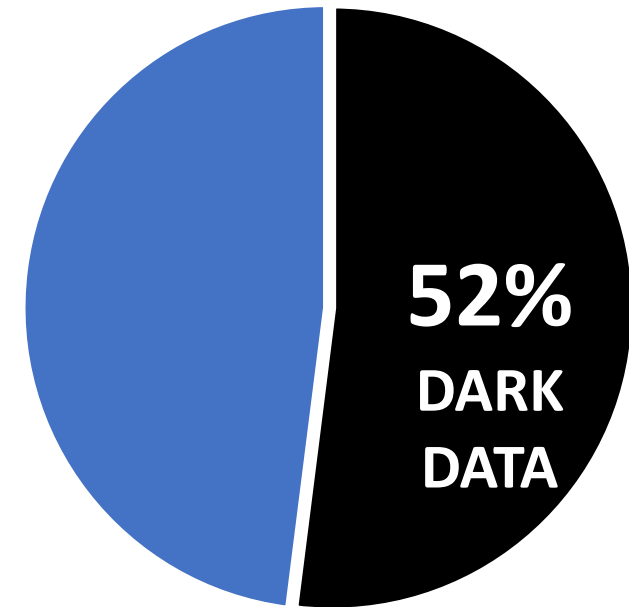
25%

BADLY FILED  
DOCUMENTS WILL  
NEVER BE FOUND

*GARTNER*

## THE DATA DILEMMA...

- ▶ OVER HALF OF ALL DATA STORED IS CONSIDERED TO BE DARK DATA \*
- ▶ YET, ORGANIZATIONS HAVE OBLIGATIONS TO BE ABLE TO MANAGE FOR EXAMPLE PERSONALLY IDENTIFIABLE INFORMATION
- ▶ **80%** OF DOCUMENTS THAT AN ORGANIZATION PRODUCES NEVER GET USED AGAIN
- ▶ **70%** OF DOCUMENTATION IS RE-CREATED AT SOME POINT



A wave of  
**BUSINESS INFORMATION DEMANDS**  
from employees, customers and authorities is  
washing over business...

.....and it's  
**accelerating**

## Has this an impact on:

- ▶ RISK and Compliance?
- ▶ Productivity?
- ▶ Employee experience?
- ▶ Customer experience?
- ▶ Cost?
- ▶ IT complexity?





## M-Files Investment Calculation - ROI (36 months)

Instructions

Investment period:	36
<b>1. EXTERNAL COST</b>	
Number of M-Files users:	75
Purchase method:	<input checked="" type="checkbox"/> Cloud (SaaS) <input type="checkbox"/> Buy licenses
SaaS/license cost users:	kr 596 160,00
Additional modules (compliance Kit)	kr 207 000,00
Consulting days:	30
Consulting cost:	kr 360 000,00
<b>TOTAL EXTERNAL COST:</b>	<b>kr 1 163 160,00</b>

Calculate Create Chart

<b>2. INTERNAL COST</b>	
Internal deployment work (days):	30
Deployment cost:	kr 132 962,43
End-user training (hours):	4
End-user training cost:	kr 177 283,24
Internal maintenance cost/month (If buy):	kr -
<b>TOTAL INTERNAL COST:</b>	<b>kr 310 245,66</b>
<b>TOTAL COST (EXTERNAL + INTERNAL):</b>	<b>kr 1 473 405,66</b>

<b>EMPLOYEE COST FACTORS</b>	
Average salary per year:	kr 1 100 000,00
Withholding cost factor:	1,10
Salary cost per employee per year:	kr 1 210 000,00
Fixed cost per employee per month:	kr 1 400,00
Internal work hour cost:	kr 590,94
<b>Total employee cost per year:</b>	<b>kr 83 760 000,00</b>

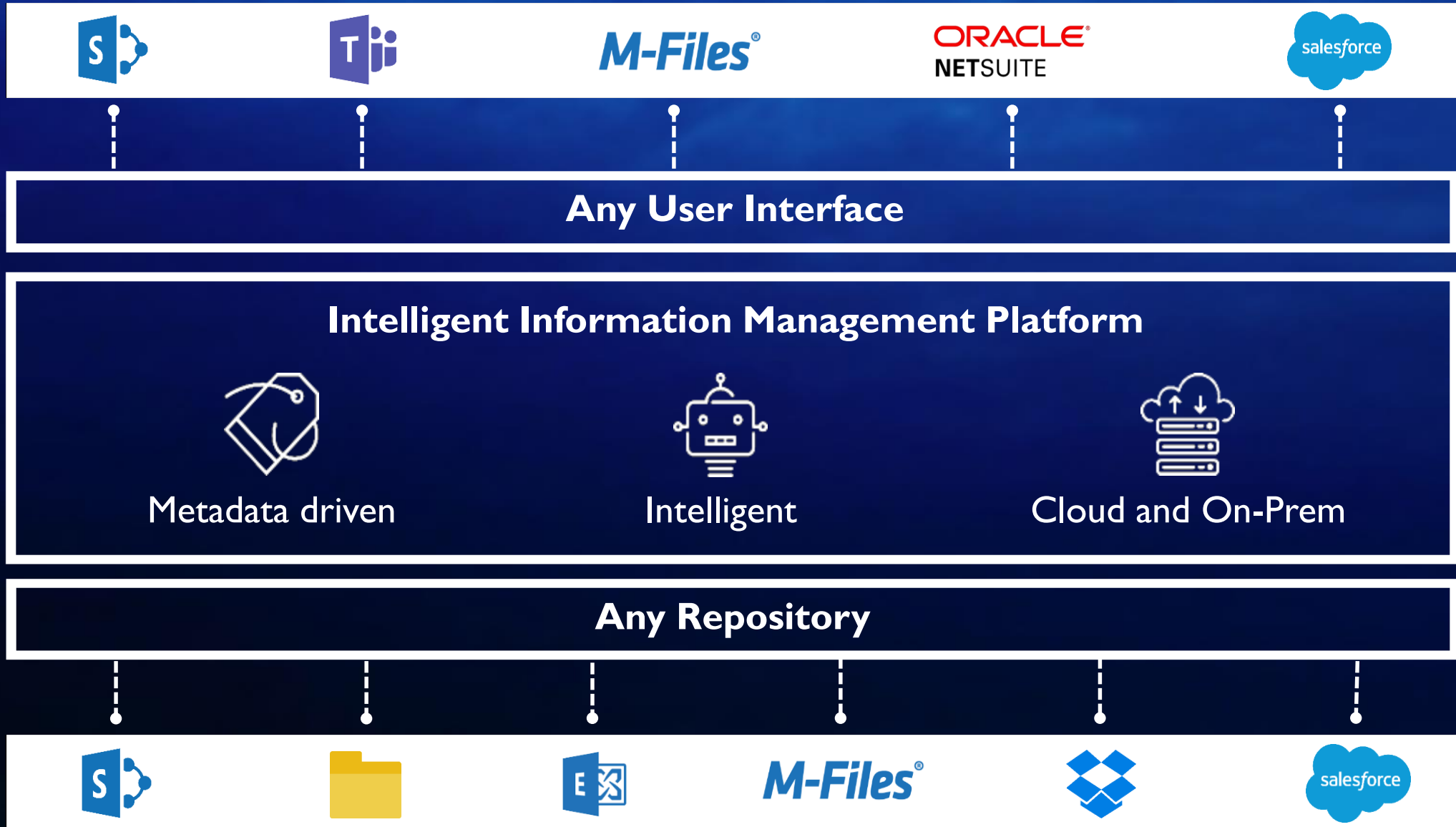
<b>3. BENEFITS</b>		<b>COST PER YEAR</b>	<b>M-FILES REDUCTS</b>	<b>TOTAL SAVINGS (36 months)</b>
Delay before benefits in effect (months):	4			
Time used for handling documents:	0,06	kr 5 025 600,00	0,75	kr 11 307 600,00
= minutes per day	27			

*Studied average 16% - Kevin Craine: Design a Document Strategy*

<b>4. ROI</b>	
<b>ROI (%):</b>	<b>582 %</b>
<b>ROI (MONTHS):</b>	<b>5,28</b>

<b>ALTERNATIVE COST</b>	
Waiting period (months):	8
<b>LOST SALARY/BENEFIT COST:</b>	<b>kr 2 233 600,00</b>

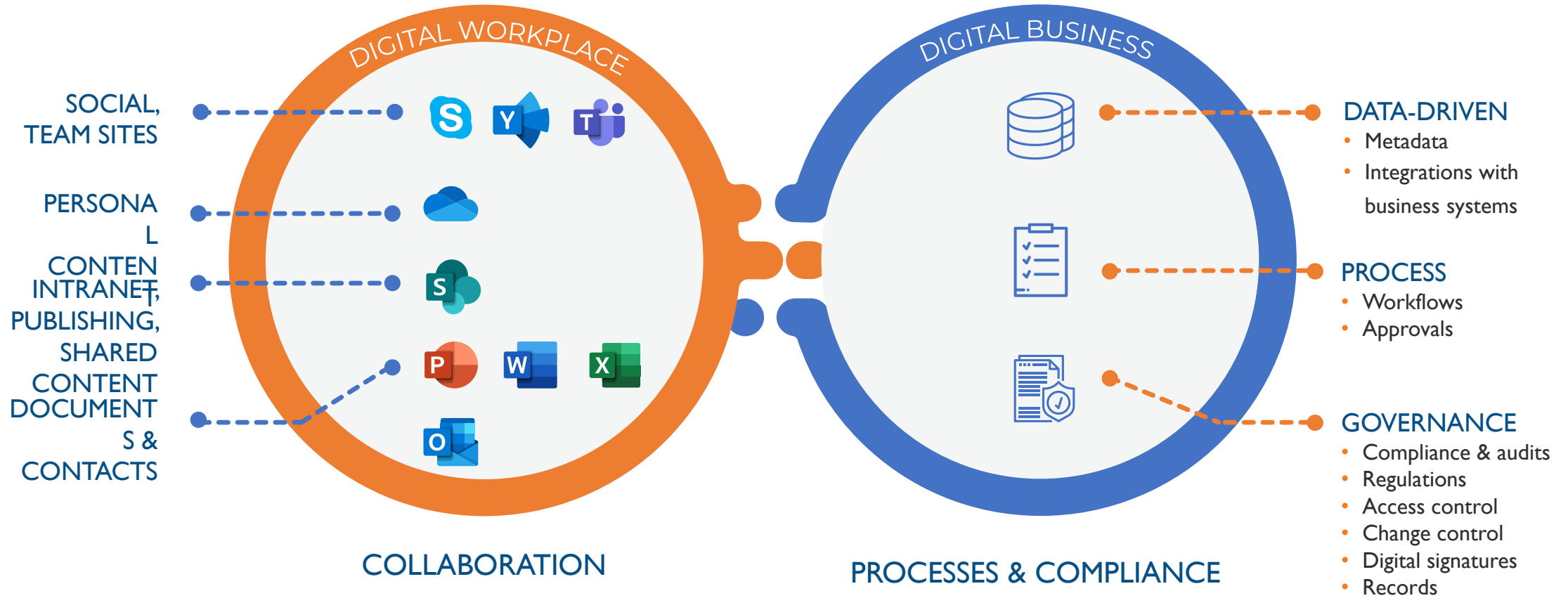
# OUR APPROACH TO INFORMATION MANAGEMENT



# BUILDING THE DIGITAL ENTERPRISE

 Office 365

**M-Files®**



# A UNIFYING ACCESS LAYER TO ALL YOUR INFORMATION

## ACCESS ALL YOUR CONTENT

The ability to browse data in all connected repositories and yet have the same user interface and experience is unique

SharePoint

Exchange

OneDrive

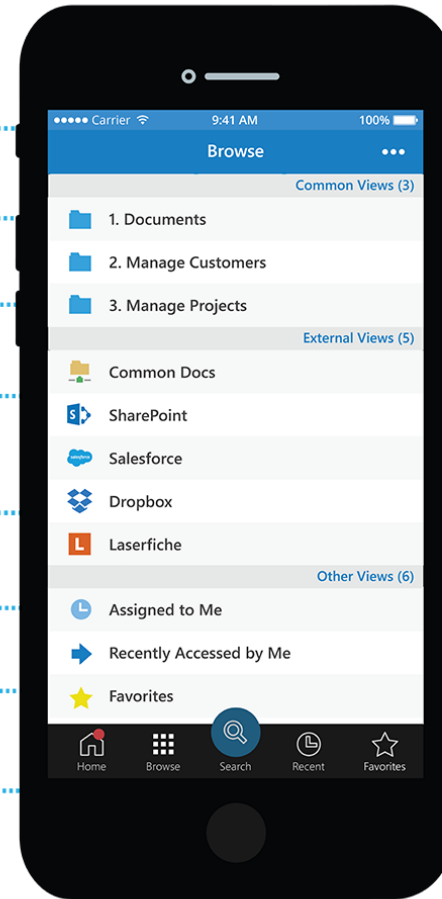
Microsoft Dynamics

OnBase<sup>®</sup>  
by Hyland

Laserfiche<sup>®</sup>

opentext<sup>™</sup>

documentum



iManage

Dropbox

Google Drive

Network Folders

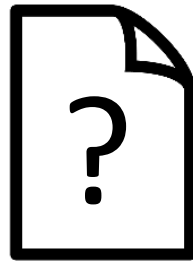
IBM

box

salesforce

## Challenges when using a folder structure (or sites in Sharepoint)

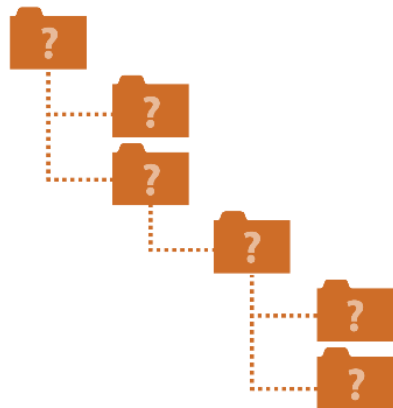
Where to store documents and how to keep track of versions and history?



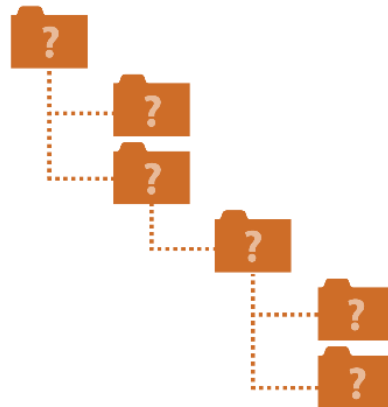
**Contract for Docking**  
for Rederi AS  
Prepared by KEJ

F: (Shared drive, Onedrive, Sharepoint)

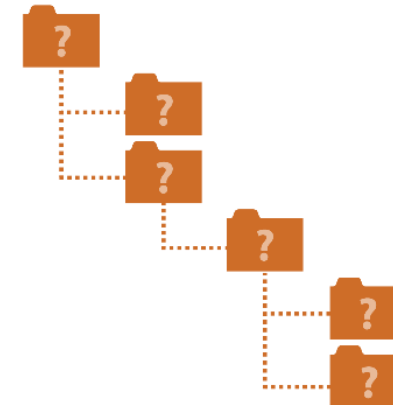
Tech.Manager



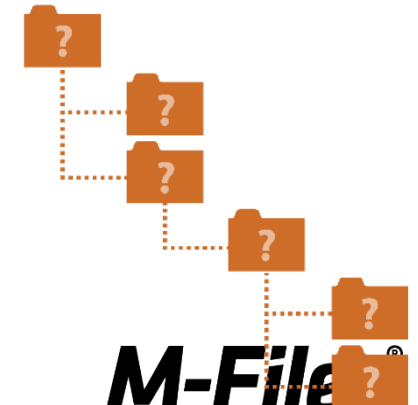
Operation



Project Manager

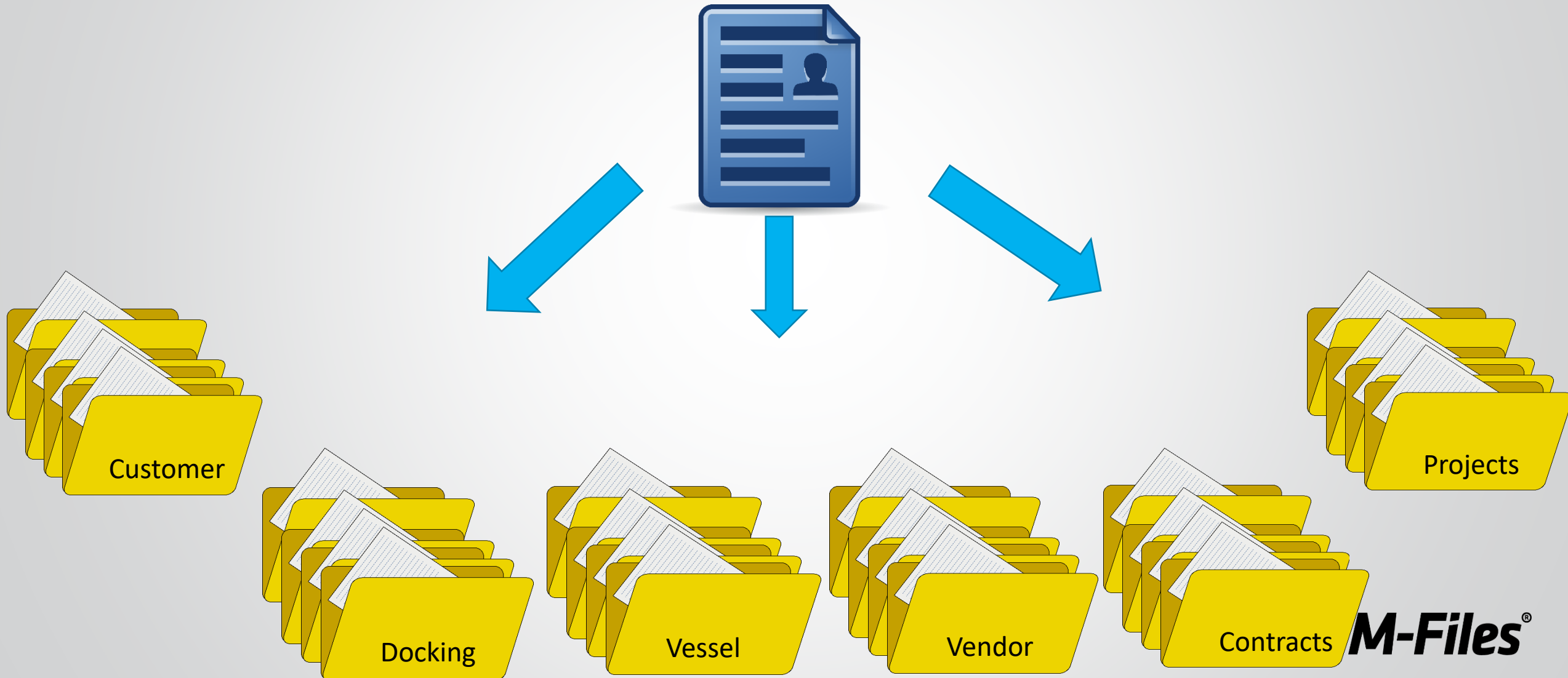


Legal



**M-Files**

# Coex and M-Files method – and replicated out to the vessels!



# Main modules in the COEX «off the shelf» pre-configured modules.



# Moving from chaos to Nirvana-

## Top tips for success!

- Lead from the top
- Commit resources
- Think big-start small-act fast!
- It's not an IT project
- Engage the users
- Address the fear
- Enjoy it!

