



## Background Information

Pentant Limited was formed in 2004 in response to industry calls for more choice in freight communications systems, particularly the provision of links to H.M. Revenue & Customs. The company has brought a fresh approach to IT solutions in freight movement and international trade and has the express objective of exploiting e-business opportunities in the documentary and operational processes associated with the movement of freight.

Taking advantage of state-of-the-art hardware, software and communications technology, the company delivers streamlined and cost effective solutions in key areas of the logistics management process, in particular the provision of discrete message handling services enabling major organisations to link to H.M. Revenue & Customs.

The first Pentant product, 'CusLink', is a CSP (Community Service Provider) providing a direct interface with CHIEF, the Customs' central computer. For the past twenty years Customs clearance systems in the UK have primarily been based around CSPs – currently five – which provide the connections to CHIEF. The three major CSPs are CCS-UK, provided by BT Syntegra, which covers the airfreight community; Maritime Cargo Processing plc (MCP), which began in the Port of Felixstowe, where ownership is still based; and Community Network Services Limited (CNS), which is directly owned by Southampton Container Terminals.

Two other systems meet the specific requirements of the Port of Dover and express carrier DHL.

Through the 'CusLink' service Pentant Limited now provides an independent, reliable and more cost effective alternative to the current CSPs.

"Ultimately, Pentant will introduce a range of products offering alternative solutions for import and export processing," comments Managing Director, Phil Waldron.

"Information and communications technology systems are now an integral part of supply chain processes. With this dependence on technology, logistics service providers are looking for greater reliability and the ability to manage their own destiny. At the same time, there is a need to benefit from the cost-effectiveness of new communications technology."

With an IP (Internet Protocol) based design, the architecture of 'CusLink' has enabled a radical new approach to electronic Customs clearance. The system allows users to maintain their current infrastructure, linking either through a server on their own site or via a dedicated central server. This removes the dependence on multi-functional central servers, giving the user greater control of their business critical Customs link. At the same time, 'CusLink' maintains the security and integrity of the system, as well as necessary Customs controls.

## **Pentant Limited – Personnel**

The Pentant team provides a total business solution. This is based on the industry experience and knowledge of the directors and partners, backed by our own specialist group of analysts, developers, IT and communications experts. The service is supported round the clock by a fully comprehensive Help Desk.

The Directors of Pentant Limited all have significant and direct experience in the freight industry and information technology but more particularly in the provision of CSP systems:

**Phil Waldron (Managing Director)** is a Director of his own consultancy business, with thirty-five years experience in ports, airports and the transport and shipping industries. He joined one of the major CSPs, Community Network Services Limited (CNS) in their formative years and over a 15 year period his industry experience enabled him to bring a creative and practical approach to concepts, system design and project and quality management.

**Derek Dubber (Commercial Director)** is a Business Consultant with more than thirty years experience in the port and shipping industries. Following some twenty years in operations and planning in the port industry he became one of four founder members of Community Network Services Limited (CNS), a wholly owned subsidiary of Southampton Container Terminals Limited. As its Head of Business Development, he was influential in the commercial direction and significant growth of the company.

**Martin Goodwin (Technical Director)** is an IT professional and a director of his own IT consultancy business, with over 20 years experience of providing solutions to the airline industry. These developments focus on air cargo handling systems and declaration systems. Martin Goodwin specialises in inter-system communication, in particular interfaces to Customs systems both in the UK and abroad.

He was consultant business analyst for the DHL project to link with ACP90. This interface linked both the inventory to ACP90 and declaration systems to CHIEF (the H.M. Revenue & Customs' system).

**Ends.**

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