

MISSION STATEMENT

Management Dynamics is setting the standard for on-demand global trade management solutions.

WHO WE ARE

Management Dynamics, Inc. is the leading provider of global trade management solutions that combine a collaborative network, proven software, and specialized content to automate world-class import and export operations.

WHAT WE DO

Our solutions enable customers to optimize supply chain execution decisions by synchronizing the flow of information among trading partners, managing trade regulatory compliance, minimizing border delays, streamlining logistics processes and reducing transportation costs throughout the entire supply chain.

HOW WE DO IT

Management Dynamics' Global Trade Management (GTM) solutions enable its customers to implement logistics best practices and improve the performance of their global sourcing and supply chain efforts. Our GTM solutions are powered by Global Knowledge®, the industry's most comprehensive and up-to-date database of global trade content and international business rules for over 120 countries.

FOUNDED

Management Dynamics was founded in 1990.

MANAGEMENT

- Jim Preuninger, Chief Executive Officer
- John Preuninger, President and COO
- Glenn Gorman, Chief Technology Officer
- Stephanie Miles, SVP, Commercial Services
- Albert Cooke, Vice President Sales
- Bill Jackowski, VP Professional Services
- Nathan Pieri, SVP, Marketing & Product Management
- Thomas E. Conway, Chief Financial Officer
- J. Anthony Hardenburgh, VP, Global Trade Content
- Ty Bordner, VP, Solutions Consulting

EQUITY

Privately-owned with investors that include Cross Atlantic Capital Partners, The NJTC Venture Fund, Megunticook Funds, and Updata Partners.

"Management Dynamics' GTM solution provides us the opportunity to utilize critical and timely global trade information and a collaborative solution necessary to manage our trade fulfillment process effectively and efficiently."

Vice President of Supply Chain Systems
VF Corporation

"With Management Dynamics we offer our clients real-time visibility, rich alerts, and a customized portal of management reports so they can make better business decisions and successfully compete in the international marketplace."

Chief Operating Officer,
Schenker Canada

"Management Dynamics' content is accurate and delivered on time, allowing us fast and efficient implementation globally. Their solution for export controls is one of the best in the business, and has kept us penalty-free."

Director, Global Trade Compliance Advisory Group
Air Products & Chemicals, Inc.

"Management Dynamics' Trade Import solution has simplified Panasonic's import transactions by integrating critical global shipping information into our systems in real-time. As a result we have started to achieve end-to-end visibility of our entire supply chain."

Group Manager
Panasonic Logistics Company

"We chose Management Dynamics' global trade technology solution because it allows us to offer customers in more countries the best possible experience."

Vice President Worldwide Transportation
Amazon.com

"Businesses are increasingly looking for new ways to expedite and simplify the movement of goods across borders and throughout the entire supply chain - from sourcing to selling. By joining forces, FedEx and Management Dynamics will be able to offer the most robust solutions in the industry."

President and Chief Executive Officer
FedEx Trade Networks

"With Management Dynamics our member companies will save considerable time and effort in researching and preparing accurate sea freight quotations for customers, and be able to make faster, better-informed rate, route and carrier decisions going forward."

Commercial Director
Overseas Shippers Association

SOLUTIONS OVERVIEW

Management Dynamics' Global Trade Management (GTM) solutions deliver measurable business value in the following areas:

- Trade Strategy
- Supplier Management
- Import and Export Compliance
- Trade Agreements
- Transportation Management
- Supply Chain Visibility
- Financial Supply Chain
- Performance Management
- Global Logistics Optimization



CUSTOMERS

Management Dynamics' solutions are currently deployed to more than 13,000 global users at some of the world's most successful 3PLs, ocean carriers, brokers, manufacturers, retailers, and high technology companies, including: Amazon.com, Apple Computer, Boeing, Cisco Systems, Levi's, Eagle Global Logistics, FedEx, GlaxoSmithKline, Honeywell, Panasonic, Schenker, UPS and VF Corporation.

PARTNERS

Our alliances include technology leaders, resellers and marketing partners that significantly enhance the value we bring to our customers. Management Dynamics partners include: AEB, Agentrics, BEA, Business Objects, DHL Danzas, Export Trading Network, Export Enterprises SA, Gui Practica, Integrated Export Systems, Ltd., InterMart, ILM Technologies, LCI, Marinho Comércio Exterior, SolutionsLogistics, Oracle, Quova, Inc., and WCA Family of Logistic Networks.

LOCATIONS

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