



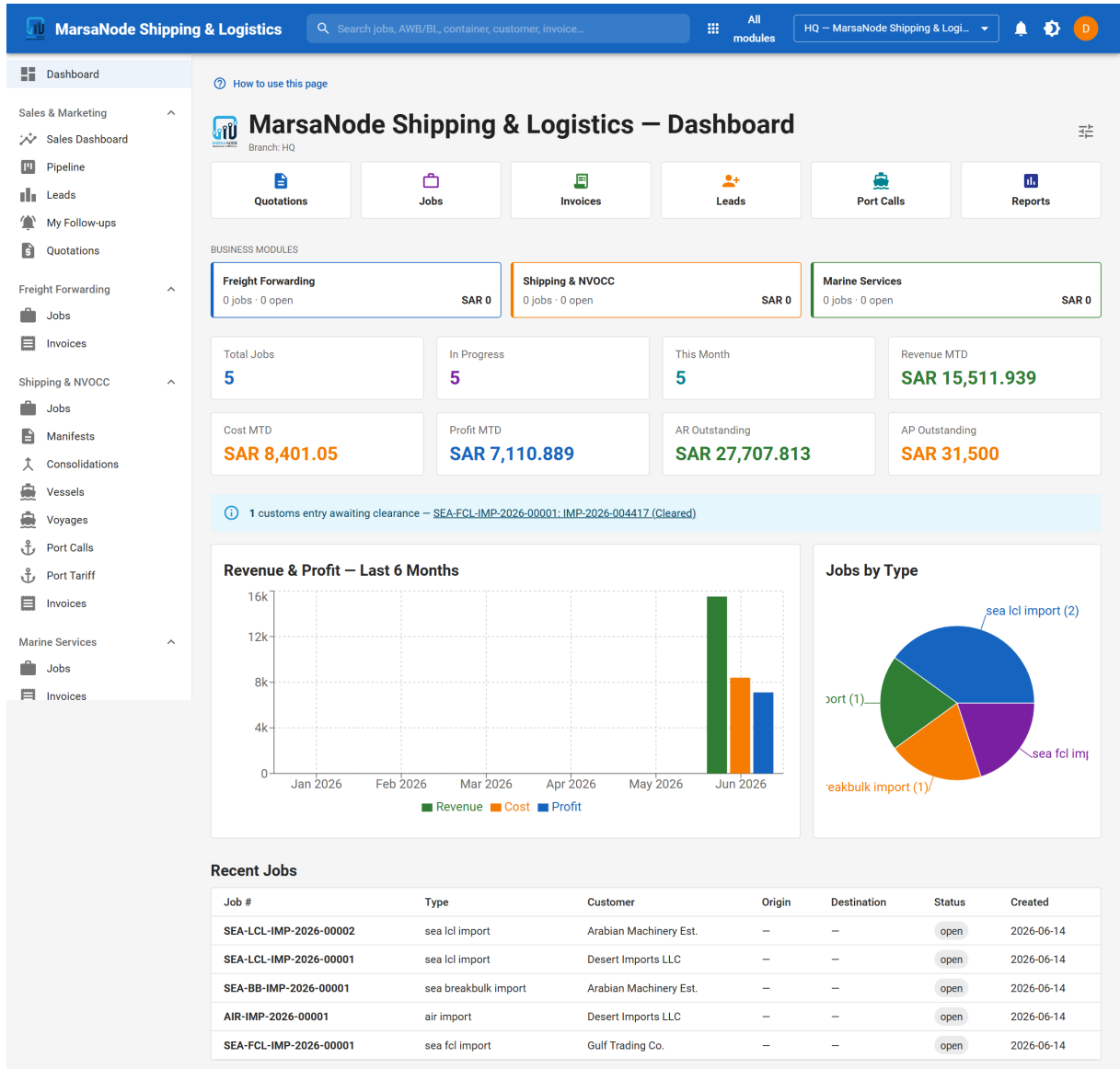
MARSANODE ERP

One platform for Freight forwarding, NVOCC and
Vessel agency — built for the GCC.

Product Brochure

Run your entire freight & shipping business in one place

A modern, web-based ERP that manages the full lifecycle of every shipment and port call — from quotation and booking to documentation, customs, finance and final settlement — with per-job profit visibility and deep GCC localisation. Multi-branch and multi-currency from the ground up, so one platform runs your whole group.



The screenshot displays the MarsaNode Shipping & Logistics dashboard. The interface includes a top navigation bar with a search function and a sidebar menu on the left. The main content area features a 'MarsaNode Shipping & Logistics – Dashboard' header, followed by a grid of business modules: Freight Forwarding, Shipping & NVOCC, and Marine Services, each showing 0 jobs and 0 open status. Below this is a summary section with metrics for Total Jobs (5), In Progress (5), This Month (5), Revenue MTD (SAR 15,511.939), Cost MTD (SAR 8,401.05), Profit MTD (SAR 7,110.889), AR Outstanding (SAR 27,707.813), and AP Outstanding (SAR 31,500). A notification banner indicates 1 customs entry awaiting clearance. The dashboard also includes a 'Revenue & Profit – Last 6 Months' bar chart and a 'Jobs by Type' pie chart. The 'Recent Jobs' table at the bottom lists various job entries with their details.

Job #	Type	Customer	Origin	Destination	Status	Created
SEA-LCL-IMP-2026-00002	sea lcl import	Arabian Machinery Est.	–	–	open	2026-06-14
SEA-LCL-IMP-2026-00001	sea lcl import	Desert Imports LLC	–	–	open	2026-06-14
SEA-BB-IMP-2026-00001	sea breakbulk import	Arabian Machinery Est.	–	–	open	2026-06-14
AIR-IMP-2026-00001	air import	Desert Imports LLC	–	–	open	2026-06-14
SEA-FCL-IMP-2026-00001	sea fcl import	Gulf Trading Co.	–	–	open	2026-06-14

Operations & finance dashboard

Why teams choose it

- **All-in-one:** operations, documents, customs/compliance, finance, sales and vessel agency in a single system — no spreadsheets, no silos.
- **Profit on every job:** live revenue, cost and margin per shipment, rolled up to branch and group.
- **Built for the GCC:** bilingual Arabic/English tax invoices with the ZATCA QR code, country-specific VAT, and customs duty/HS handling.
- **Multi-branch, multi-currency:** each office keeps its own books, numbering, currency and identity, with a one-click group view.
- **Fast to deploy, easy to use:** runs in the browser, with in-app help on every screen.

What's inside

Operations & Documentation

- Job files for Air, Sea (FCL/LCL/Break-bulk), Land and Customs — with type-specific fields.
- One-click shipping documents: B/L, AWB, Delivery Order, Arrival Notice, Manifest, Booking Confirmation, POD.
- Public track-&-trace link and automatic status emails to customers.
- Document checklist per job type with expiry tracking and versioning.
- Manifest import from CSV/Excel with ISO 6346 container-number validation and HS-code scrubbing.

Sales & CRM

- Lead pipeline (kanban) with weighted forecast and one-click convert-to-quotation.
- Quotations with rate-card / carrier-tariff pricing, branded PDF, online acceptance, revisions.
- Sales dashboard: funnel, win/loss, source ROI, owner leaderboard — in your branch currency.

Rating & Schedules

- Carrier tariffs (buy/sell per lane) with air weight-break (slab) rates.
- Automatic surcharges (FSC, ISPS, BAF...) applied with the tariff.
- Sailing/flight schedules linked to jobs to auto-fill ETD/ETA.

Customs & Compliance (GCC-ready)

- HS-code library with customs duty + country VAT; landed duty/VAT calculated per shipment.
- 8-digit ⇄ 12-digit HS code support for the GCC transition.
- Dangerous Goods: IMDG classes, automatic segregation checks, DG declaration form.
- Customs-entry tracking (declaration number, status, clearance dates) with dashboard alerts.
- Cargo-release control: release only when the B/L is surrendered and invoices are paid; secure e-Delivery Order with verification QR.

Finance

- Double-entry General Ledger with post-to-GL workflow.
- AR (invoices, receipts, credit notes, statements, dunning, aging) and AP (bills, approval, payments, debit notes).
- Batch settlement: one customer receipt across several invoices (with a Receipt Voucher) and one vendor payment across several bills (with a Payment Advice).
- Payment Vouchers for direct cash / cheque / online payment of job costs — printed for accounts and posted to the job and the ledger.
- Per-currency statements of account, and company bank details that print per document currency (e.g. KWD for local, USD for foreign).
- Realised FX gain/loss, multi-currency P&L, Trial Balance, P&L, Balance Sheet, bank reconciliation.
- Per-branch books with consolidated group roll-up.

Vessel Agency & NVOCC

- Principals, agency appointments and voyage rotations.
- PDA → FDA disbursement accounting: tariff-based estimate, principal funding, actuals with vouchers, variance and settlement.
- Demurrage & detention engine (free days + tiered rates) with auto-invoicing.
- Break-bulk W/M pricing and third-party vendor (stevedore/crane/transport) management.
- LCL/CFS de-stuffing with surplus/shortage tally and cost apportionment across house B/Ls.
- Husbandry & crew: crew change, Cash-to-Master, ship supply & bunkers.

GCC Localisation

- Bilingual Arabic + English tax invoices, quotations and statements.
- Saudi ZATCA Phase-1 QR code on tax invoices.
- Country-specific VAT (Saudi 15%, UAE 5%, Bahrain 10%, Oman 5%, Qatar/Kuwait 0%...).
- Integration-ready for regional customs/port EDI (FASAH, Mawani, Bayan, Mirsal 2...) as you onboard.

Platform & Administration

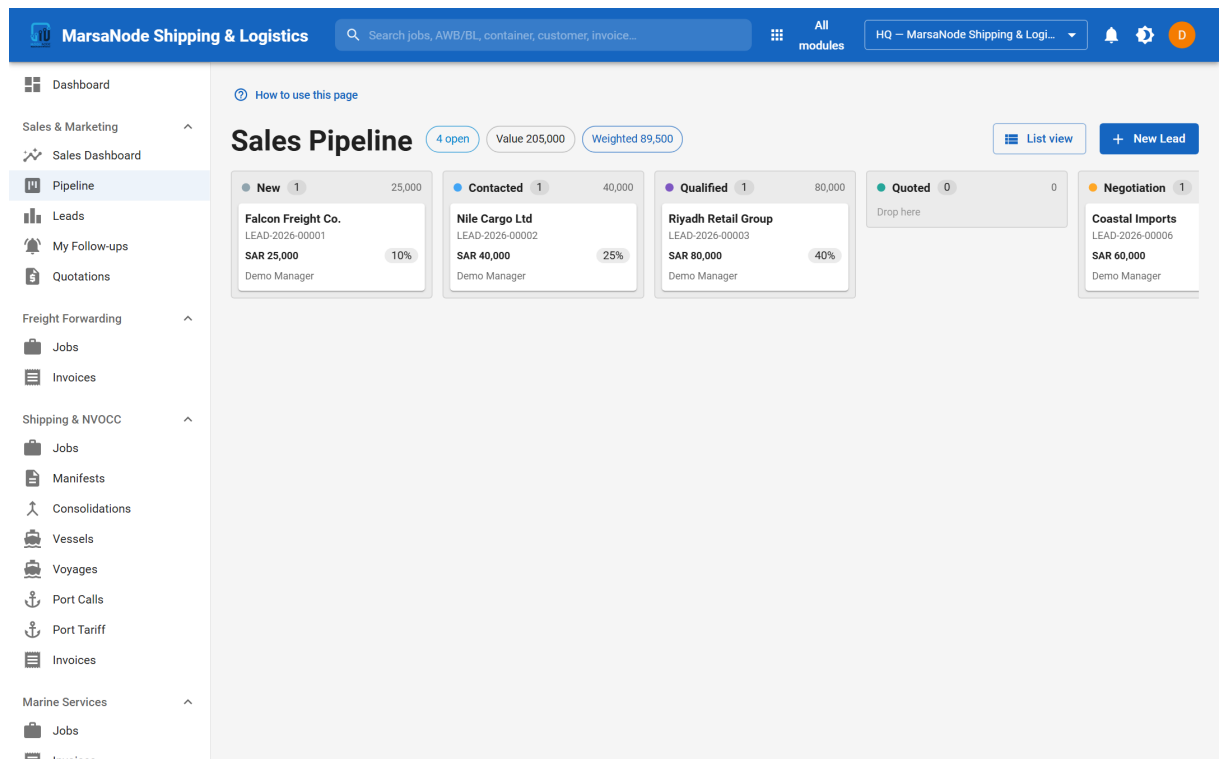
- Multi-branch / multi-company with per-branch identity (logo, letterhead, email) on documents.
- Granular role-based permissions down to the sub-module (role × module/sub-module × action), with custom roles.
- Modules / Editions: switch whole modules on or off to ship the right edition per customer.
- Backup & Disaster Recovery: scheduled full backups (database + files + config) to a Storage Box or S3, and one-command restore onto a new server.
- Company branding, SMTP per branch, encrypted secrets.
- Self-healing deployment that survives reboots and updates.

Reporting & Business Intelligence

- Operations + finance dashboard with month-to-date KPIs, quick-access cards and alerts.
- A Reports Centre with profitability (job & customer), GCC VAT return, cash-flow forecast, charge-code margin, demurrage exposure, quotation win-rate, carrier activity, PDA/FDA variance and document-expiry — all branch-currency aware.
- **Custom Report Builder:** users build their own ad-hoc reports — pick any fields, reorder, filter and export to Excel / CSV / PDF — no developer needed.
- Financial statements and reconciliations; sales analytics.

A look inside

A few of the screens your team works in every day — clean, fast and consistent across every module.



MarsaNode Shipping & Logistics Search jobs, AWB/BL, container, customer, invoice... All modules HQ – MarsaNode Shipping & Logi... D

Dashboard

Sales & Marketing

Sales Dashboard

Pipeline

Leads

My Follow-ups

Quotations

Freight Forwarding

Jobs

Invoices

Shipping & NVOCC

Jobs

Manifests

Consolidations

Vessels

Voyages

Port Calls

Port Tariff

Invoices

Marine Services

Jobs

Invoices

How to use this page

Sales Pipeline

4 open Value 205,000 Weighted 89,500

List view + New Lead

Stage	Count	Value
New	1	25,000
Contacted	1	40,000
Qualified	1	80,000
Quoted	0	0
Negotiation	1	60,000

Drop here

Lead	Lead ID	SAR	Progress
Falcon Freight Co.	LEAD-2026-00001	SAR 25,000	10%
Nile Cargo Ltd	LEAD-2026-00002	SAR 40,000	25%
Riyadh Retail Group	LEAD-2026-00003	SAR 80,000	40%
Coastal Imports	LEAD-2026-00006	SAR 60,000	

Sales pipeline — drag leads through stages with a weighted forecast

MarsaNode Shipping & Logistics
All modules | HQ - MarsaNode Shipping & Logi...

SEA-FCL-IMP-2026-00001 open

sea fcl import

Edit Close Void

Shipment

Customer: Gulf Trading Co.
Route: INNSA → SAJED
Carrier: - | **Agent:** -
ETD: 2026-05-25 | **ETA:** 2026-06-17
MAWB/MBL: OCLU0120418 | **HAWB/HBL:** -
Cargo: 120 pcs | 21000.000 kg | 58.000 CBM

Profit & Loss (in SAR)

Revenue	Cost	Profit
12,850.00	8,400.00	4,450.00 (34.6%)

Parties

Shipper: Bharat Minerals Pvt Ltd
Consignee: Gulf Trading Co.
Notify: -

[Extend to module](#)

[COST SHEET](#) |
 [PARTIES \(2\)](#) |
 [CONTAINERS \(2\)](#) |
 [ROUTE LEGS \(0\)](#) |
 [MILESTONES \(6\)](#) |
 [DOCUMENTS \(0\)](#) |
 [CUSTOMS](#) |
 [DANGEROUS GOODS](#) |
 [DEM >](#)

₪ Apply Rate Card
₪ Apply Carrier Tariff

[+ Add Revenue](#)

Revenue Lines

Charge	Description	Qty	Rate	Amount	Est. Cost	Cur	Amount (SAR)
OF	Ocean Freight	2.000	4,800.00	9,600.00	-	SAR	9,600.00
THC	Terminal Handling	2.000	350.00	700.00	-	SAR	700.00
DOC	Documentation	1.000	150.00	150.00	-	SAR	150.00
CUS	Customs Clearance	1.000	600.00	600.00	-	SAR	600.00
TR	Trucking / Cartage	2.000	900.00	1,800.00	-	SAR	1,800.00
Total							SAR 12,850.00

[+ Add Cost](#)

Cost Lines

Charge	Vendor	Description	Qty	Rate	Amount	Cur	Amount (SAR)
OF	Oceanic Lines	Ocean Freight	2.000	3,900.00	7,800.00	SAR	7,800.00
THC	Oceanic Lines	Terminal Handling	2.000	300.00	600.00	SAR	600.00
Total							SAR 8,400.00

Job file — the full shipment lifecycle, costs and margin in one place



MarsaNode Shipping & Logistics

All modules
HQ - MarsaNode Shipping & Logi...

D

Dashboard

Sales & Marketing

- Sales Dashboard
- Pipeline
- Leads
- My Follow-ups
- Quotations

Freight Forwarding

- Jobs
- Invoices

Shipping & NVOCC

- Jobs
- Manifests
- Consolidations
- Vessels
- Voyages
- Port Calls
- Port Tariff
- Invoices

Marine Services

- Jobs
- Invoices

← **INV-2026-00001** partial

Post to GL
Void
Quick Print
Tax Invoice (PDF)

i This invoice is a draft. Post it to the general ledger to lock it and enable receipts & credit notes.

Invoice Details

Customer: Gulf Trading Co.
Job: SEA-FCL-IMP-2026-00001
Issue Date: 2026-06-14
Due Date: 2026-06-29
Currency: SAR

Amounts

<small>Subtotal</small>	<small>Tax</small>	<small>Total</small>
SAR 12,850.00	SAR 1,927.50	SAR 14,777.50
<small>Paid</small>	<small>Balance Due</small>	
SAR 7,388.75	SAR 7,388.75	

Receipts

Receipt #	Date	Method	Reference	Amount
REC-2026-00001	2026-06-14		-	SAR 7,388.75

Credit Notes

Credit Note #	Date	Reason	Amount	Print
No credit notes				

Branded, GCC-ready tax invoice

MarsaNode powered by Q8Digital ERP Product Brochure | Version 1.3

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MarsaNode Shipping & Logistics
All modules | HQ - MarsaNode Shipping & Logi...

Reports Centre

How to use this page

Build your own

Custom Report Builder

Pick any fields, reorder, filter and export an ad-hoc report to Excel / CSV / PDF.

Report Packs

Branded KPI + chart packs per customer (status) or principal (workflow) – PDF & Excel.

Report Designer

Compose your own report from drag-and-drop blocks (headings, text, tables) and save it as a template.

Operations & Profit

Job Profitability

Revenue, cost and margin for every job – ranked & filterable.

Estimated vs Actual Cost

Per-job estimated vs actual cost and the variance – where jobs beat or missed their cost plan.

Customer Profitability

Revenue, margin and open AR per customer – find your best accounts.

Charge-Code Margin

Revenue, cost and margin by charge code / service – where the margin comes from.

Profit & Loss

Revenue, cost and margin grouped by job type, customer or month.

Shipment Volume

Job counts, weight and volume by group.

Compliance

Documents Expiry Register

Documents expired or expiring soon, across all jobs – for compliance follow-up.

Receivables, Payables & Tax

AR Aging

Outstanding customer balances by age bucket.

AP Aging

Outstanding vendor balances by age bucket.

GCC VAT Return

Output vs input VAT and net payable for the period – country-aware.

Cash-Flow Forecast

Expected inflows and outflows by due date, with running net position.

Vessel Agency & Equipment

PDA vs FDA Variance

Proforma vs final disbursement per port call, funds and balance due/refund.

Demurrage & Detention Exposure

Accruing/charged D&D per job from container dates and tariffs.

Carrier Activity

Per-carrier shipments, weight, volume, revenue and last shipment.

Sales Performance

Quotation Win-Rate

Win rate, quote-to-job conversion and won vs open pipeline value.

Financial Statements

Income Statement (P&L)

Revenue and expense by account over a period.

Balance Sheet

Assets, liabilities and equity as of a date.

Trial Balance

All account balances – debits equal credits.

AR/AP Reconciliation

Sub-ledger vs the general ledger.

Bank Reconciliation

Match receipts/payments to bank statement lines.

General Journal

Every posted journal entry.

Sales

Sales Dashboard

Funnel, win/loss, source ROI and weighted forecast.

Reports Centre — profitability, VAT, cash-flow and more, branch-currency aware

MarsaNode Shipping & Logistics
All modules

PC-2026-00001

MV Pioneer Star at Jeddah Islamic Port (SAJED) alongside → departed

Purpose	Berth	ETA	ATA
cargo_ops	Berth 14	2026-06-14	—
ETD	ATD	Owner	Principal
2026-06-16	—	Pioneer Owners Ltd	Pioneer Ship Management
Agency Type	Voyage	Nomination Ref	Cargo
Full Agency	PS-2026-07	NOM-77120	Bulk steel coils

ADVANCE DA (\$12,305) FINAL DA (\$12,920.25) + Add Line

PDA: Approved / Funded Funded: 48,000 - by Demo Manager Generate from Tariff PDA PDF

Charge Code	Description	Amount	Currency	Rate	Amount (Base)	Vendor	Ref	Voucher
—	Agency Fee	1,500	SAR	1.000000	1,500	—	—	—
—	Pilotage (in & out)	2,775	SAR	1.000000	2,775	—	—	—
—	Towage	3,700	SAR	1.000000	3,700	—	—	—
—	Berth / Port Dues	1,480	SAR	1.000000	1,480	—	—	—
—	Berth Hire	1,600	SAR	1.000000	1,600	—	—	—
—	Mooring / Unmooring	600	SAR	1.000000	600	—	—	—
—	Garbage Removal	250	SAR	1.000000	250	—	—	—
—	Fresh Water Supply	400	SAR	1.000000	400	—	—	—
Total (advance)					\$12,305			

Husbandry & Crew

Crew Changes + Add

Crew	Rank	Type	Visa	OK to Board	Status
Capt. A. Rahman <small>IN</small>	Master	Sign Off	Approved	Yes	Completed
J. Santos <small>PH</small>	Chief Officer	Sign On	Approved	Yes	In Progress

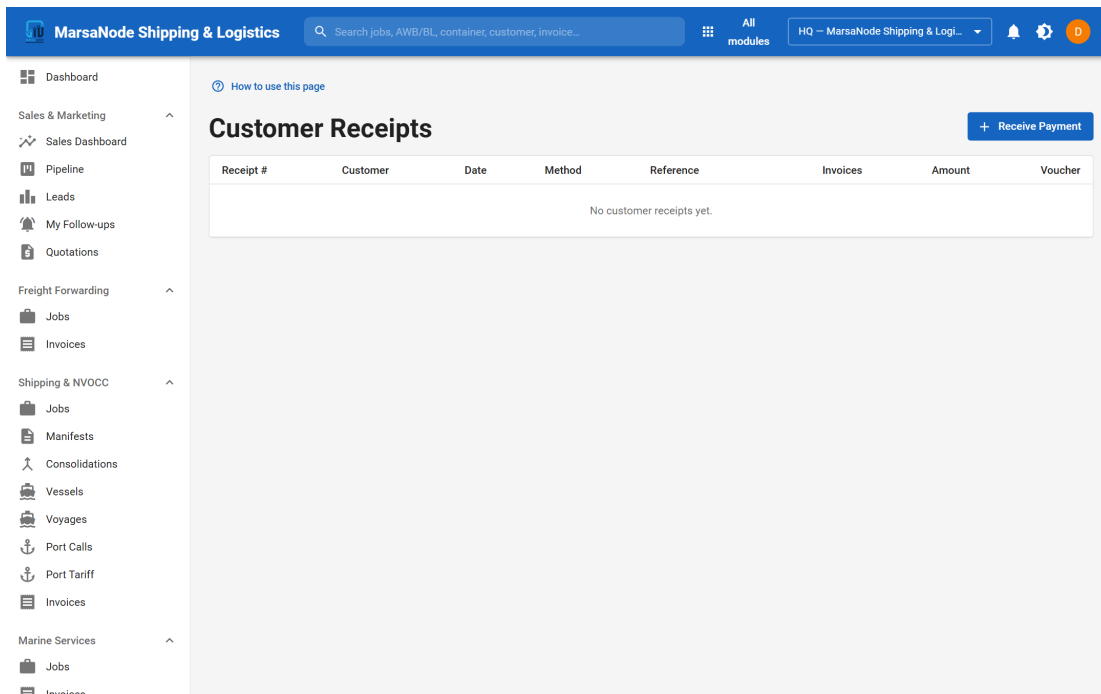
Cash to Master (CTM) + Add

Amount	Purpose	Delivered To	Receipt	Status
USD 15,000	Crew Wages	Capt. A. Rahman	CTM-3391	Acknowledged

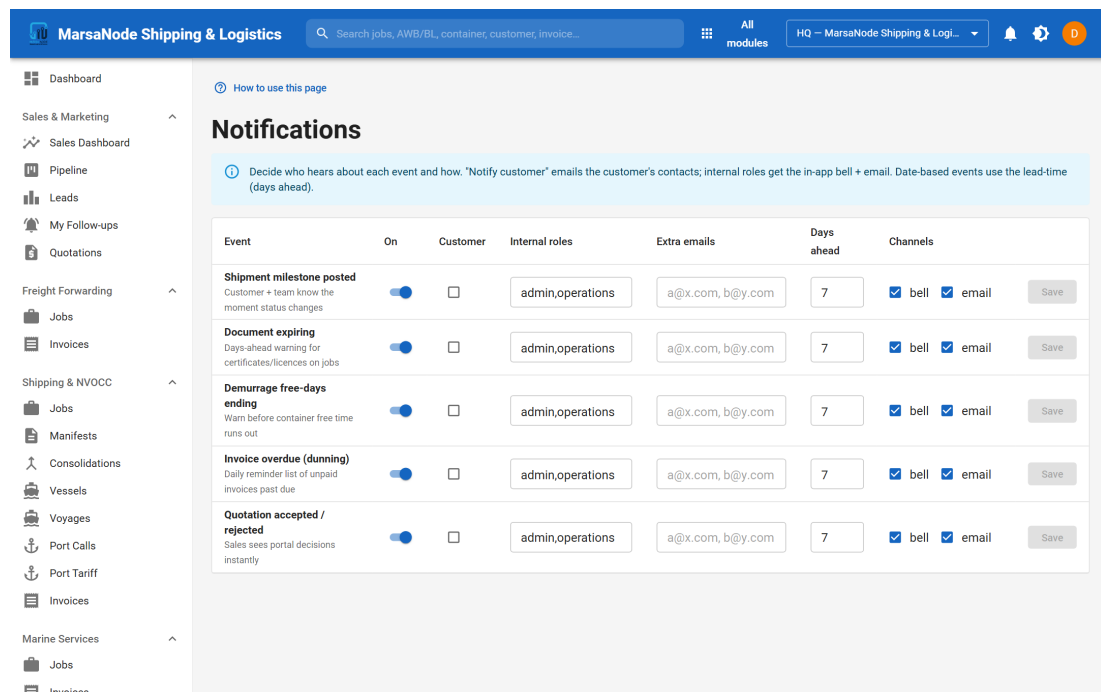
Husbandry / Ship Supply + Add

Service	Vendor	Qty	Amount	Status
Fresh Water <small>200 MT potable water</small>	Gulf Stevedores	200 MT	SAR 1,200	Delivered
Provisions / Stores <small>Fresh provisions & stores</small>	Gulf Stevedores	—	SAR 3,400	Ordered

Vessel agency — PDA/FDA disbursement accounting per port call

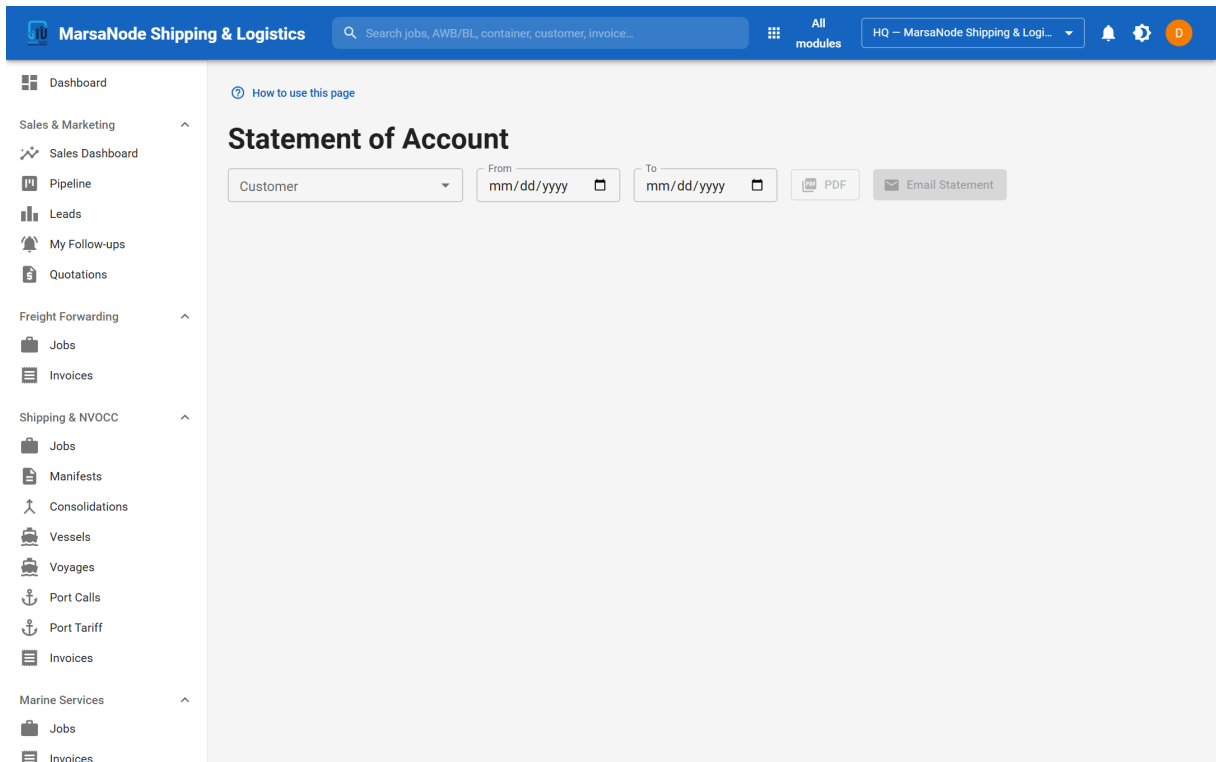


Customer receipts — settle several invoices in one batch



Event	On	Customer	Internal roles	Extra emails	Days ahead	Channels	
Shipment milestone posted Customer + team know the moment status changes	<input checked="" type="checkbox"/>	<input type="checkbox"/>	admin,operations	a@x.com, b@y.com	7	<input checked="" type="checkbox"/> bell <input checked="" type="checkbox"/> email	Save
Document expiring Days-ahead warning for certificates/licences on jobs	<input checked="" type="checkbox"/>	<input type="checkbox"/>	admin,operations	a@x.com, b@y.com	7	<input checked="" type="checkbox"/> bell <input checked="" type="checkbox"/> email	Save
Demurrage free-days ending Warn before container free time runs out	<input checked="" type="checkbox"/>	<input type="checkbox"/>	admin,operations	a@x.com, b@y.com	7	<input checked="" type="checkbox"/> bell <input checked="" type="checkbox"/> email	Save
Invoice overdue (dunning) Daily reminder list of unpaid invoices past due	<input checked="" type="checkbox"/>	<input type="checkbox"/>	admin,operations	a@x.com, b@y.com	7	<input checked="" type="checkbox"/> bell <input checked="" type="checkbox"/> email	Save
Quotation accepted / rejected Sales sees portal decisions instantly	<input checked="" type="checkbox"/>	<input type="checkbox"/>	admin,operations	a@x.com, b@y.com	7	<input checked="" type="checkbox"/> bell <input checked="" type="checkbox"/> email	Save

Proactive notifications — ETA changes, expiries and overdue alerts



Statement of account — per customer, per currency

Deployment & support

- **Hosting:** secure cloud deployment, your own database, daily backups.
- **Branding:** your logo, colours and document letterheads.
- **Onboarding:** data setup, user training and the included how-to manual.
- **Scales with you:** from a single office to a multi-branch group.

Ready for a demo? **MARSA NODE** Powered by **Q8DIGITAL**

• Website: www.marsanode.com • Email: info@q8digital.com