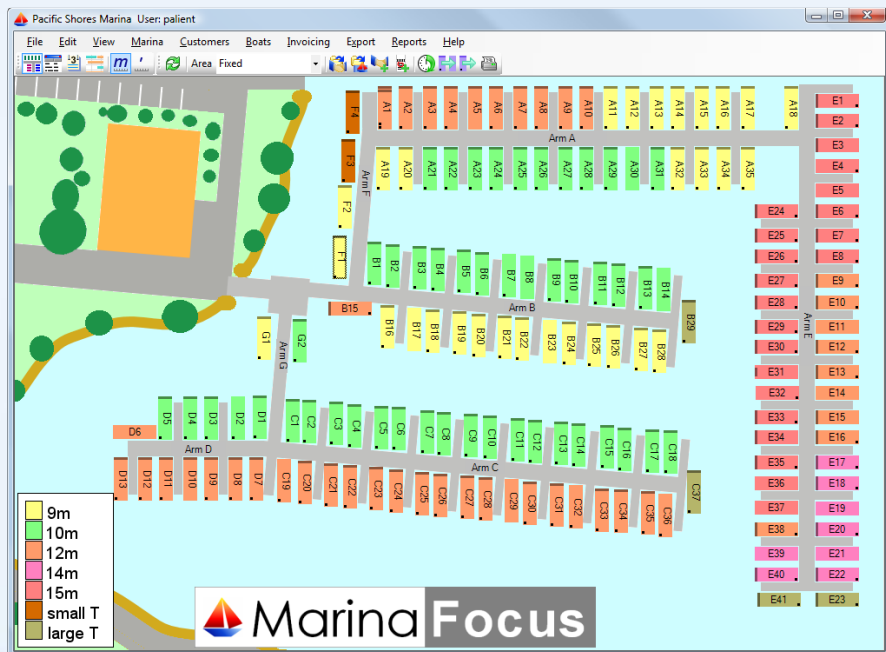
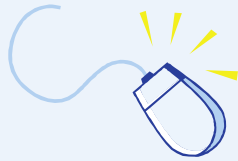




# Marina Focus

Click [here](#) to find a better way  
to manage your Marina



Marina Focus is the new software program specifically designed to effectively manage Marinas, Harbours and Yacht Clubs.

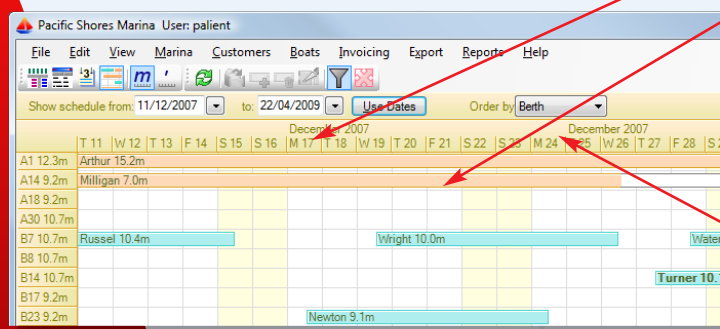
Software specialists, Palient have used the latest programming technologies to develop an up-to-date marina management system which is both powerful enough to provide the tools to successfully manage the marina and maximise its revenue, yet is quick and easy to use.

# Why choose Marina Focus ?

## Marina Focus helps Managers:

- Increase revenue using the Scheduling module
- Increase staff productivity
- Control debtors

## Scheduler View

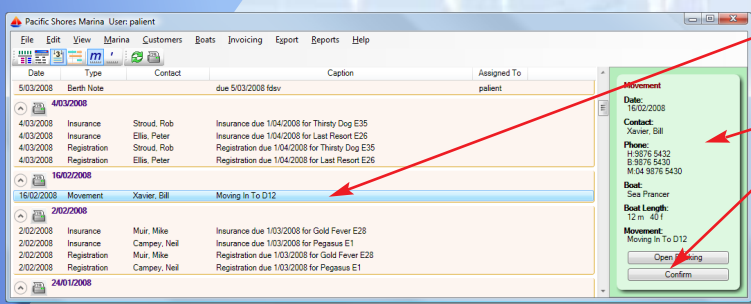


- Orange bars denote permanent agreements - blue bars show casual bookings
- Immediate view of occupancy and vacancies
- Berth enquiries and prices can be quickly processed
- Add scheduled absences for sub-letting increasing profitability
- Move agreements to maximise occupancy by boat size

## Marina Focus saves staff time and effort by streamlining daily operations:

- Provides operational staff with relevant information
- Automates time consuming procedures
- Allows easy access to all historical records
- Eliminates duplication

## Diary



- Shows all events due to happen today and those still outstanding
- Summary event information instantly visible
- Completed events can be quickly processed
- Ensures temporary staff know everything that should be happening
- Provides better service to customers as all staff are informed

"The move onto Marina Focus has been quick and easy and already we cannot imagine running the marina without it. We now know precisely how well our marinas are performing."  
**Wayne Shepherd, Marina Manager for d'Albora Marinas**

## Marina Focus keeps owners better informed with management reports:

- Provides statistical analysis on occupancy
- Provides actual compared to potential revenue reports by berth type and berth
- Saves staff time by eliminating unnecessary functions

### Statistics

- Revenue and occupancy rates distributed by berth type
- Occupancy rates show available and occupied metre nights
- Potential and Actual revenue

Marina Focus Pacific Shores Marina 24/04/2008 10:15 AM																
Statistics Report From 01/03/2008 Up to 01/04/2008																
All amounts exclude GST																
Berth Type	Berths		Nights		Metres (for period)			Revenue		Revenue per Berth		Revenue per Night		Revenue per Metre		
	Available	Occupied	Available	Occupied	%	Available	Occupied	%	Available	Total	Available	Occupied	Available	Occupied	Available	Occupied
<b>All Agreements</b>																
Fixed																
12m Berth	49	38.90	1426	1200	84.57	17640	12097	73.03	30527.27	29115.47	507.73	671.29	19.31	21.65	1.49	2.01
8m Berth	49	38.90	1426	909	63.74	8599	8947	69.34	13636.37	12088.62	402.96	412.28	13.00	13.30	1.41	2.07
10m Berth	49	46.15	1519	1430	94.14	16263	12480	76.82	20660.94	25539.72	521.20	653.64	19.91	17.89	1.57	2.05
14m Berth	8	5.32	248	155	65.53	3422	1737	50.75	6763.64	3702.05	402.76	695.64	14.93	22.44	1.08	2.13
15m Berth	22	15.52	692	461	70.53	10435	6726	64.46	21879.00	15383.02	699.32	990.13	22.53	31.94	1.47	2.28
T Head Large	4	4.00	124	124	100.00	3180	3180	100.00	5440.00	5440.00	1360.00	1360.00	49.87	49.87	1.73	2.22
T Head Small	2	2.00	62	62	100.00	1399	1145	82.59	2545.45	2902.00	1300.00	1200.00	41.94	41.94	1.87	2.27
Total	161	141.19	4991	4377	87.70	60745	43311	71.30	109960.62	90847.00	564.27	643.43	19.20	20.76	1.50	2.10

## Marina Focus - solution for clubs and point of sale

- Integration with proven MicroPower software
- Member and Financial modules give complete membership solution
- Synchronisation of customers, invoice and Debtor records
- Point of Sale and Stock modules for chandlery and fuel sales

## Additional modules to help manage your marina include:

- Berth Ownership
- Rental Pools
- Managed Berths
- Accounts Links

## Marina Focus - the benefits

- Map of the marina provides easy access to agreements
- Easier office procedures with all data in one place
- Multi-user so that everybody who needs it has the information at their fingertips
- Increases berth occupancy with easier access to berth availability
- Multiple fees allow the marina to offer extra products / services increasing profit potential
- Links to accounts saves time and ensures accuracy of data avoiding duplication
- Better debtor control assists in making sure all accounts are settled
- Increases availability of information helping you to service your customers more effectively
- Mail-merges automatically generate reminders, letters or berth fee increases
- Feet/Metres conversion
- Latest Microsoft platform ensures that your investment has the longest life
- Additional revenue opportunities from Rental pool, managed berths and berth sub-letting modules

"I find Marina Focus very easy to use. If I do have any query then Patient are always very patient and helpful no matter how easy or hard my question"

Janelle Holder, Office Manager for Tin Can Bay Marina, Queensland



# Marina Focus – the ongoing solution for your marina management

Palient's software support provides full telephone support and continuing updates to Marina Focus ensuring that your Program is always up-to-date and therefore safeguards your investment.

## Program Setup

Palient can help draw your marina map and import data.

## On-Site Training

We will help you get the best out of the program by providing on-site training. We can also customise Marina Focus to your individual marina requirements.

## Telephone Support

Our telephone support enables you to speak to an expert who will answer your query quickly and efficiently.

## Ongoing Improvements

We don't just sell you the program we listen to your feedback and incorporate your ideas to provide a better solution for your marina.

## Marina Focus Sales and Support Partners

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