

SOLVING THE GROWING **COMPLEXITY** OF
THE IMPORT SUPPLY CHAIN.

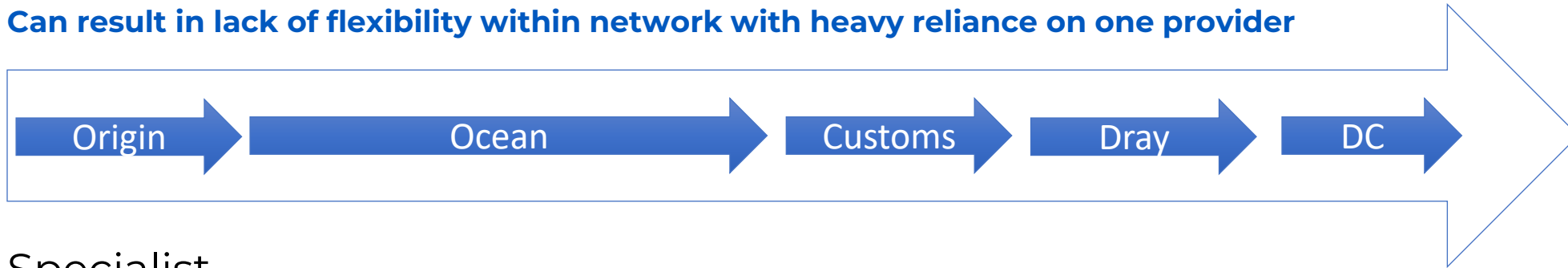
AGENDA

- Generalist To Specialist: Going Deeper.
- Enterprise System To Micro System: The Shift.
- Evolution and Innovation: The Journey.

Generalist To Specialist

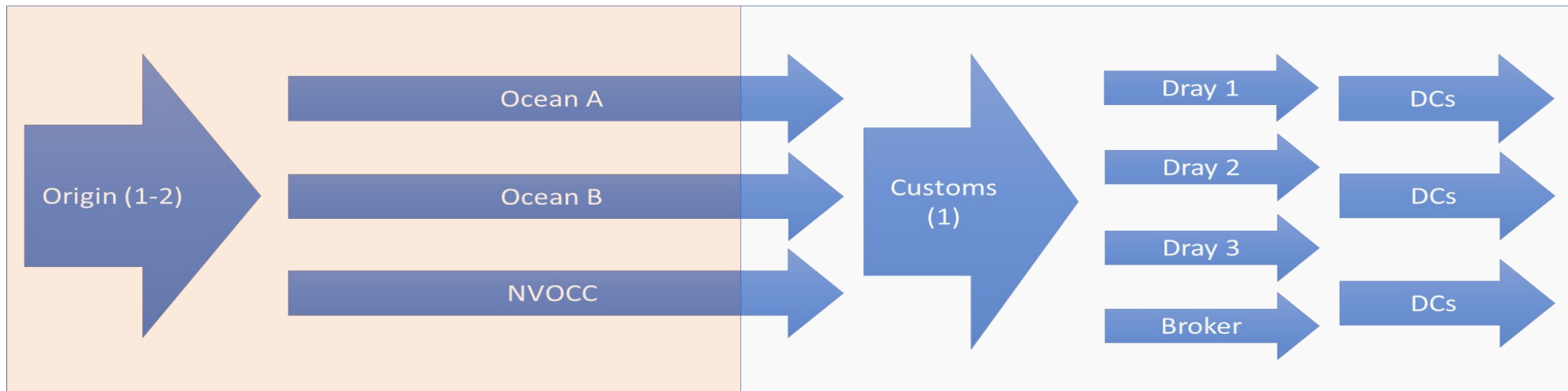
Generalist

Can result in lack of flexibility within network with heavy reliance on one provider

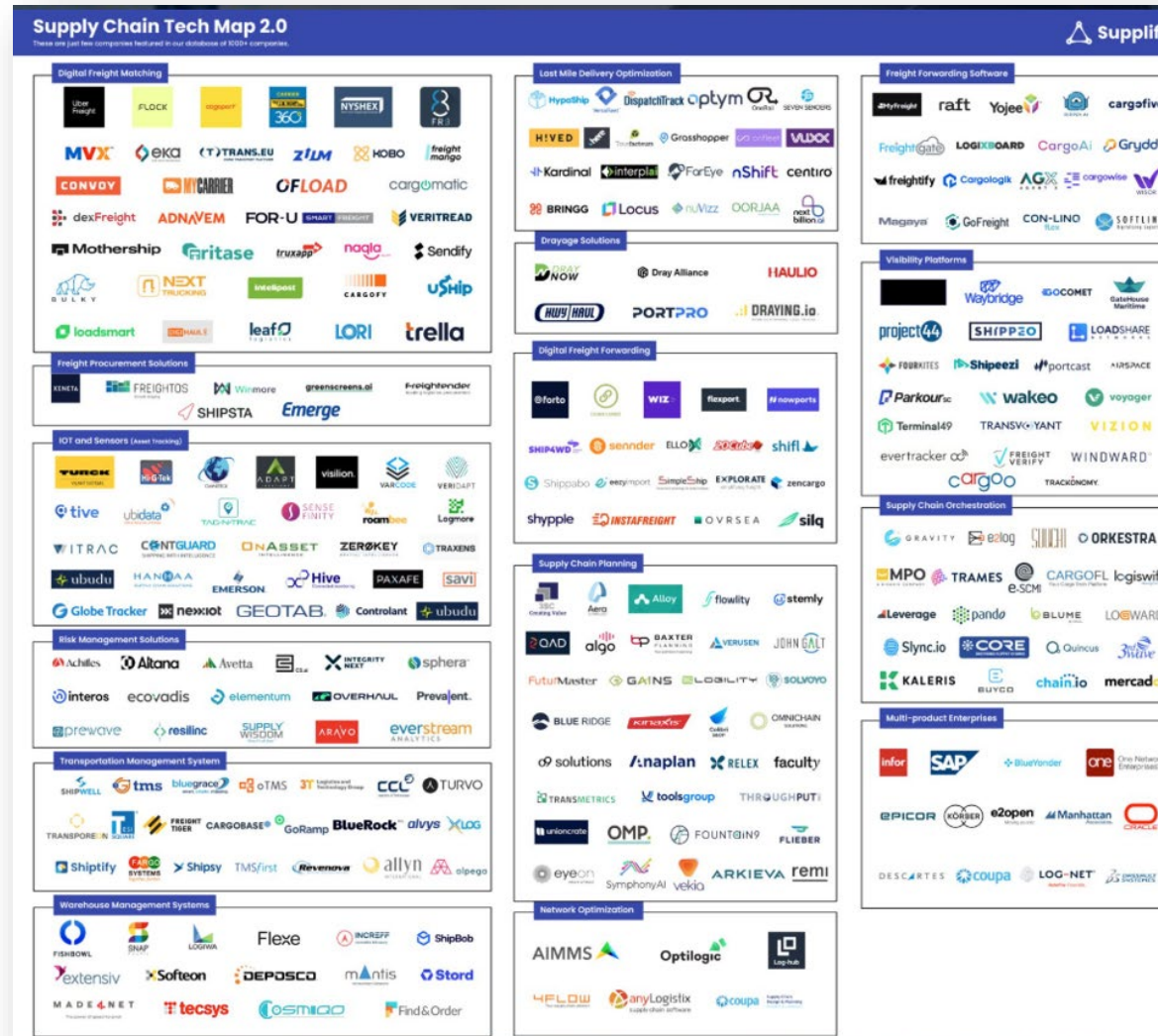


Specialist

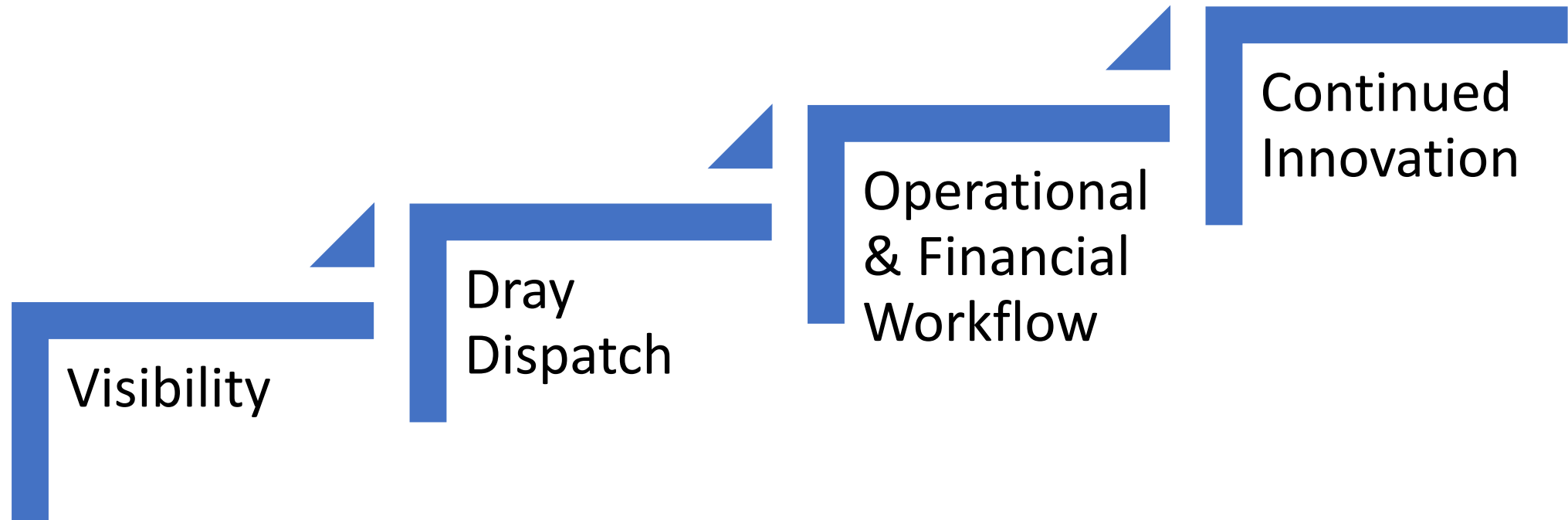
Flexible network with direct and forwarder/broker contracts for best cost and service



Enterprise System To Micro System



Evolution



Visibility

- **Websites:** No longer going to multiple ocean/terminal/rail websites for information.
- **Excel Files:** Consuming excel files into platforms to be part of the data set.
- **Emails:** Eliminating emails between stakeholders to “share visibility”. Now all on one platform.
- **Operational vs Corporate:** General understanding that the data sets may be needed in different platforms for different use.

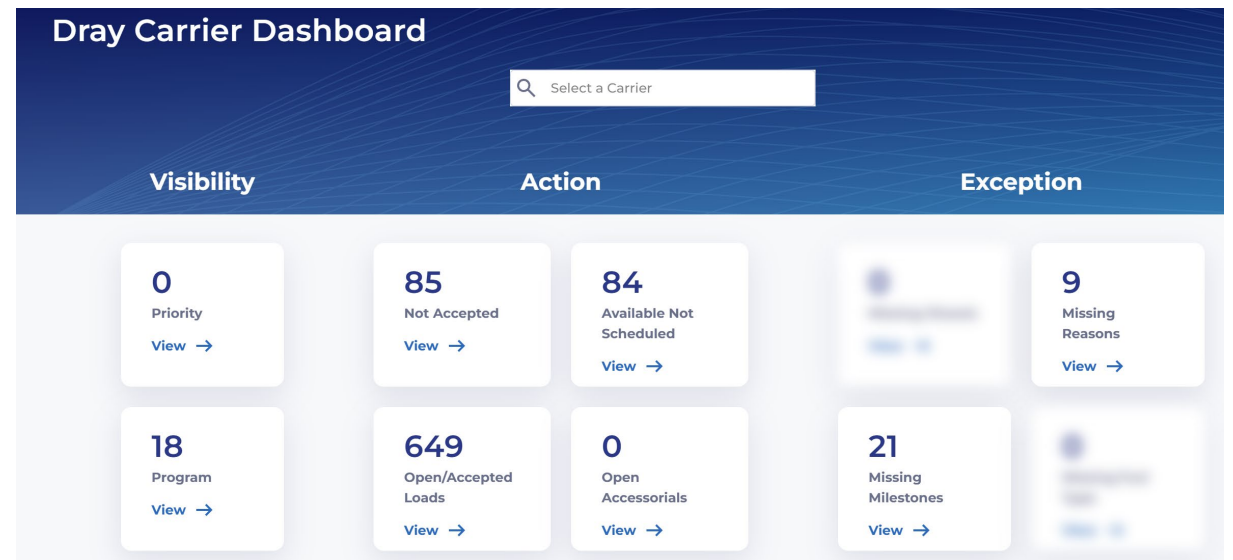
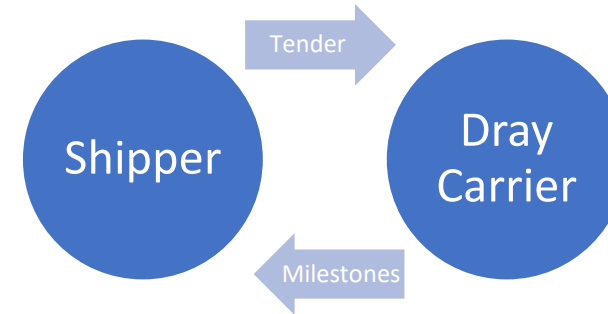
Result: Decreased operational workload for the shipper and faster updates on container status.



Dray Dispatch

- **Delivery Orders:** No longer PDF being sent via email
- **Handshake:** Systemic or platform tender/accept
- **Updates:** Milestones provided back from the dray carrier that aren't email
- **Shared View:** One location for a shared view between dray carrier and shipper for dray status

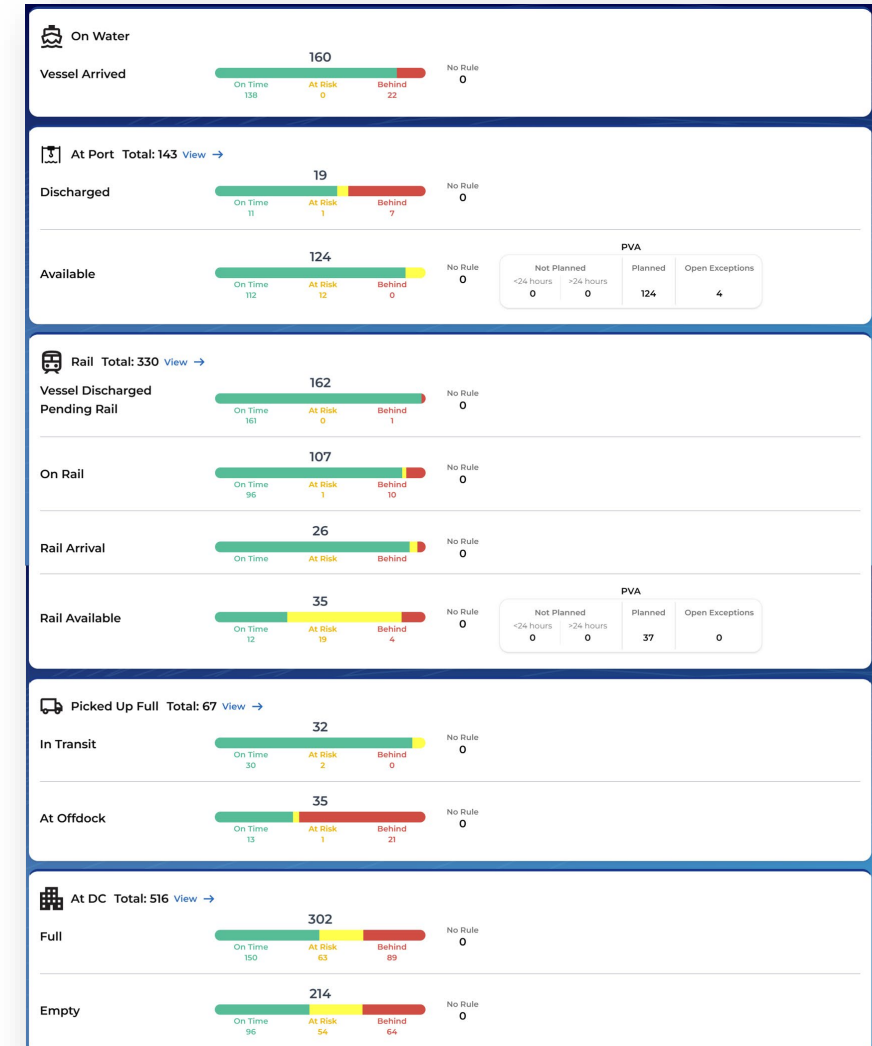
Result: Reduced costs in delivery order issuance, eliminate missed communication and reduced workload in collecting data.



Operational & Financial Workflow

- **Establishing Expectations:** Creating requirements and priority across stakeholders for performance.
- **Capturing Plan:** Capturing planned events from stakeholders for downstream planning and accountability.
- **Exception Management:** Proactive management at the stakeholder level as plan or timelines start to deviate
- **Cost Capture:** Capturing cost tied to exception at time of exception.

Result: Significant reduction in expense from proactive workflow, earlier trend identification for resolution and financial package built alongside execution for better control and audit.



Continued Innovation

- **Payment Process:** Utilizing market best practices to pay fees faster/lower markup.
- **Chassis Provisioning:** New solutions to the market for significant shipper savings/control.
- **Freight Audit:** Utilizing the operational workflow to pre-audit before invoice receipt.
- **Flow Stacks:** Aggregating volume across one or more shippers or dray carriers to create efficiencies at the port.
- **Street Turns:** Utilizing import containers for export moves for significant savings.

Result: Once building blocks in place, additional channels for innovation are unlocked.

Questions?



Thank You

