

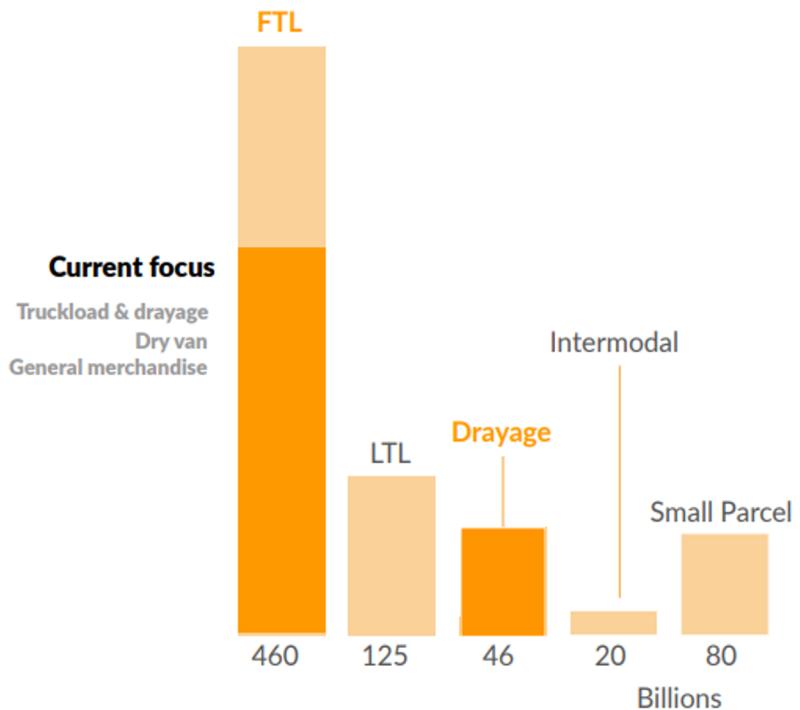
NEXT

Mission
Empower drivers.

\$800 Billion Trucking Industry



Trucking = 70% of all freight tonnage



Problems and Opportunities

Problems

1. Lack of transparency/technology. Extremely inefficient.



Brokers charge 25% commission

2. Trucker shortage - 97% industry turnover rate caused by low pay and forced dispatching. The increasing amount of workers comp insurance (companies with 5+ drivers) and enforcement of electric log devices (ELD) will increase the fragmentation of the industry

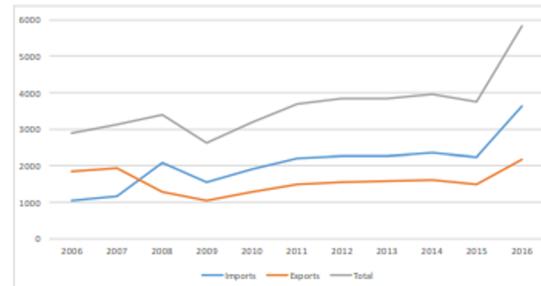


Opportunities

1. Strong dollars and strong buying power



2. More imports and exports

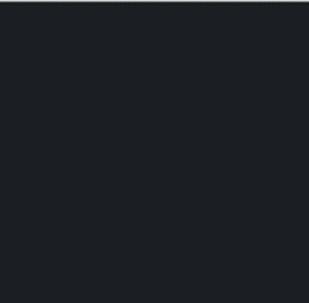
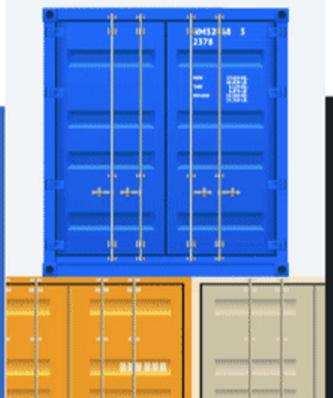


1st Trucker-centric Marketplace



NEXT



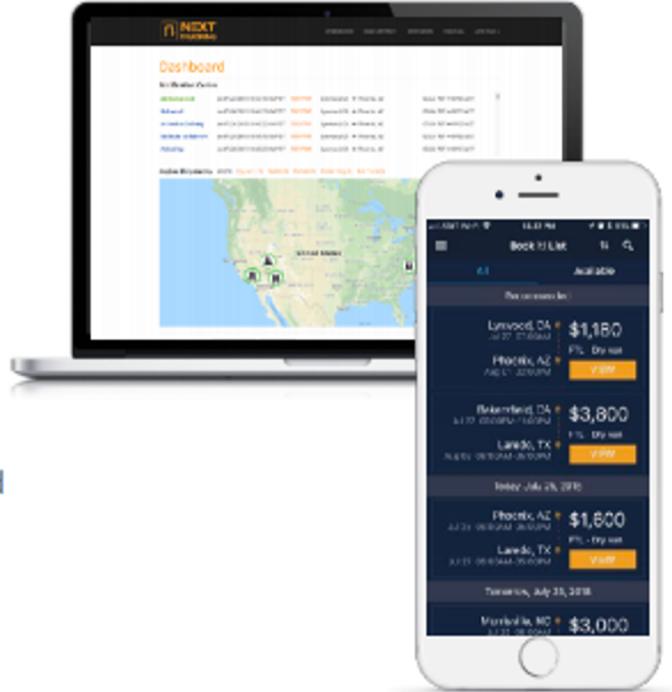


Vision
Painless freight.

Benefits

Shippers

- Access to Southern California's largest virtual fleet of drivers
- Real-time tracking
- Digital BOL & POD
- Faster cashflow
- Shield insurance
- Reviews
- Enterprise portal (EDI, API, locked prices)
- Walmart, Amazon's preferred vendor



Carriers

- Predictive load offering
- Fuel advance
- Quick Pay
- Advanced carrier routing
- Free fleet management system
- Community - walkie talkie/share image/video/location
- 10% average more earning
- Knowledgeable multi-lingual ops team

Our Growth and Future

Competitive Advantage: One-stop Logistics Solution



Terminal



Drayage



Warehousing



OTR



Distribution Center



Mitsui OSK Lines



- one of world's **largest** shipping companies
- **1253** vessels commuting to US ports, 6 world's largest container ships
- own **3 terminals** in the US and warehouses in **25 countries**

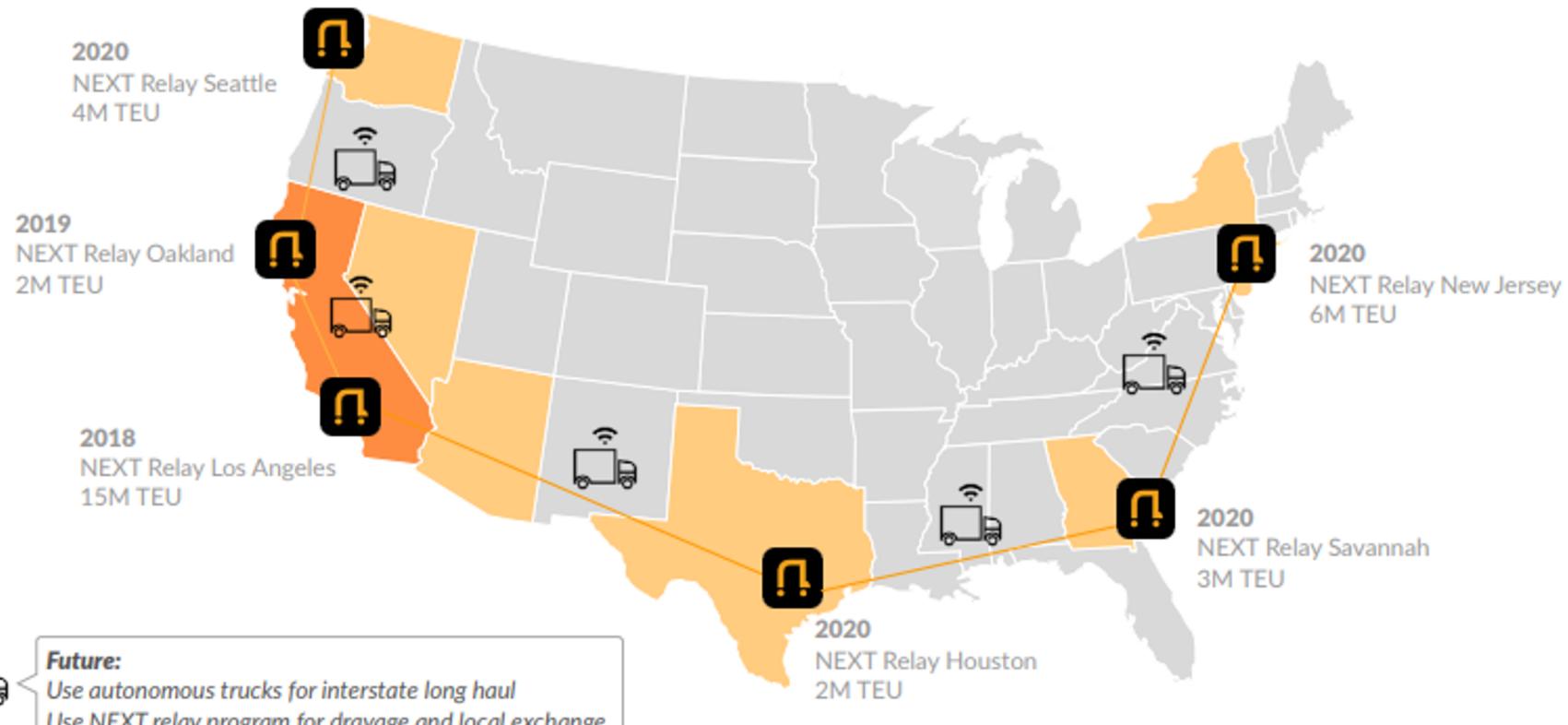


- one of the largest 3PL companies for TV distributions
- **3 warehouses** with over **1million+ sf** in Southern California, close to the LA/Long Beach ports
- NEXT Trucking founders' family business

Partnered with Mitsui OSK Lines and iDC Logistics to provide overseas customers with an end-to-end logistics solution

- **To share customers**
- **To stabilize business**
- **To secure longer term contracts**

Growth Plan - Rollout All Major US Ports



Trucking 101

Speak our language

NEXT Dictionary - Trailer Types



Drayage/Intermodal



Trailer

Tractor

Cabin



Dry Van



Reefer



Power Only



Flat Bed

NEXT Dictionary - Loads

Load: the cargo being carried/delivered to the receiver. The term load is used more on the carrier side while shipment is used more shipper-facing.

Backhaul: a hauling cargo back from point B to the originating point A.



NEXT Dictionary - Carriers & Fleets



Owner-operator: a truck driver that owns and operates a vehicle used to earn a living.



Fleet: a company that owns multiple trucks and hires drivers to operate them.

Dispatcher (fleet managers): schedules fleet drivers to pick up and deliver loads to customers. Dispatcher is also responsible for keeping records, monitoring driver daily logs for errors or violations and monitoring drivers' working hours and equipment availability.



Fleet driver: truck drivers who drive for a fleet/company and does not own the vehicle.

CHALLENGE /cha·luhnj/

We use A LOT of freight terminology at NEXT, but aren't always aligned on definitions.

- Product could define one word a certain way, while Operations has a different definition for it.



NEXT



GOAL /gōl/

Align the organization on definitions for key terminology

CONTAINER

ORDER

SHIPMENT

LOAD

JOB

NEXT

BACKGROUND: WE OFFER 3 SERVICES

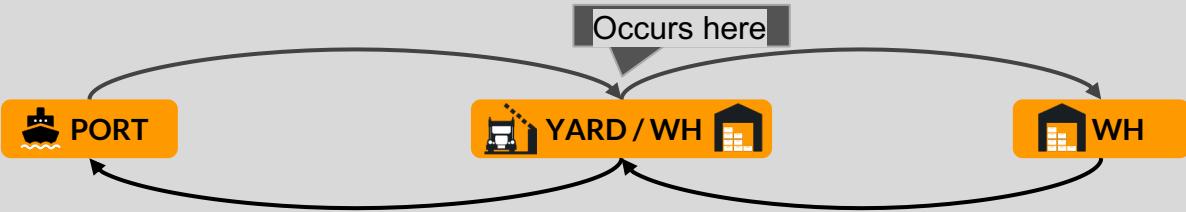
① Drayage



② OTR (FTL)

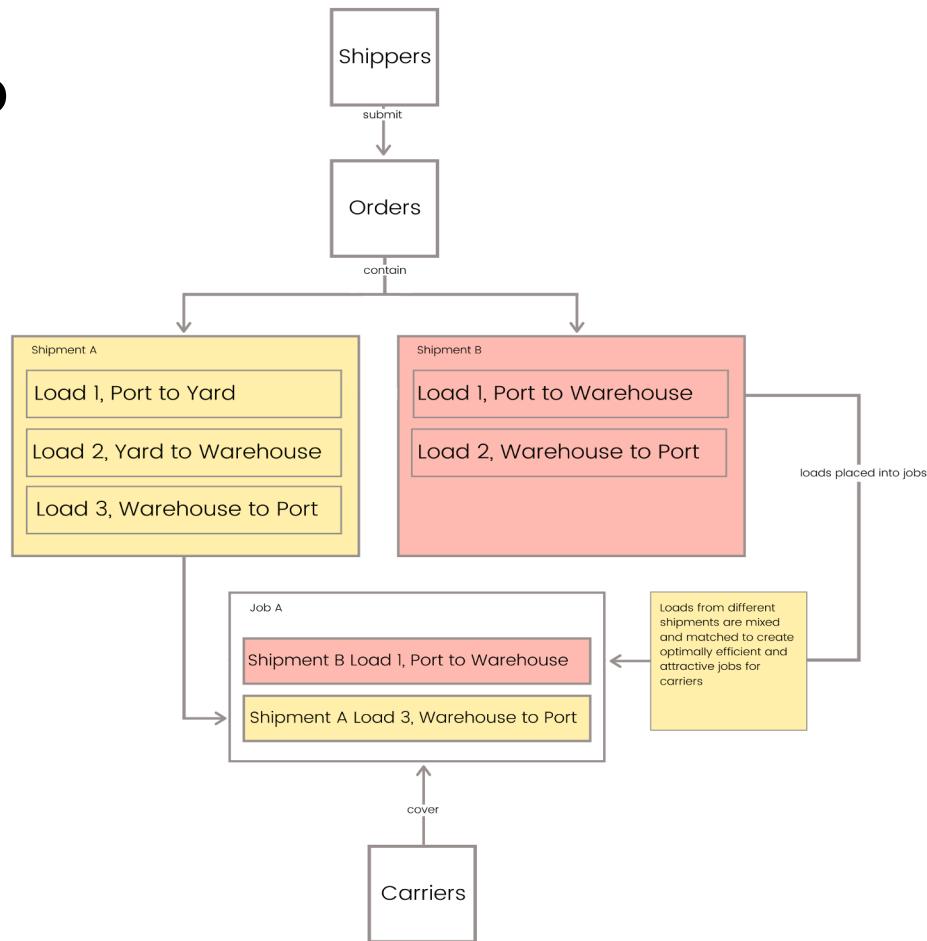


③ Transload



NEXT

RELATIONSHIP AMONG KEY TERMS



NEXT

CONTAINER /kən'tānər/

A rectangular, metal box used to store goods that are being shipped. In order to be transported between locations, a container **must be mounted on a chassis** (compared to a “trailer” which is a singular piece of equipment with wheels attached).

Containers come in different sizes (20ft, 40ft, 45ft, 53ft) and types (Standard/Dry, High Cube, Open Top, Reefer, Flat Rack, etc.)

Containers are **owned by Steamship Lines** who lease them out to Shippers in order to transport their cargo. A container always has a unique container number printed on the side.

Note: A container is re-used, back and forth, across the Pacific (so the same container and container # can appear within multiple shipments).



ORDER /'ôrdər/

A unit of work assigned to NEXT by a customer for NEXT to ship. An order (short for delivery order) contains one or more shipments (the roundtrip journey of a single container). Can be used to describe goods in a container.

In OTR, it can either be a one-way or round trip truckload move.

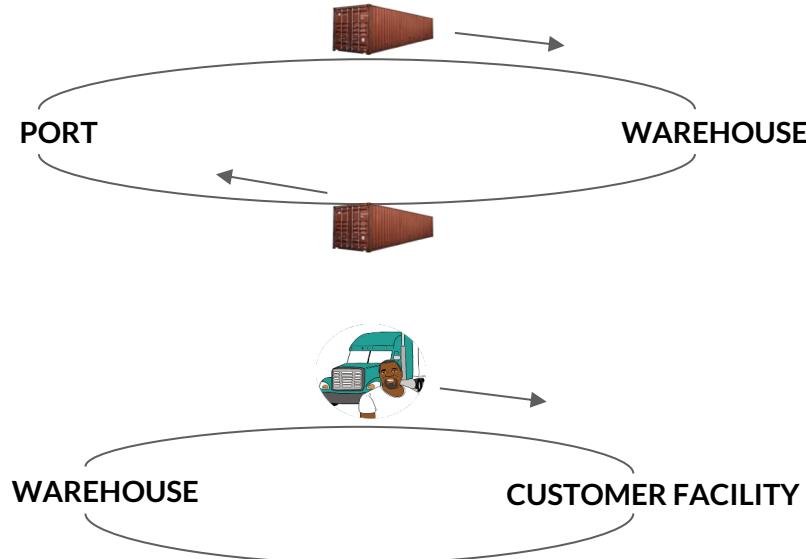
DELIVERY ORDER			
DANIEL M.FRIEDMAN & ASSOCIATES INC 19 W 34TH ST 4TH FL NEW YORK NY 10001 UNITED STATES		DATE 01-JUL-20 OUR REF NO BLA22000022451	
THE MERCHANDISE DESCRIBED BELOW WILL BE ENTERED AND FORWARDED AS FOLLOWS			
CARGO FOR THE LIABILITY OF SHIPPER			
IT INFO:			
IMPORTING CARRIER ONE IBIS		LOCATION I.T.S. (LB 234) Y309	FROM PORT OF / ORIGIN AIRPORT ALL PORTS IN CAMBODIA
B/L OR AWB NO ONEYPNHA08693800	ARRIVAL DATE 06-JUL-20	FREE TIME EXP	LOCAL DELIVERY OR TRANSFER BY CARRIER ORDER ISSUED TO NEXT FREIGHT SOLUTIONS INC
CARRIERS LOCAL AGENT ONEY - OCEAN NETWORK EXPRESS PTE LTD		HAWB NO MOLWPNH2000140	ENTRY NO 113-8876848-0 CUST REF NO GILBERT
FOR DELIVERY TO GILBERT WEST WAREHOUSE 2455 S WILLOW AVE CTC: ROY 909-287-9698/ OMAR 909-827-0544 BLOCK 100, UNIT 100, CA 92316 UNITED STATES		FOR DELIVERY AND INSTRUCTIONS, CONTACT TEL: +19492879698 BEFORE ATTEMPTING PICK-UP OR DELIVERY OF CARGO	
NO OF PKGS 1533 CT	DESCRIPTION OF ARTICLES, SPECIAL MARKS & EXCEPTIONS WEEKENDER, TOTE	WEIGHT 36514LB 16562.6KG	
619 CT	FDCU0467905 (FCL 40HC) SEAL # KHA36656	3045.48 KG	
221 CT	BEAU5386022 (FCL 40HC) SEAL # KHA36658	3368.04 KG	
192 CT	NYKU4214967 (FCL 40HC) SEAL # KHA36659	3347.28 KG	
247 CT	TLLU5621373 (FCL 40HC) SEAL # KHA36660	3406.64 KG	
254 CT	BEAU5288685 (FCL 40HC) SEAL # KHA36657	3395.16 KG	
CARRIER MUST PRESENT DELIVERY ORDER TO TERMINAL AT TIME OF PICK UP. FAILURE OF CARRIER TO NOTIFY OUR OFFICE OF CARGO BEING DETAINED AT TERMINAL WILL RESULT IN CARRIER BEING RESPONSIBLE FOR ALL DEMURRAGE CHARGES BEING INCURRED.			
*1281 PIER J AVE, LONG BEACH, CA 908026327			
DELIVERY ORDER			
FREIGHT CHARGES FOR ACCOUNT OF: GEODIS USA INC 2155 E 220TH ST CARSON CA 90810 US Phone : +13105076300 Fax : +13105076395 MANUEL ROMERO		PREPAID / COLLECT (T)	Received in Good Order By _____
ISSUED AS AGENT ONLY GEODIS USA INC 2155 E 220TH ST CARSON CA 90810 US Phone : +13105076300 Fax : +13105076395 MANUEL ROMERO		Date: _____ Time: _____ DELIVERY CLERK DELIVER TO CARRIER SHOWN ABOVE	
CARRIER MUST RETURN ONE SIGNED COPY OF DELIVERY ORDER AS PROOF OF DELIVERY TO GEODIS USA, Inc. FOR PAYMENT AND RELEASE GEODIS USA, Inc. ("Carrier") shall transact business subject to the National Customs Brokers and Forwarders Association of America, Inc.'s Terms and Conditions of Service, which are set forth on the reverse page of this Document and online at www.geodis.us . Those Terms and Conditions of Service are expressly incorporated by reference into this Agreement. The Customer agrees to indemnify and hold harmless the Carrier from and against all claims, losses, damages, expenses and costs, including reasonable attorney's fees, arising out of or resulting from the Customer's negligent acts or omissions, or the negligent acts or omissions of its employees, agents, contractors, subcontractors, and/or independent contractors, which result in damage to the Carrier's property or the property of others. Carrier shall not be liable for any loss or damage to the cargo or equipment until the actual or declared value of the shipment or transaction. Customer understands and agrees that Goods' liability shall be limited to \$50 per shipment or transaction. Carrier shall not transport vehicles on California highways or railways unless (TRU) on California highways or railways must use CARB-compliant reefer equipment, and are requested to provide ARBER certification for the dispatched unit.			
Printed By Manuel Romero			

SHIPMENT /'SHipmənt/

For Drayage: A Shipment is a container's journey.

Ex: A container's round-trip journey to and from the Port of LB to a shipper's warehouse in Compton and back to the port.

For OTR: One single carrier move (A to B - which ends the journey of the goods). Can include multiple picks and drops.



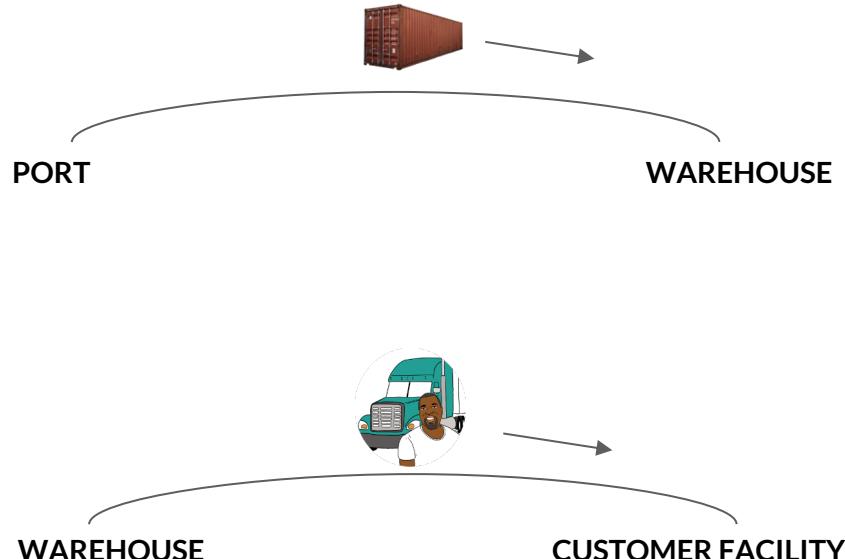
LOAD /lōd/

For Drayage: One single **container** move, and the smallest unit of work that one Carrier can do. Typically consists of A -> B, but can also be A -> B -> A (i.e: live unload), or A -> B -> C, including adjoining maneuvers (e.g, mount container, live unload, etc.).

Ex: "The first load is from port to warehouse. The second load is an empty container going from the warehouse back to the port.

For OTR: One single **carrier** move, including multi picks and drops.

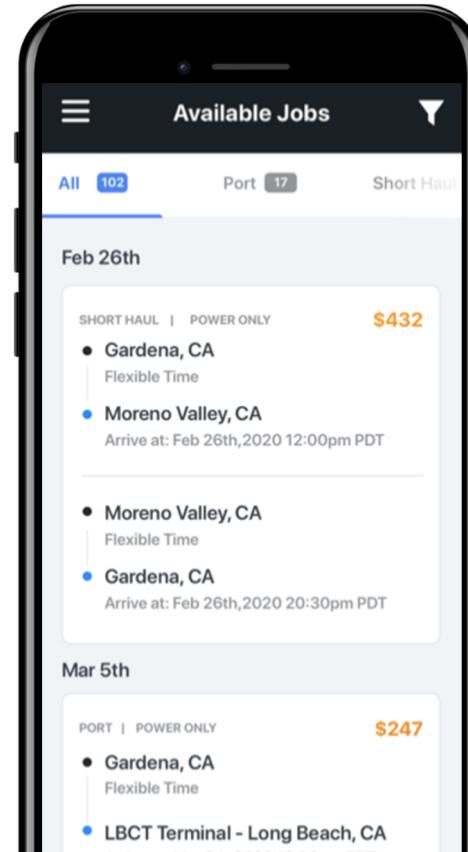
Ex: For the first load, load is from the warehouse to the customer.



JOB /jäb/

Job (from carrier perspective): A job can include multiple loads, multiple containers for a single Carrier - represented as a single bookable unit in the NEXT mobile app.

Ex: "The operator placed a roundtrip Job of two Loads onto the marketplace and it was booked by FastFleet within 45 minutes."



NEXT Dictionary - Other Terms

POD: Proof of Delivery. A document to show that the recipient received the shipment sent by the shipper.

BOL: Bill of Lading, a legal document between the shipper of goods and the carrier detailing the type, quantity and destination of the goods being carried.

ELD: Electronic Logging Device. It is electronic hardware used to record the working hours of a commercially-operated truck. ELDs will replace paper logs as well as electronic on-board recorders which lacked standardization. The Commercial Vehicle Safety Alliance (CVSA) will begin enforcing the electronic logging device (ELD) mandate requirements on Dec. 18, 2017. The out-of-service criteria (OOSC) associated with the ELD mandate will go into effect on April 1, 2018.



The image shows two documents related to shipping. On the left is a 'Proof of Delivery ticket' from ATA, dated 10/10/2016, showing details like 'Delivery Method: On truck', 'Delivery Date: 10/10/2016', and a signature. On the right is a 'BILL OF LADING' from Next Trucking Inc., dated 10/10/2016, listing 'SHIP FROM (ORIGIN)' at 2700 East Imperial Highway, Lynwood, CA 90262, and 'SHIP TO DESTINATION' at 1242 Arbor Road, Virginia Beach, VA 23455. It includes sections for 'CARRIER NAME', 'TRACTOR', 'TRAILER', 'SEAL#, ASAD', and 'FREIGHT CHARGE TERMS'. Both documents have checkboxes for 'COLLECT', 'PREPAID', and '3RD PARTY'.

PROOF OF DELIVERY ticket	
ATA	AMERICAN TRUCK & AUTO 25 Carter Street Lynwood CA 90262
Date	10/10/2016
Time	08:00:00
Carrier Name	ABC COMPANY 12345 Sunshine Ave Anytown, USA 12345
Delivery Method	On truck
Delivery Date	10/10/2016
Comments	Delivery to [Signature]
Product Code	12345
Units	1
Weight	10000
Dimensions	2.0 x 4.0 x 6.0
Delivery Address	12345 Sunshine Ave Anytown, USA 12345
Delivery Note	EAST OF 101, ON 5TH ST, EAT 1/2 SOUTH SIDE OF ROAD, NOT WEST OF 101
Signature: [Signature]	

BILL OF LADING						
Page 1 of 1						
DATE: 10/10/2016	Bill of Lading Number: 80001008					
SHIP FROM (ORIGIN)						
NAME:	ABC COMPANY					
STREET:	12345 Sunshine Ave					
CITY/STATE/ZIP:	Anytown, USA 12345					
CONTACT:	Driver (800) 123-4567					
PHONE/FAX:	(800) 123-4567					
SHIP TO DESTINATION						
NAME:	Next Trucking Inc.					
STREET:	2700 East Imperial Highway					
CITY/STATE/ZIP:	Lynwood, CA 90262					
CONTACT:	Dispatcher (800) 123-4567					
DELIVERY TIME:	0700-1900 (EST) (MON-FRI)					
BILL TO (TERMS/PARTY)						
NAME:	Next Trucking Inc.					
STREET:	2700 East Imperial Highway					
CITY/STATE/ZIP:	Lynwood, CA 90262					
SPECIAL INSTRUCTIONS:						
FREIGHT CHARGE TERMS						
<input type="checkbox"/> COLLECT	<input type="checkbox"/> PREPAID	<input type="checkbox"/> 3RD PARTY				
Customer Order Number: MPV05		WEIGHT (LBS): 20,000.00				
		Total Package Piece: 1	Total Weight: 20,000.00			
HANDLING UNITS:	PACKAGE NO. TYPE	HAZ. MAT.	KIND OF PACKAGING, COMMODITY DESCRIPTION, SPECIAL MARKINGS AND DESCRIPTIONS	WEIGHT	WIFCM	CLASS
				20,000.00		
Total Handling Pieces:		Total Package Piece:		Total Weight: 20,000.00		
NOTE: This is a sample bill of lading. Actual bills of lading may vary. The bill of lading is a legal document. It is important to read and understand the terms and conditions before signing. The carrier is responsible for the safe transport of your goods. If you have any questions or concerns, please contact the carrier or your shipping agent.						
SHIPPER SIGNATURE & DATE		CARRIER SIGNATURE & DATE				
Date:		Date:				

Values

Drivers first.

Passion to win.

Be a change agent.

Focus on true north.

Give and earn trust.

Disagree and commit.

DRIVERS FIRST

FOCUS
ON TRUE NORTH



DISAGREE & COMMIT

**BE A
CHANGE
AGENT**

NEXT

**GIVE &
EARN
TRUST**

Drivers first.

NEXTers champion the needs of our driver community.

We:

Emphasize humanity in the profession

Actively advocate for driver safety, satisfaction, and experience

Remember that we serve carriers, carriers do not serve us

Passion to win.

*NEXTers champion
excellence in every facet of
our operation and settle for
nothing less than a win.*

We:

- Possess desire to exceed industry standards and conventions
- Expect excellence of team and reward it
- Set ambitious goals and objectives
- Hire passionate, hard-working employees

Be a change agent.

NEXTers embrace ambiguity as an opportunity for change and have the courage to be visionary.

We:

- Initiate and drive continuous improvement, regularly setting higher standards
- “See around corners” before others do
- Take calculated, informed risks
- Demonstrate bold action, and the willingness to accept the consequences of their decisions

Focus on true north.

NEXTers pursue initiatives that fit our strategy and have the courage to pass on efforts that don't.

We:

- Prioritize and execute based on priorities
- Acknowledge and make tough decisions based on tradeoffs
- Establish framework for leadership/managers to define True North for teams

Give and earn trust.

NEXTers trust and empower one another to deliver our best work.

We:

- Foster an environment where team members can thrive and implement creative solutions
- Recognize and value each individual's unique contributions, perspectives, and skills
- Act as support and empower excellence vs. command & mandate
- Assign clear ownership and trust in those ideas

Disagree and commit.

NEXTers actively engage in constructive debate during decision-making, and commit once a decision has been made.

We:

Actively solicit and thoughtfully consider differing opinions

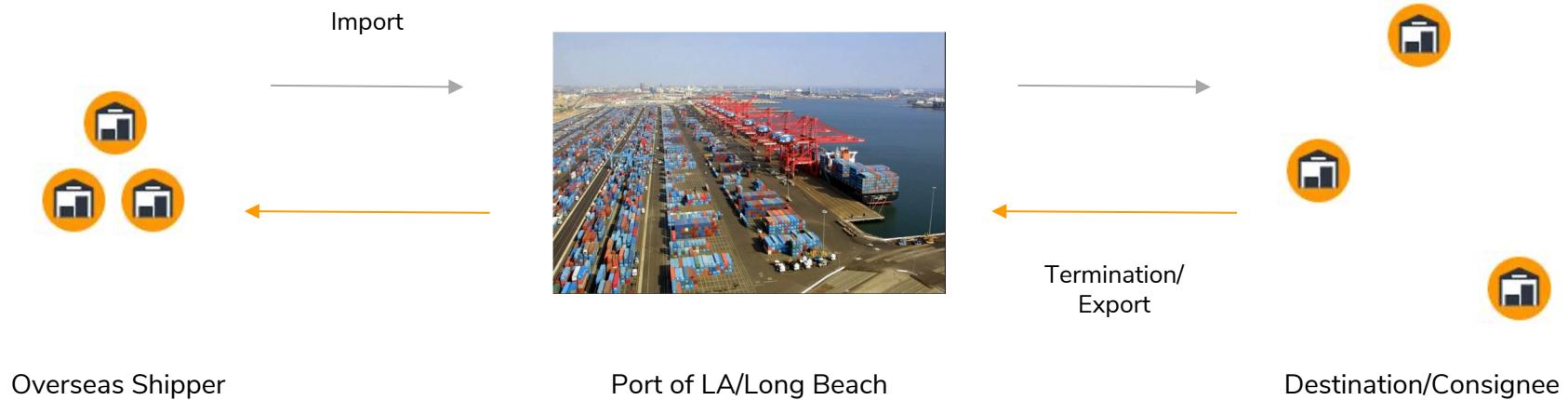
Contribute and participate in the decision-making process

Commit to and support a decision, once made

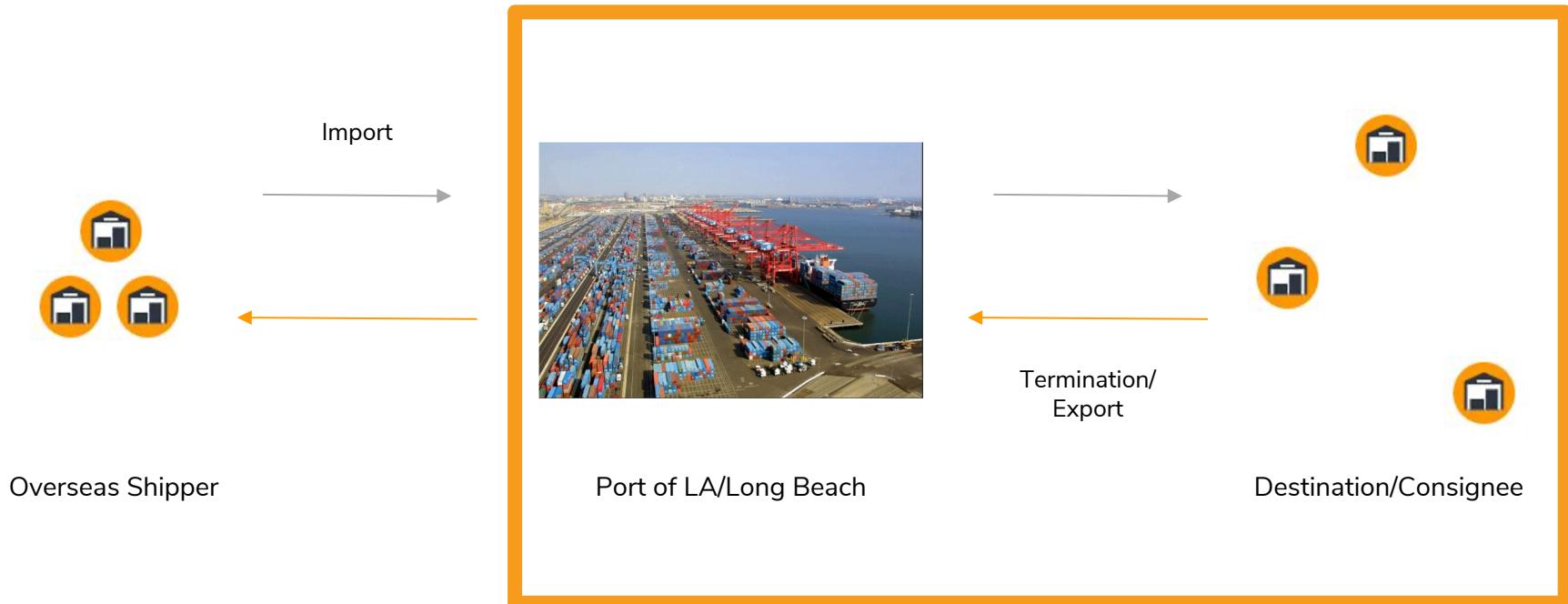
Operations/Relay

What's Next?

Drayage Container Lifecycle



Drayage Container Lifecycle



Relay

Drayage Container Lifecycle



Relay

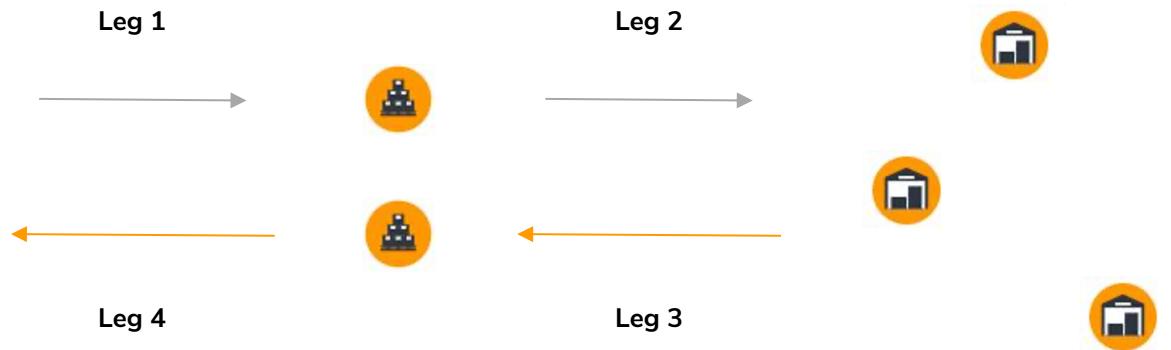
How Does Relay Work?



Relay Lifecycle



Port of LA/Long Beach

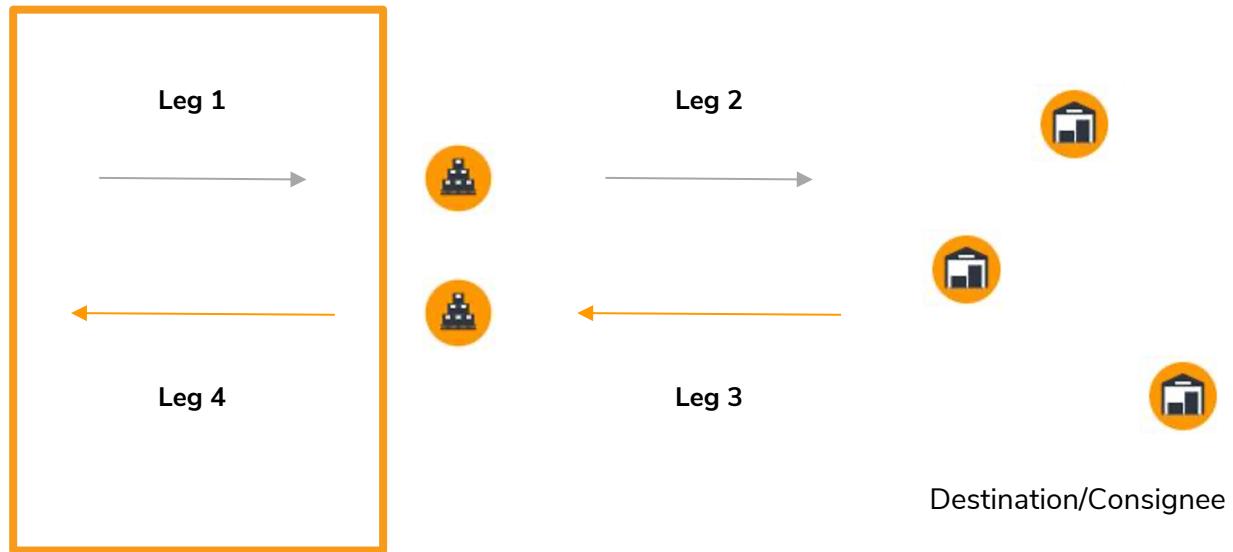


Destination/Consignee

Relay Lifecycle



Port of LA/Long Beach

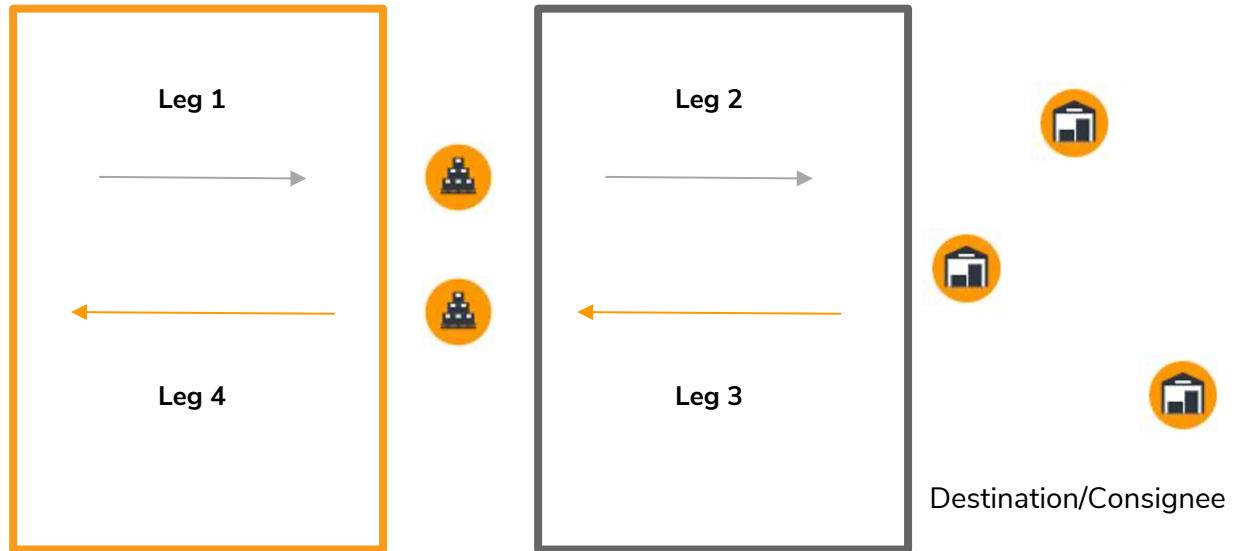


Completed by Asset
Drivers/Drayage Owner
Ops.

Relay Lifecycle



Port of LA/Long Beach



Completed by Asset
Drivers/Drayage Owner
Ops.

Completed by Carriers
via the NEXT
Marketplace

Destination/Consignee

How Relay Works

Containers are identified as Relay eligible Profit Tools
Relay Team creates Jobs in ATLAS to push into the Marketplace
Once jobs have been confirmed as complete, the Relay Team confirms the moves in Profit Tools
Our unique challenge: Information lives in 2 systems

Benefits

The Marketplace opens us up to a larger pool of drivers
Port certified drivers can do more turns at the port while Non-port drivers focus on the delivery
Future state: less admin effort per container with decreased driver calls/assignments

How a Drayage Container Moves

Types of Moves

- Port to Yard
- Direct Drayage
- Yard to Yard

Types of Jobs

Round Trip

- 1 for 1 exchange
- Container goes out, another is returned

One Way

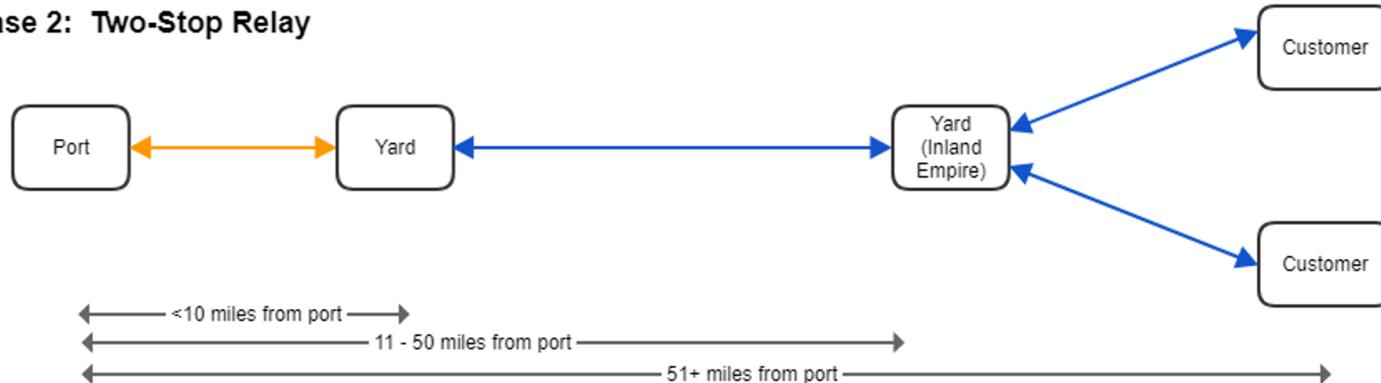
- Container (loaded or empty) is moved

Live Unload

- Container is unloaded at the destination, then driver brings that same container back empty

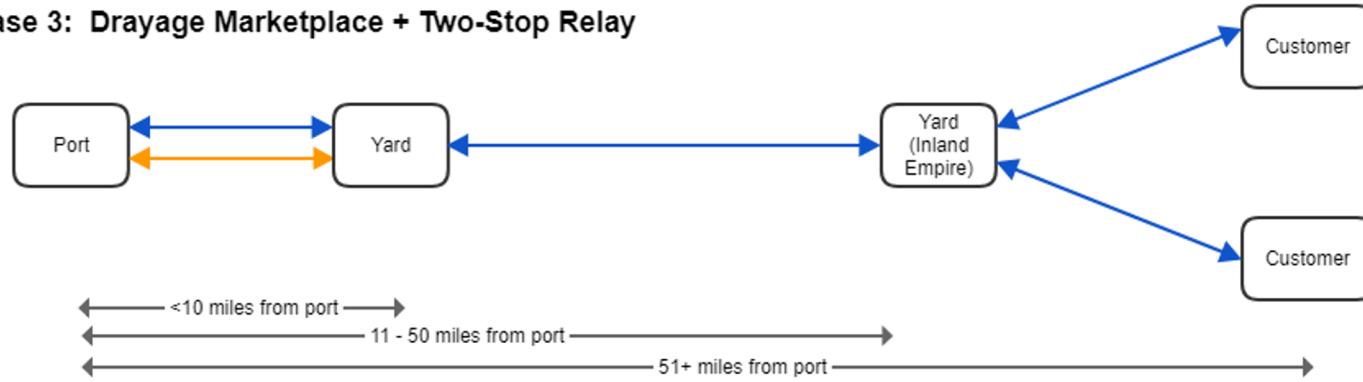
The Future of Relay

Phase 2: Two-Stop Relay



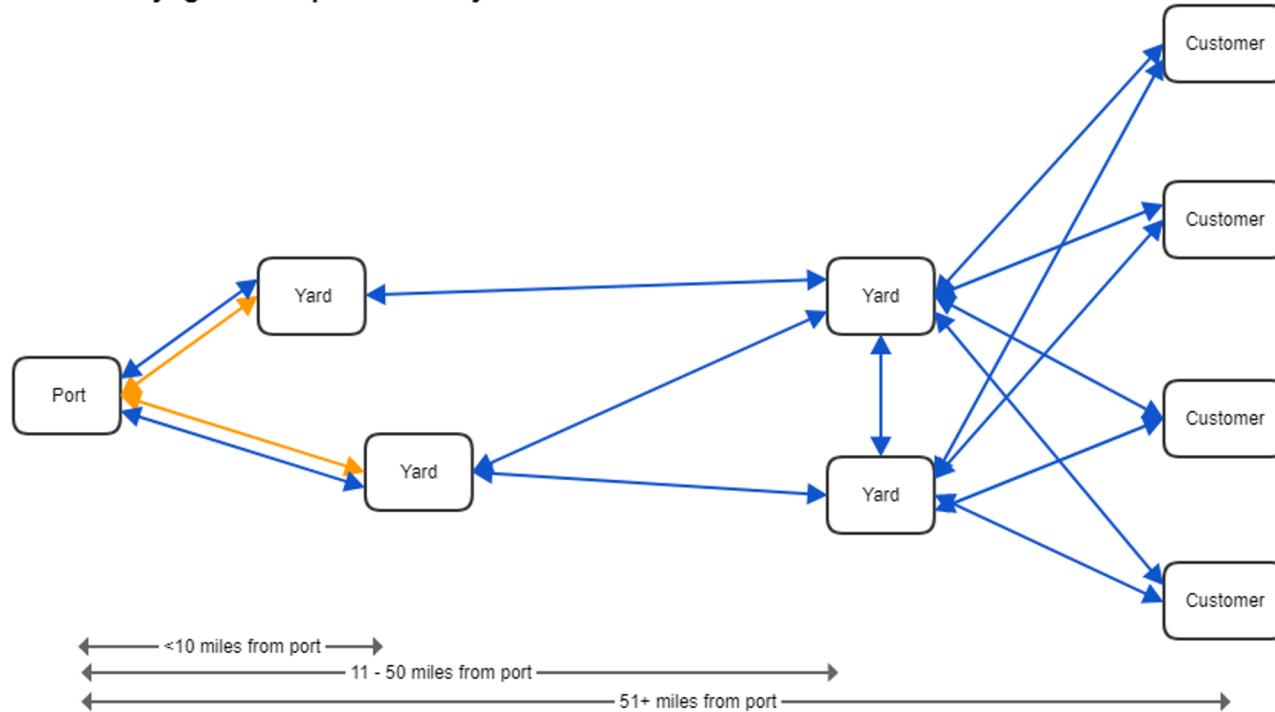
The Future of Relay

Phase 3: Drayage Marketplace + Two-Stop Relay



The Future of Relay

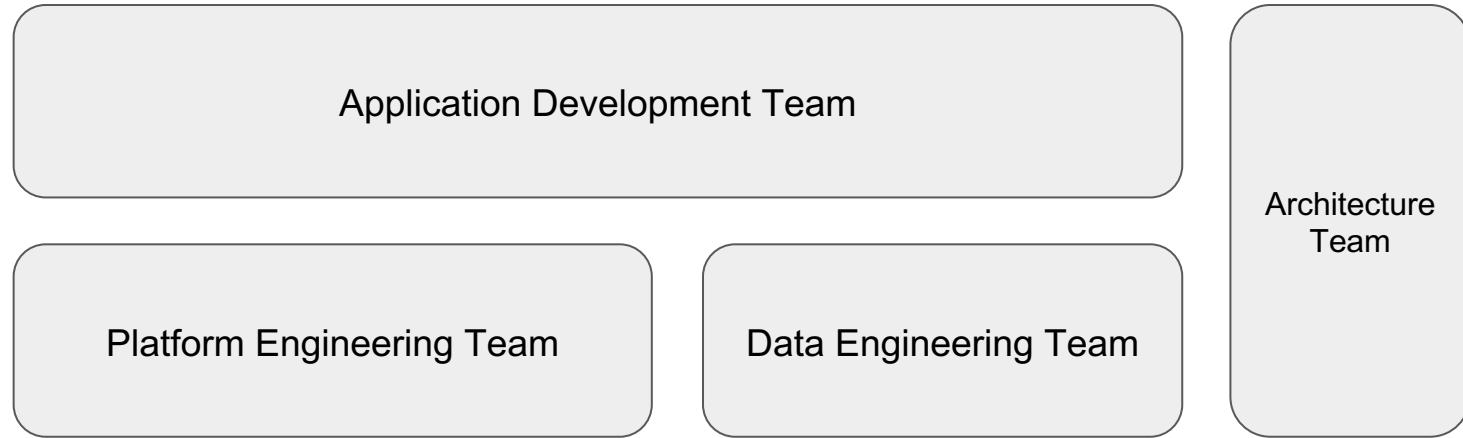
Phase 4: Drayage Marketplace + Relay Network



The logo consists of the word "NEXT" in a bold, sans-serif font. The letters are primarily orange, with the "E" and "X" partially overlaid by a dark gray shape that resembles a right-pointing arrowhead.

Engineering Team

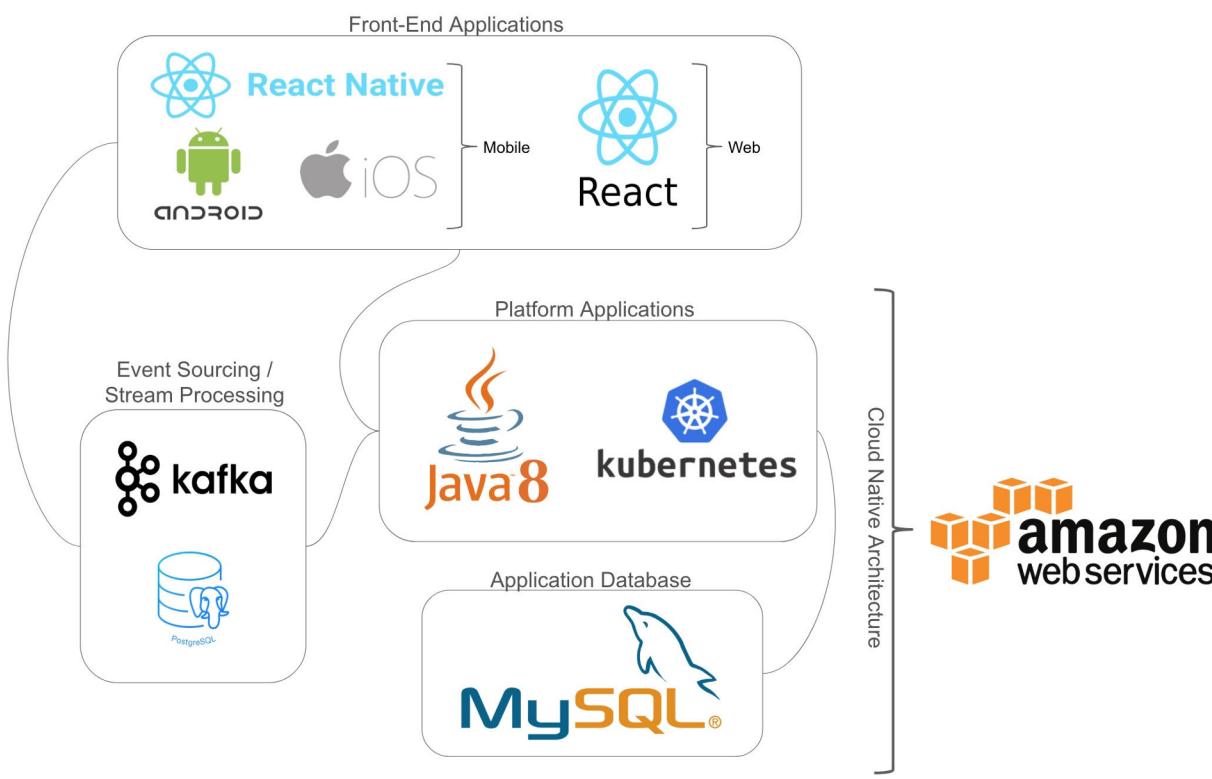
Engineering Team Structure



The Engineering Team



Technology Ecosystem





Data Science Team

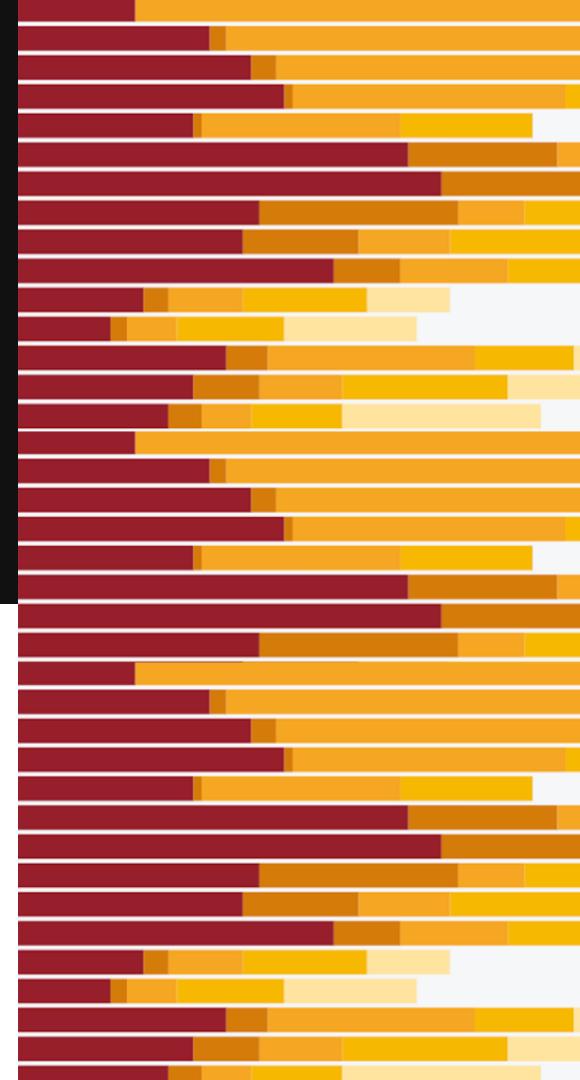
What does the Data Science team do?

The Data Science team uses Analytics to support our business in making data-driven decisions and uses Research to incorporate “intelligence” into our products.

Data Science
Analytics

Data Science
Research

Data Science
Engineering



How does the Data Science Analytics work?



Business Analysis

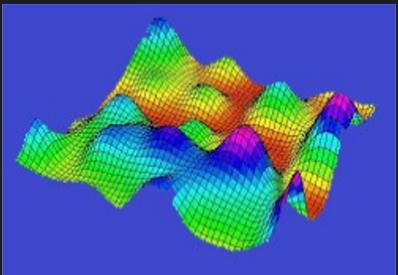
Port Expansion



Dashboards

Container Fee Management

How does the Data Science Research work?



Optimization

Load Pricing



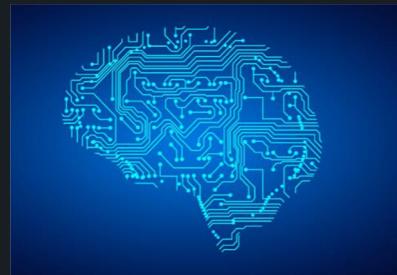
Simulation

Yard Management



Statistics

Revenue Forecasting



AI/Machine Learning

Load Matching



Product Team

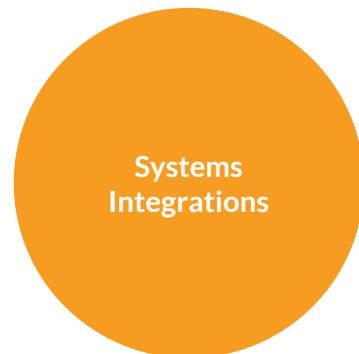
What does the product team do?



The product team works cross-functionally with all departments, and customers to create technology to drive company goals and achieve our strategic vision.

What are our products?

Our product is the online and offline experience of our carriers, shippers and internal admin team



End to End Drayage - Mobile



9:41 AM

100%

Job Details

This job contains two loads

Load 1 • Loaded Container \$500

- 1. Hook in Gardena, CA
Flexible Time
- 2. Drop in Moreno Valley, CA
Arriva at: April 9th 12:00pm PDT

Load 2 • Empty Container \$500

- 3. Hook in Moreno Valley, CA
Flexible Time

You'll make **\$1,000**

Book Now

End to End Drayage - Shipper



NEXT

Search Lidia Yan ▾

Shipments

Dashboard

Reports

O-ABC123
Pioneer0049

Details Docs

Delivery in progress
Samsung Gardena

Order

Vessel	Master Bill	Cost
OOCL LUXEMBOURG	APLU719233632	\$620.00

Containers

CTN #HMMU6090906 40ft HC	est delivery Jan 1	EN ROUTE
CTN #HMMU6090906 40ft HC	est delivery Jan 1	AVAILABLE
CTN #HMMU6090906 40ft HC	est delivery Jan 1	AVAILABLE

Jan 1, 2019
est. full delivery

12/15
containers delivered

- Ningbo, China
departed Dec 15
- LA Port Terminal B
departed Jan 1
- Samsung Gardena
delivery in progress
- Samsung Gardena
est. departure Jan 15
- LA Port Terminal B
est. termination Jan 15

Copy Order **Share Status**

End to End Drayage - Admin (ATLAS)

[Active Jobs](#)[Active Orders](#)

frankjiang

Jobs

[Create New](#)

In Pool	Covered	In Progress	Finalize	History
---------	---------	-------------	----------	---------

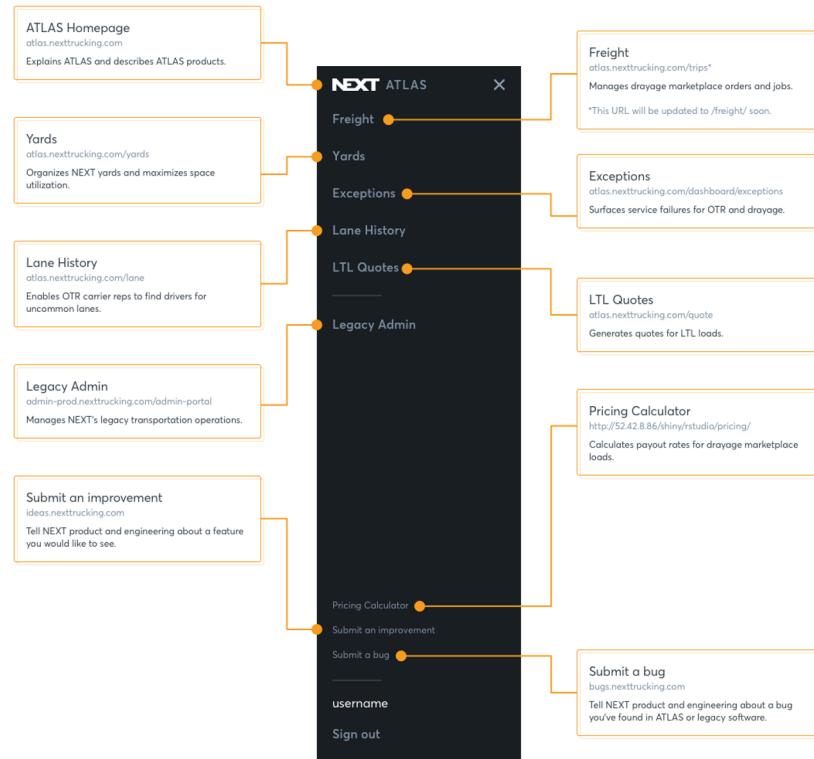
 Search

In Pool	Job #	Container #	TMP #	Shipper	Carrier	Start	End
3 days ago	J-GYD9261	PCIU8852940	49676	Kohler c/o Expeditors		1 kohler san bernardino • San Bernardino, CA Flexible	2 sepulveda • Long Beach, CA Arrive By 08/26/19 11:59pm
3 days ago	J-XZK2602	FCIU9961354	49407	NETWORK GLOBAL LOGISTICS		1 network global logistics bloomington • Bloomington, CA Flexible	2 sepulveda • Long Beach, CA Arrive By 08/26/19 11:59pm
3 days ago	J-NKD0923	ECMU9798579	49445	Kohler c/o Expeditors		1 kohler san bernardino • San Bernardino, CA Flexible	2 sepulveda • Long Beach, CA Arrive By 08/26/19 11:59pm
3 days ago	J-HLD3368	HLXU6347690	48747	Kohler c/o Expeditors		1 kohler san bernardino • San Bernardino, CA Flexible	2 sepulveda • Long Beach, CA Arrive By 08/26/19 11:59pm

End to End Drayage - Admin (ATLAS)

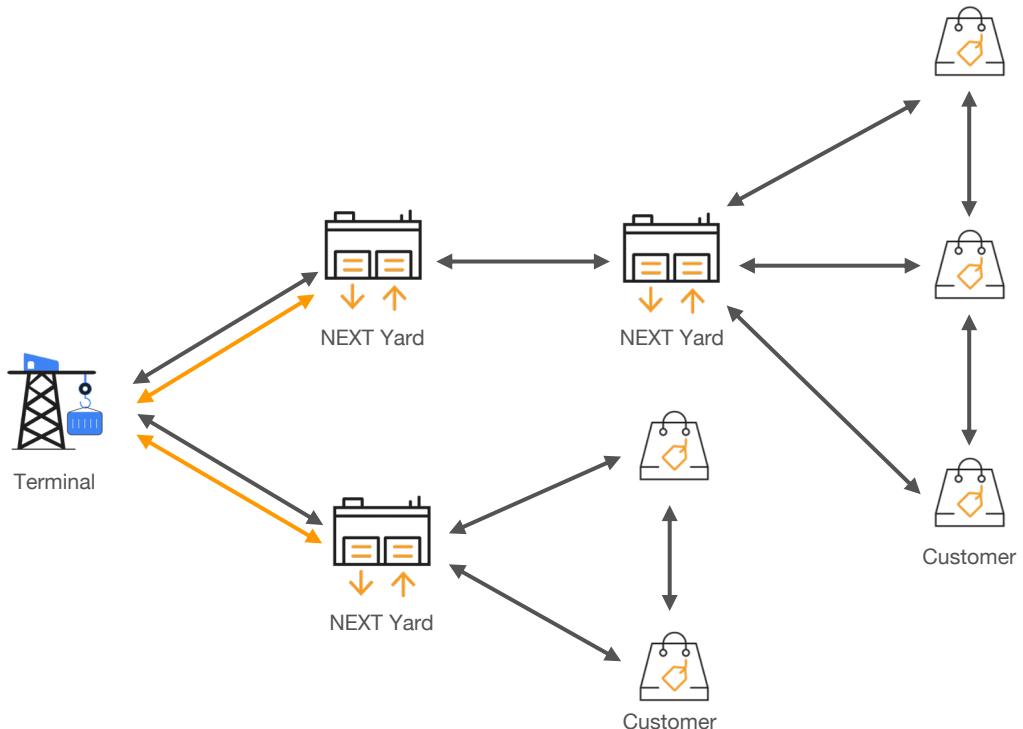


ATLAS Products & Navigation



Major Ongoing Projects

NEXT Relay



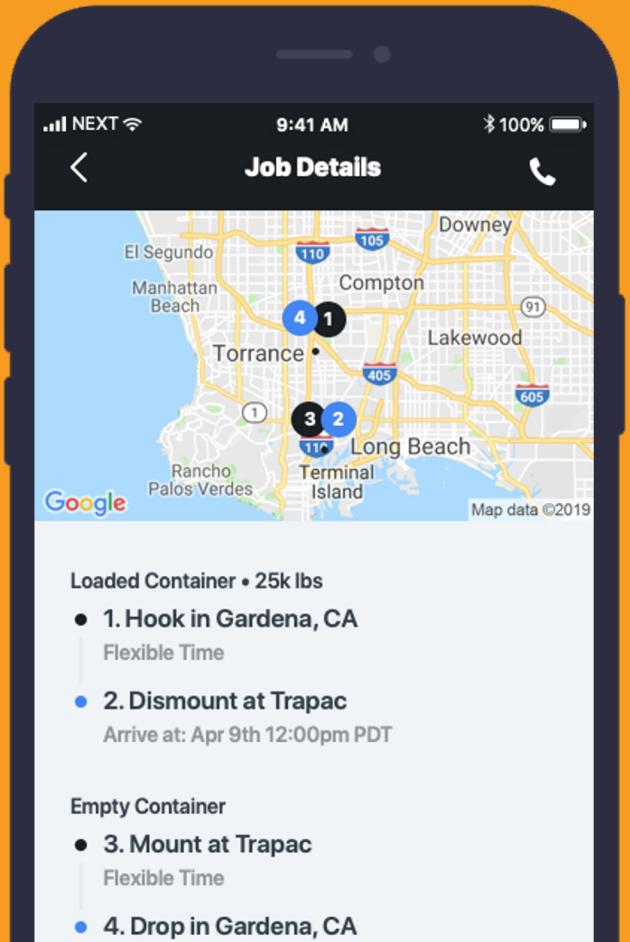
11% more income
for average drayage drivers

26% more income
for average local OTR drivers

100% more containers pulled/revenue
for NEXT's customers

Legend

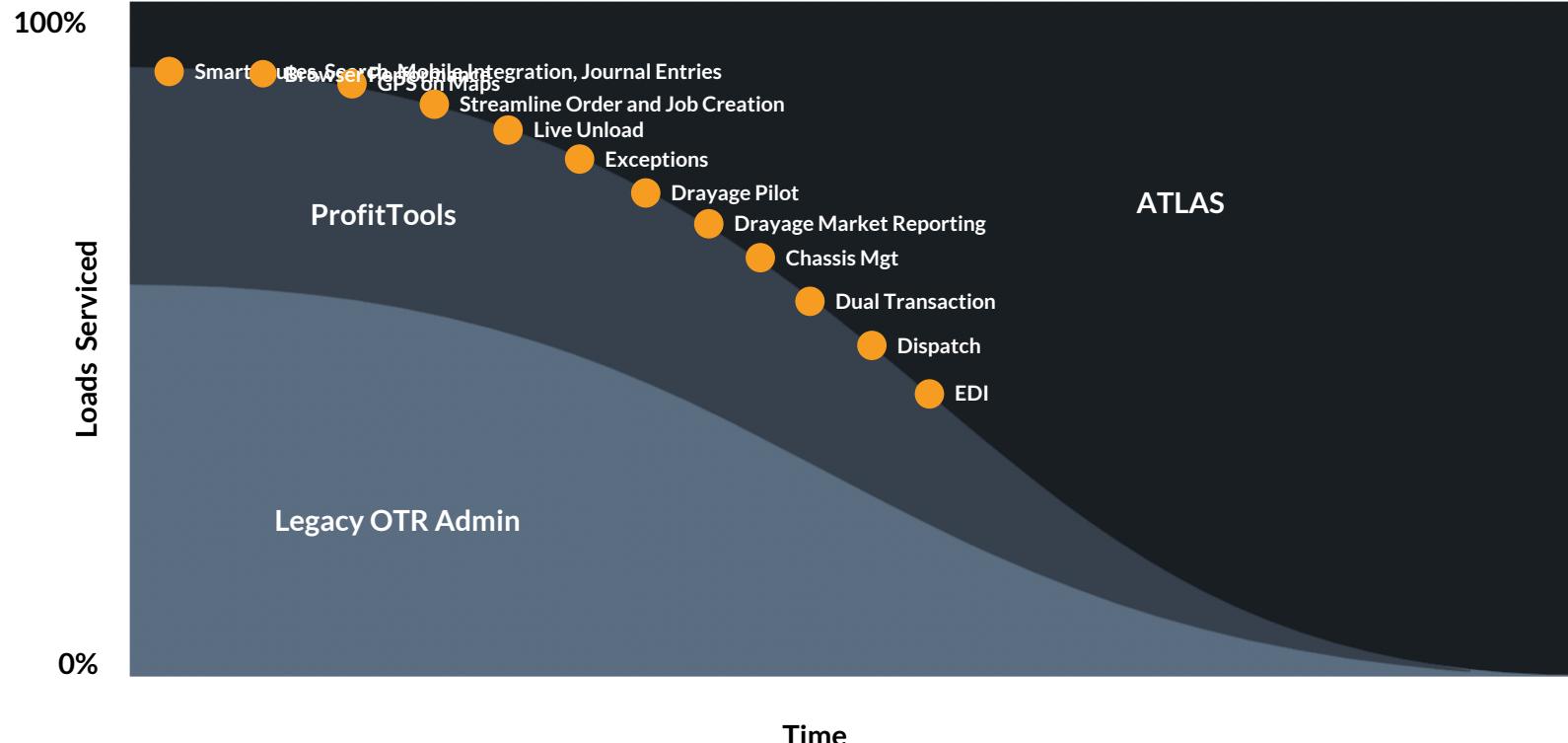
- Orange double-headed arrow: NEXT Truck
- Black double-headed arrow: 3rd Party Truck sourced through marketplace



Port Jobs in Marketplace (Pilot)

- Enable full container journeys on the marketplace
- Ensure that only drayage-qualified carriers can book port jobs
- Satisfy drayage compliance standards

ATLAS is the Foundation of our Hybrid Marketplace



Questions?