

# OPTIMIZING TRANSPORTATION MANAGEMENT



# LOGISTICS COST MANAGEMENT SOLUTIONS



Lojistic is a privately owned supply chain consultancy and solution provider offering cost reduction services and technology within the transportation and logistics industry. Since 2004, Lojistic has been helping companies with high shipping volumes to reduce transportation costs, streamline the logistics process and improve supply chain efficiencies. Our team of highly experienced former carrier employees and innovative technologies deliver maximum small parcel and freight cost savings for clients all over the country.



**#1 AUDIT**  
& TECHNOLOGY  
SOLUTION PROVIDER

**TOP 20**  
LOGISTICS &  
TRANSPORTATION

**HUNDREDS**  
OF SATISFIED CLIENTS

**\$MILLIONS**  
IN SHIPPING COST SAVINGS

## LOJISTIC SOLUTIONS



### Parcel & Freight Audit

- Comprehensive Multi-Point Audit
- Maximum Cost Recovery & Cost Reduction
- State-of-the-Art Transportation Reporting
- Intelligent GL Coding
- Carrier Process & Pay Services
- Guaranteed Audit Results



### Carrier Negotiation

- Expertise of Former Carrier Employees
- Innovative Analytic Technology
- Targeted Cost Saving Objectives
- Proven Negotiation Strategy
- Quantifiable Results
- Monitor Contract Compliance



### Freight Management

- Logistics Expert Consulting
- Proven Negotiation Skills & Strategies
- Best-in-Class Freight Rates
- Swift Execution & Implementation
- Routing Guide Optimization
- Freight Brokerage Services & Support



### Shipping Insurance

- No Minimums
- 50-92% Savings Off Carrier Rates
- Majority of Items Covered
- Simple Paperless Claims Process
- True All Risk Insurance
- Complete Online Reporting



### Shipping Software

- Multi-Mode, Multi-Carrier Rate Shopping
- Integrated Parcel & Freight Solution
- Rules-based Carrier Selection
- ERP & WMS Integration Solutions
- Sophisticated Reporting
- On-Demand Deployment



### Tracking Software

- Multi-Mode, Multi-Carrier Shipment Tracking
- Total In-Transit Visibility & Alerts
- Exception Management Visibility & Alerts
- User Based Visibility
- EDI Automation
- Real-Time Business Intelligence

# PARCEL & FREIGHT AUDIT OVERVIEW

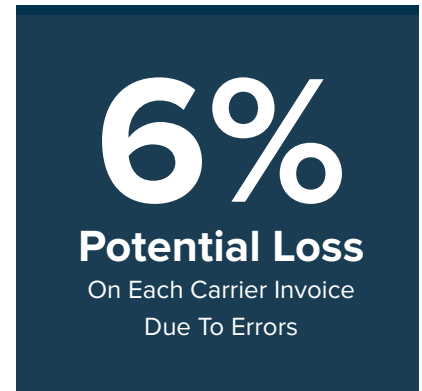


## WHY SHOULD YOU AUDIT ALL CARRIER CHARGES?

Virtually every carrier shipping invoice contains errors. These may include: accessorial charges, rate inaccuracies, duplicate charges, and/or charges for shipments delivered outside the carrier's service guarantee(s). Carrier errors are challenging to identify and entail a labor intensive recovery process. Consequently, most shippers unknowingly overpay their carrier with each payment sent.

## THE SOLUTION

Lojistic will review all carrier charges to ensure invoice accuracy. Using proprietary software and a team of experienced auditors, we will conduct a thorough audit of every charge on each invoice in order to recover refunds for late shipments and carrier billing errors.



## THE STEPS TO SUBSTANTIAL SAVINGS



\*Signed Two Page Audit Agreement; Forward and/or Provide Access to Your Electronic Carrier Invoice(s).

## BENEFITS OF LOJISTIC'S AUDIT SOLUTIONS

### Audit Savings

Lojistic's comprehensive multi-point audit process will consistently recover 2-6% of all charges appearing on your carrier invoice.

### Reduced Administrative Expenses

Our services will eliminate administrative hours associated with your company's in-house auditing efforts and produce much greater cost saving results.

### Data Management / Reporting

Our online reporting tools allow customers to extract detailed shipping information on-demand, enabling your company to better analyze, manage and reduce shipping costs.

### Customized Solutions

Lojistic has the ability to create customer specific solutions, including preparation of complex General Ledger (GL) coding.

**No Set-Up Costs • No Operational Changes • No Long-Term Contract • Guaranteed Savings**

# #1

Carrier Complaint

## ACCESSORIAL CHARGES

### WHAT ARE ACCESSORIAL CHARGES?

Carrier surcharges and accessorial fees are supplemental to transportation charges and are assessed based upon numerous potential pick-up, transit and delivery criteria. Collectively, these fees can exceed 20% of the total shipping cost and are strategically designed to maximize carrier profits. With over 100 distinct fees that can be levied for any one package, it can be challenging to manage and validate these charges.



#### DO YOU HAVE

a process in place to validate each and every accessorial charge?



#### DO YOU MONITOR

the accessorial charges that your carrier is currently charging you?



#### DO YOU KNOW

all of the potential accessorial charges that your carrier can assess?



Invoice Number	Invoice Date	Account Number	Page
1-430-34119	Mar 16, 2011	1201-7773	1 of 2
<b>Pickup Date: Mar 16, 2011</b>			
<b>Shipper: ABC Company</b>			
<b>Destination: 123 Main St, Anytown, IL 60000</b>			
<b>Package: 1000 LBS, 1000 IN3</b>			
<b>Delivered: Mar 16, 2011</b>			
<b>Service: Standard</b>			
<b>Rate: \$100.00</b>			
<b>Accessorial Charges:</b>			
Transportation Charge	25.18		
Grace Discount	-0.76		
Performance Pricing	-7.99		
Residential	1.84		
Fuel Surcharge	1.59		
NDOC P/U- Auto Comm	3.00		
DAS Extended Resi	3.00		
<b>Total Charge USD</b>	<b>\$25.86</b>		

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The numbers magnified above relate to a single shipment. Your weekly carrier invoice contains thousands of similar charges, fees and discounts that need to be validated.

### LOJISTIC'S COMPREHENSIVE MULTI-POINT AUDIT

Our comprehensive audit will review and validate every transportation and accessorial charge that appears on your carrier invoice(s). Lojistic's technology and experienced auditors produce best in class results by recovering all service failures, misapplied charges, duplicate charges, and rate inaccuracies. Let us help you control transportation costs and streamline shipping efficiencies.

#### TOP AUDIT POINTS

1. Late Delivery
2. Residential Delivery Charges
3. Lost Packages
4. Manifested not Shipped
5. No Proof of Delivery
6. Address Correction Charges
7. Fuel Surcharge
8. Ground Residential Differential
9. Dimensional Weight Accuracy
10. Delivery Area Surcharge (Commercial)
11. Delivery Area Surcharge (Residential)
12. Duplicate Airbill
13. Duplicate Invoice

#### ADDITIONAL AUDIT POINTS

14. FAK Rating
15. Lift Gate Fees
16. Air Chargeable vs Actual Weight
17. Additional Handling Fees
18. Air Residential Delivery
19. COD's
20. Damaged Shipments
21. Declared Value Charge
22. Delivery Confirmation Response
23. Delivery Confirmation - Signature Required
24. Early AM Out of Territory
25. Early AM Premium
26. Hazardous Materials Surcharge Air
27. Hazardous Materials - Ground
28. Holiday Exceptions
29. Inaccessible Dangerous Goods
30. Incorrect Incentives (Discounts)
31. Incorrect Published Rates
32. Incorrectly Billed Collect Shipments
33. Incorrectly Billed 3rd Party Shipments
34. Large Package Surcharges
35. Late Payment Fees
36. Minimum Charges
37. Pickup Charges
38. Saturday Delivery Charges
39. Saturday Pickup Charges
40. UPS Returns Plus: 1 Pickup Attempt
41. UPS Returns Plus: Call Tag
42. UPS Returns: P & M Return Label
43. Verbal Confirmation of Delivery
44. Weekly Service Charges
45. Commodity Rate

# CARRIER RATE ANALYSIS & NEGOTIATION



## WHY ARE YOUR SHIPPING COSTS INCREASING?

UPS and FedEx have intricate pricing agreements and oligopolistic negotiation power that benefit the carrier by way of high margin agreements with their customers. Even the savviest shippers can buy into higher than market shipping rates as a result of not having known market leading price benchmarks to aim for.

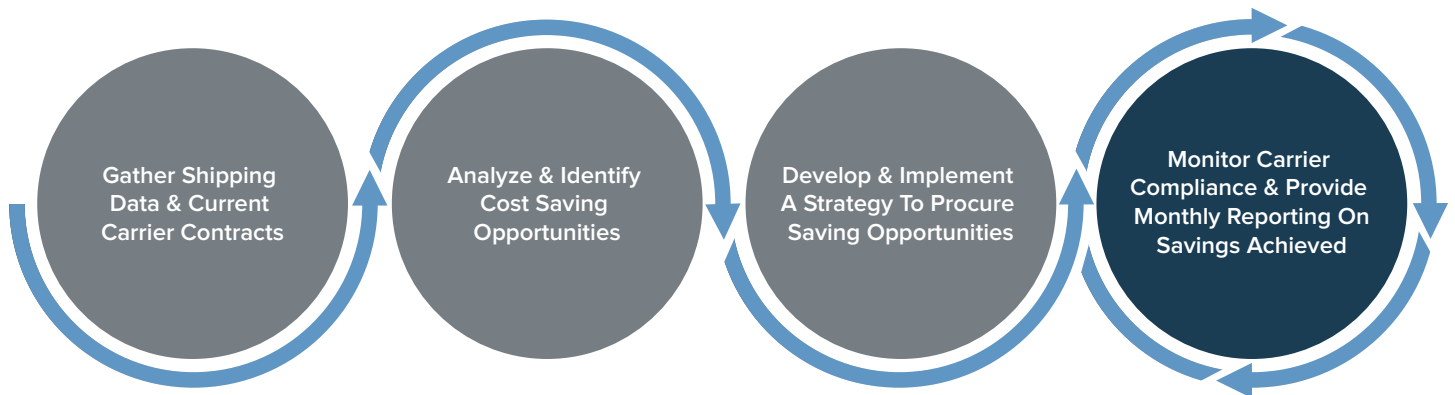
## THE SOLUTION

Lojistic will perform an analysis of your current shipping characteristics and rates in order to identify cost saving opportunities. We will develop a customized strategy to help improve your incentives, accessorial fees, and contract structure. Lojistic will guide the negotiation process in order to achieve pre-determined cost saving objectives. Lojistic's analytics, industry expertise and unique approach to carrier negotiations have resulted in clients achieving a 7%-40% reduction in shipping costs.

**REDUCE YOUR  
SHIPPING RATES**

**SAVE UP TO  
40%**

## THE ANALYSIS & NEGOTIATION PROCESS



## WHY CHOOSE LOJISTIC?



### Industry Knowledge/Experience

Lojistic employs highly experienced former carrier employees, who have spent many years building, selling and negotiating carrier agreements. Intimate knowledge of the industry's complex pricing environment enables us to procure maximum savings for your business.



### Benchmarking

Lojistic has a high level visibility of carrier pricing available in the marketplace. With this insight we are able to benchmark your current shipping rates against the pricing we would expect for your business.



### Technology & Analytics

Lojistic has developed complex pricing models and carrier comparison methodology, which allows us to accurately analyze and compare multiple agreements side-by-side while factoring in all variables.



### Negotiation Skills & Strategy

The carrier negotiation process is a complicated endeavor with numerous variables. Our process has a proven track record that has produced significant savings every time.

## Comprehensive Freight Management Services



**LESS THAN  
TRUCKLOAD (LTL)**



**FULL  
TRUCKLOAD (TL)**



**OCEAN  
FREIGHT**



**AIR  
FREIGHT**



**RAIL  
FREIGHT**



**FREIGHT  
RATES**



**SPOT  
QUOTES**



**TMS  
SOFTWARE**



**AUDIT  
& PAY**



**SAVINGS  
CHECKLIST**

If your company is working to solve unique transportation objectives and challenges....  
Source Consulting's freight management services can help.



### RATE NEGOTIATION

Designing and refining an optimal network of carrier partners at market leading low cost shipping rates is always important.



### SPOT QUOTES

In the case of special one-off freight shipping requirements, it is important that a shipper has an efficient and cost effective means of procuring the best market quote on-demand (spot quote).



### TRANSPORTATION SOFTWARE

Utilizing transportation management software to ensure routing guide compliance and the optimal use of carrier services and rates will maximize freight rate cost saving opportunities.



### AUDIT & PAY

An essential risk management operation is to verify the accuracy of all carrier invoicing, systematize transportation cost allocation (GL coding), and streamline the carrier payment process.



### SAVINGS CHECKLIST

Transportation data management translated into meaningful and actionable information is also imperative in effective freight management.

## SUBSTANTIAL SHIPPING INSURANCE SAVINGS

Our full coverage shipping insurance solution is offered at a substantial discount to the carrier's Declared Value rates. With a quick implementation, integrated reporting, and an expeditious paperless claims process, we have simplified the shipping insurance experience to offer you tremendous value and savings.



# SAVE

# 50-92%

OFF DECLARED VALUE RATES

# 33%

Percentage Increase of UPS & FedEx  
Declared Value Rates in Past 5 Years

You can save up to 92% by using our shipping insurance services. Our third party shipping insurance will save you time with an expedited claims process that is hassle-free and ensures that you'll get the most out of your parcel shipping insurance. Unlike other 3rd party shipping insurance companies, our parcel insurance services do not require any operational changes. Lojistic offers a top-tier shipping insurance program. We are eager to prove that to you.

FedEx	UPS	Lojistic Shipping Insurance
Minimum Fee: <b>\$2.70</b>	Minimum Fee: <b>\$2.70</b>	✓ Minimum Fee: <b>NO MINIMUM</b>
Rates: <b>\$0.90/\$100 unit</b>	Rates: <b>\$0.90/\$100 unit</b>	✓ Rates: <b>50-92% Off</b>
Coverage: <b>Restricted</b>	Coverage: <b>Restricted</b>	✓ Coverage: <b>Most Items Covered</b>
Claims: <b>Up to 10 Business Days</b>	Claims: <b>Up to 10 Business Days</b>	✓ Claims: <b>Easy Hassle Free</b>
Integrated Reporting: <b>Not Available</b>	Integrated Reporting: <b>Not Available</b>	✓ Integrated Reporting: <b>Available</b>

Lojistic shipping insurance is underwritten by Lloyd's of London  
Claims and insurance administration managed by Shipsurance Insurance Services CA Lic #0E39065.



## Cloud Based Enterprise Shipping Software

Intelliship drives efficiencies in shipment execution by eliminating the need for different shipping systems for each mode or carrier. It is a true internet-native SaaS shipping solution that provides enterprise-wide multi-carrier shipping and manifesting capability to your dock. With its centralized administrative function, you gain a concentric view of all shipping activity across your entire enterprise.



## Multi-Carrier: Ship Using Any Carrier & Any Mode



With a quick click of your mouse, Intelliship can rate shop the low cost shipping mode, carrier, and service level for every shipment. Based on your company's unique shipping rules and requirements, our shipping software will automate your company's routing guide compliance and ensure every shipping decision is a great one. You can easily customize each user's setup configurations to support high-speed scan automation, batch shipping, and quick one-off shipments.

## Rate Shopping: Automatically Ship At The Lowest Rate



Intelliship is a single shipping software that can manage all your carriers. The days are over of having to use a different shipping system for different carriers and different shipping modes! In addition to small parcel carriers like UPS, FedEx, DHL, and USPS our shipping software can also handle less-than-truckload, full truckload, air freight, ocean freight, and courier services. Domestic and international shipments, including all supporting documentation for international shipments, is no problem for Intelliship.

## Easy To Use: Intuitive User Interface, Quick Start-Up Time



Changing software systems can be intimidating for many users, but Intelliship makes it easy. Lots of smart people and a countless number of hours were a part of the interface design of Intelliship. Depending upon each user's setup configuration, our smart shipping software will request and present information as needed, when it needs to be seen, and will handle all the heavy lifting within the backend programming. Your company could have Intelliship up and running within a matter of days. Users will love the shipping system upgrade and your company's shareholders will love the cost savings!

## Budget Friendly: Low Cost, Easy Set-Up, Quick ROI, Start Saving



Intelliship was designed for the shipper with big needs and a little budget. Our simple straightforward pricing model enables customers to easily contrast our software's low cost to the high cost of other shipping systems with similar capabilities. The team of whizz-kid-analytics at Source Consulting can help you identify and quantify the laundry list of shipping costs that will be reduced or eliminated as a result of using our shipping software. Intelliship delivers huge savings for a small price tag!





TRACK



MANAGE



CONTROL!

## EFFICIENT & COST EFFECTIVE SHIPMENT MANAGEMENT

HALO transforms transportation data into meaningful information so that a shipper and its customers can see all in motion shipments moving with all carriers via a single interface. HALO actively manages the information received from carriers, systems, personnel and even the national weather service, identifying which shipments need immediate attention. HALO is intelligence in real-time for all shipments.

### Total In-Transit Visibility:



The HALO dashboard offers a concentric view within a single interface of all shipments moving with all carriers. More than just Pickup and POD, HALO shows every scan and segment entry made by each carrier throughout the transit lifecycle of a shipment (origin to destination). When integrated, HALO can even provide the information related to the product inside each shipment.

### Exception Management:



Within HALO's centralized dashboard, on-screen alerts will appear for distressed shipments. Distressed shipments are prioritized on the dashboard regardless of carrier so you always know (in a quick, single view) which shipments require immediate attention.

### Business Intelligence:



HALO transforms transportation data into meaningful information so that transportation managers, customer service, and inventory control (and others) can see all shipments with all carriers in motion via a single interface. If you want to know how your carriers are performing at any particular point in time, just look at HALO! If everything is green, there are no issues. If not, you'll know exactly which shipment(s) are distressed.

### Real-Time Reporting:



Robust reporting allows you to view your transportation network as never before. Summary level dashlettes provide real-time management level visibility to all categories of moving freight. Among the many standard static reports, a few include: On-Time Delivery, Carrier Scorecard Summary, Carrier Metrics, Cost Analysis, and Late Delivery Reason reports. The report interface also allows you to create your own, custom reports to mine the vast amount of data aggregated by HALO. All reports can be automatically delivered to your email box in Excel format, or created and viewed on-demand.

### Pick-up Alerts:



Integrated with Intelliship (or other robust shipping systems), HALO knows to expect a pickup and will alert if the pickup did not occur when expected (HALO can send an email to alert someone as well).