Transportation Management and AI-Driven In-Transit Inventory Visibility

When Transportation Agility Matters™

TMSfirst

Where TMS is Going™

Ocean, Air, Rail, Bulk, FTL and LTL

TMS*first*
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"The next generation of TMS solutions like TMSfirst's AI driven Transportation Management and In-Transit Inventory Visibility solution are eliminating previous generational data silos with easier to use system maintenance that are helping thought leading businesses reduce transportation costs often by 12% to 25% within a cloud-native self-configuring architecture.

Logistics complexities and service-level expectations have increased dramatically over the past decade, and disruption reached new levels these past few years. Micro and macro disruptions like network changes, rising rates, reduced capacity, escalating supplier and consumer demands have created complexity and volume that legacy transportation management systems (TMS) were never designed for.
Agility has become the industry's most valuable asset, as companies scramble to adapt to new challenges of the uncertainties in the global supply chain. With a single, consistent source of performance data, TMSfirst allows you to deliver one version of the truth. This is in valuable to multiple levels of any organization from executives to day-to-day planners who are swamped by numerous—and often conflicting—sources of information. TMSfirst solves many of your increasingly complex supply chain challenges.

TRANSFORMING YOUR SUPPLY FOR TODAY'S CHALLENGES

FROM
STRUCTURAL CHALLENGES FOR MOST TODAY

Not Integrated
Disconnected processes, systems, applications and data

Siloed Decisions
Misaligned priorities leading to disconnected and uniformed decision making across the business

Poor Data
Late, inaccurate and incomplete data leading to indecision

Reactive
A series of hasty decisions and delayed responses resulting in poor outcomes

TO
THE MODERN SUPPLY CHAIN

Integrated
Unified supply chain technology platform and Interconnected partner network

Connected Decisions
Aligned priorities leading to connected and informed decision making across supply chain, purchasing and logistics operations

Harmonized
Timely, accurate, and complete data enabling decision grade insight

Proactive
Business transformation and supply chain and procurement teams working together as one

At the same time, procurement has become too complicated, planning takes too long, and execution has become a minefield of exceptions and workarounds. The status quo is no longer good enough. So, we developed a better solution to drive revenue and exceptional customer experiences.
With the dynamic risk prediction of: shipments, lanes, suppliers and networks we can enhance your tactical planning. We'll help you process 25% more shipments up 50% faster. TMSfirst dashboards and real-time analytics help future performance analysis and Freight modeling.

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ARCHITECTURED FOR WHERE THE GLOBAL TRANSPORTATION IS GOING

TMSfirst's AI Driven Transportation Management and In-Transit Inventory Visibility Solution is the next generation of TMS which also provides enterprise level supply chain visibility capabilities into a single agile data harmonized solution with an API-first solution that integrates with virtually any customer carrier.
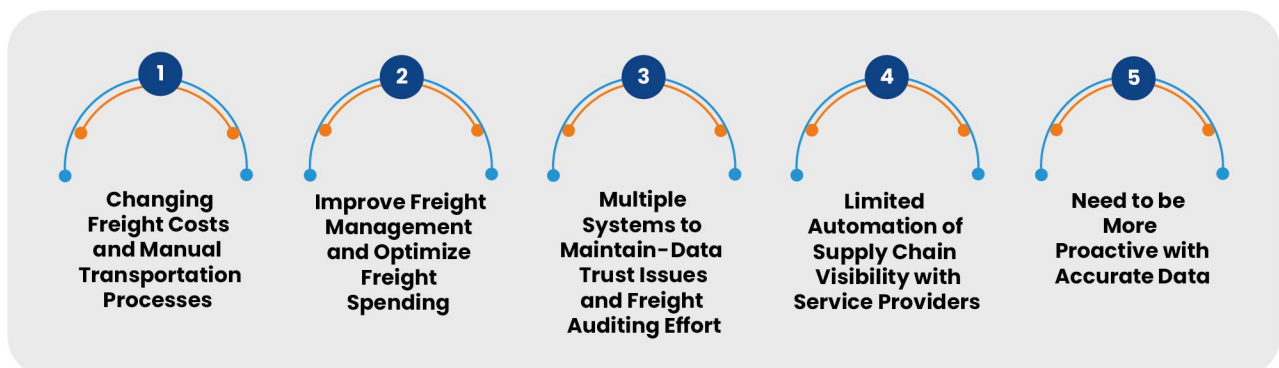
It has been engineered from the ground up to be a single cloud-native solution that helps global businesses reduce transportation costs often by 12% to 25%. It was engineered to be extendable and supportable for your unique business requirements, without custom development and visibility as a standard part of our enterprise transportation management solution.

We offer our solution for your complete command and control without any monthly API or Control Tower charges. TMSfirst has been architectured for where the global transportation management market is going. TMSfirst's technology aggregates, normalizes, and enhances industry data– both filtering out bad data to protect customers as well as providing enhanced data to ensure the most accurate and actionable data possible.

Our groundbreaking AI powered process platform helps your team to quickly design, automate, and optimize even the most complex processes, from start to finish, resulting in better deliveries, revenue growth and improved customer experiences.

DELIVERING RESULTS STARTS WITH OUR VALUE ENGAGEMENT PROCESS.

Our team will learn more about your specific business objectives as we gain an understanding of your detailed transportation and workflow processes. Below are typically some of the business issues our customers are looking to improve upon operationally. We meet with key management and operational subject matter stakeholders to better understand the prioritization of the business issues that you want to address.

1	2	3	4	5
Changing Freight Costs and Manual Transportation Processes	Improve Freight Management and Optimize Freight Spending	Multiple Systems to Maintain–Data Trust Issues and Freight Auditing Effort	Limited Automation of Supply Chain Visibility with Service Providers	Need to be More Proactive with Accurate Data

Together, we will review from cradle to grave your transportation and purchasing standard operating procedures and learn about the manual interaction points throughout your existing processes.

![TMSfirst logo — Where TMS is Going™ — Ocean, Air, Rail, Bulk, FTL and LTL](logo)

INDUSTRY EXPERIENCE AND INDUSTRY EXPERTISE

TMSfirst's dedicated data science and engineering teams with more than three decades of learning and successful project implementation experience has delivered more than $1 billion of TMS software sales. Our industry experience though is focused on meeting the specific and unique business requirements of a few key industries. We really excel at key industries that have a multi-modal transportation approach and often have a global supply chain footprint. The following are some of the core markets TMSfirst provides leading solutions for.

FREIGHT CARRIERS AND FREIGHT FORWARDERS

OIL & GAS (WITH PERMIAN BASIN LEADERSHIP)

ELECTRONICS/HIGH TECH MANUFACTURING

INDUSTRIAL MANUFACTURING/ DISTRIBUTION

BULK CHEMICALS AND GOODS

RETAIL AND PRIVATE LABEL MANUFACTURERS

IN-TRANSIT INVENTORY MANAGEMENT VISIBILITY

Responsible for managing more goods going to more destinations than any other industry, retailers and private label manufacturers must be able to get the right goods to the right place at the right time. To make that happen, they need high levels of visibility into the flow and movements of their inbound and outbound systems, and a "control tower view" that supports better decision making.

In a recent Supply Chain Trends Shaking Up report, KPMG cites end-to-end forward-looking visibility as a critical "must have" for retailers. "Having 'control tower' visibility on key real-time indicators; being able to maneuver your supply chain beyond your own business borders; and building real-time collaboration with your ecosystem of supply chain partners will likely be critical – all done using digital capabilities."

Too many retailers and private label manufacturers are still using alot of manual processes and spreadsheets for functions like data reconciliation and reporting. For example, a company's transportation management system may be the keeper of important data, but the retailer that's working with third-party logistics providers and/or drop-ship arrangements is undoubtedly dealing with in-transit and in-stock visibility gaps.

TMSfirst helps retailers and private label manufacturers bridge these in-transit inventory management visibility issues. We offer extensive AI-driven analytics data views, such as displayed below. The configurability of TMSfirst helps your control tower view – become a reality. This is extremely valuable for businesses that often have to balance their ocean and air freight movement decisions due to market timing requirements.
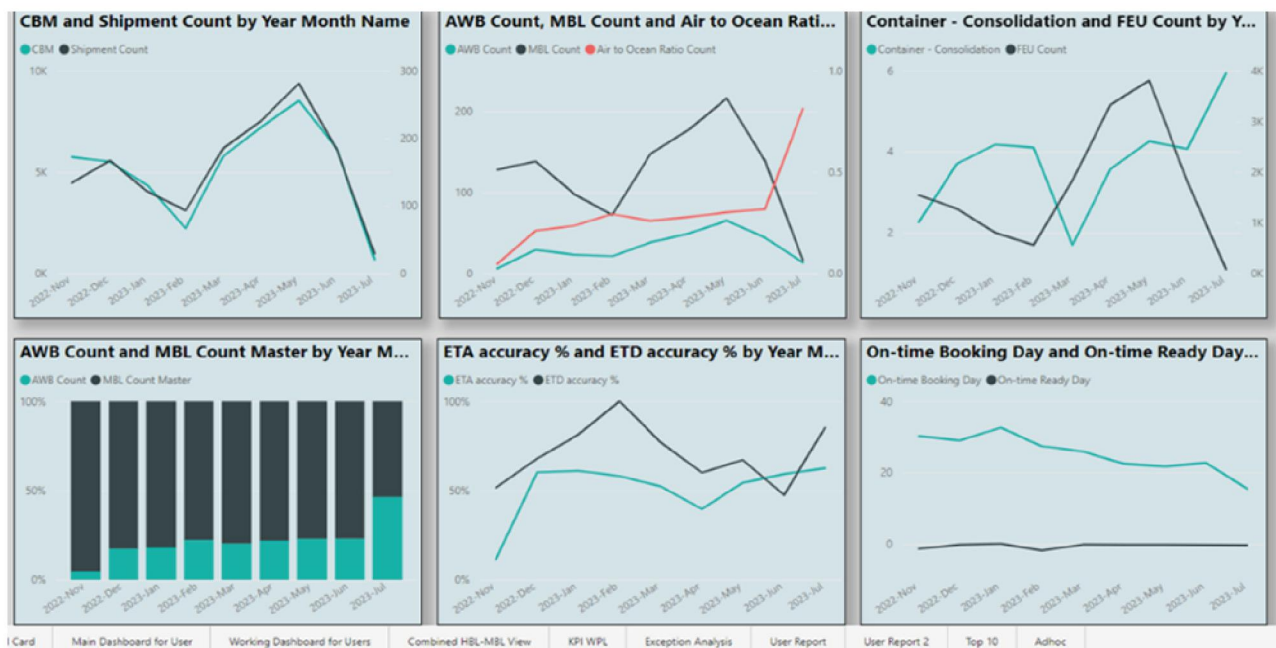
A SOLUTION BORN IN THE CLOUD

TMSfirst's Transportation Management with Supply Chain Visibility is the most agile global TMS ever created into a singular global native-cloud scalable solution. It was designed by TMSfirst's dedicated data science and engineering teams from their more than three decades of learning and experience and by a team that has delivered more than $1 billion of TMS software sales.

TRANSPORTATION MANAGEMENT SYSTEM

Management of all transportation activity with bi-directional ERP integration:
Ocean, Air, Rail, Bulk, FTL and LTL

▶ Transportation spend, volume of cargos, shipments, and spend/shipment

▶ Top transportation providers in spend and volume.

▶ Delivery on time by transportation vendor and by mode

▶ Transportation cost to revenue ratio over time

▶ Transportation costs to profit ratio over time

Transportation Management System

Lead Logistics Provider

Supply Chain Visibility Platform

Lead Logistics Provider

Managed Booking Services
Ocean, Air, Rail and Trucking
Managed Invoicing, Audit and Pay
Exception Handling, Rate Maintenance and Ensuring Carrier-billing Compliance.

SUPPLY CHAIN VISIBILITY

Integration and Visibility:
Port, Freight Forwarder, Movement and Status

▶ Visibility of geo-position of your freight- near real-time

▶ Visibility of various legs associated with your shipments to avoid rollovers

▶ Visibility by shipment, mode, carrier, origin or destination

▶ Proactive smart alerts of delays and/or milestone achievements- Internal or to your customer or bot

We took all that knowledge and paired it with the most innovative cloud technology and analytics platform with industry thought leader engagement in our core industries of oil & gas, chemicals, automotive parts, industrial distribution and ecommerce hard goods distribution that use a mix of the following global modes of transportation: Ocean, Rail, Bulk, FTL and LTL transportation modes to create something truly unique in planning and execution.

TMSfirst helps streamline antiquated freight settlement processes by managing invoices by exception and lowering excessive and incorrect charges quickly and efficiently. Automating communications and processes reduce overhead and costly errors and improve pre/post audit carrier contract compliance, freight audit and payment capability.

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A SINGLE GLOBAL INTEGRATED TRANSPORTATION SOLUTION

International transportation management shipping processes are very critical and require an end-to-end, secured and real-time platform. Using sophisticated algorithms, business rules and tendering capabilities, our network based TMS improves freight capacity matching of a broad base of carriers, brokers, private fleets and other sources of capacity that are part of the network. Cleansing the master data and providing connectivity to the partners on a single platform.

Contract Pricing	Spot Market	Booking	Transport Documents	Partner Visibility
ETA Management	Drayage Management	Demurrage & Detention (D&D) Management	Visualization of Shipments	KPI Dashboards
Invoice Audit and Compliance	Invoice Process	Rate Maintenance	Supplier Performance	Expert Analytics
Shipment Status & AI Rule Alerts	Manage Orders	Systems Integration	Planning	Milestone Updates
				ASN, POD and Compliance

A single digital integrated end-to-end platform connecting numerous service providers to our clients we turn data into business intelligence offering insights on costs, service levels, volumes, and customer experience. The TMSfirst AI powered process platform works across our entire solution to help your team to quickly design, automate, and optimize even the most complex processes, from start to finish, resulting in better deliveries, revenue growth and improved customer experiences.

FREIGHT AUDITING, INVOICING, BOOKINGS AND RATE MANAGEMENT

TMSfirst also can provide access to a non-asset-based managed services/4PL provider support for operational logistics support to book ocean and drayage shipments; perform AES filings; coordinate with origin to ensure timely movement of goods; track, trace and update ETD and ETA dates as required with a special focus on driving on-time delivery with special attention around demurrage and rollover avoidance services.

Our Fourth Party Logistics organization ("4PL") services which TMSfirst provides customers the management of international exports and domestic freight movement of goods and consolidation center matters. TMSfirst 4PL services also can include negotiation of freight forwarder, steamship lines, dray providers, brokerage, billing, assist with claims resolution, reporting, KPI monitoring and achievement, Standard Operating Procedures, and maintaining the TMSfirst Transportation Management System.

We are able to provide support for: LTL, FTL, Line-Haul, Ocean, Air, Parcel, Barge, Rail & Bulk, secure drayage & intermodal services, secure vessel capacity and/or charters, as well as consolidation & deconsolidation and packaging facilities to & from port. Other services we also can provide are: information regarding picked up, and loaded per manifest or PO, transit visibility with Dynamic ASN's throughout the voyage and can notify end point cargo off-loaded from ship and handed over to customs agent. With the TMSfirst solution, we target a processing automation rate at 95% after a few months of operation, so our team can work with your account management, procurement and A/P teams to focus on the 5% of exceptions.

Automate the 95%

Freight Invoicing, Audit and Pay
We will capture all transportation data elements from freight invoices, self invoicing, supporting documents and photos via TMSfirst solution with direct connectivity to your ERP

Multiple Mode Types of Transportation and Connectivity
Including API's, EDI transactions such as 110, 210, 214 etc. to any carrier or forwarder for a full repository

Duplication Protection
Detection is one step but will not cause a massive number of invoices to be reviewed unless fraud is "detected inaccurate and incomplete data leading to indecision

Automated Rate Matching
Acceptance and rejection per SOP, which often uses % differentiation for action and review

Manually the 5% Exceptions

Exceptions
Handled directly by TMSfirst and work directly with customer AP to reduce manual labor

Freight Invoice Reviewed
Systematically or manually ensure carrier-billing compliance with AP requirements and agreed upon SOP

Key Process Aspects for AP Engagement
Data Capture, Duplicate Protection, Exception Review, Invoice Imaging, Invoice Cycling, Validation Tables – Location, Accessorial and Carrier, General Ledger Account Distribution Component Tables

TMSfirst has been optimized to meet the unique requirements for various businesses including those in oil & gas, upstream and downstream processes, bulk chemical product movement and industrial and electronics distribution, as well as B2C product tracking and movements from around the globe.

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ACTIONABLE INSIGHTS

With access to upstream and downstream transportation data, you have the information needed to uncover exceptions before they happen and improve overall performance. The TMSfirst solution offers advanced analytics capabilities to transform your global operations. Our solution leverages analytics tools to deliver predictive ETAs, configurable dashboards, and carrier performance insights. views into predictive ETAs will empower your team to stop disruptions before they occur, while performance insights will enable you to improve plans and relationships far into the future. Avoiding manual and inaccurate reporting allows you to save time and resources spend managing detention and demurrage fees. Having access to these analytics enables your team to focus on where they can make a difference in expediting and overall performance.

The following are examples of data using TMSfirst and our Advanced AI Control Center capabilities.

DAILY TRACKING SUMMARY

ALIGNING LOAD PLANS WITH DRIVERS

PLANNING BOARD FOR SHIPMENTS AND ORDERS

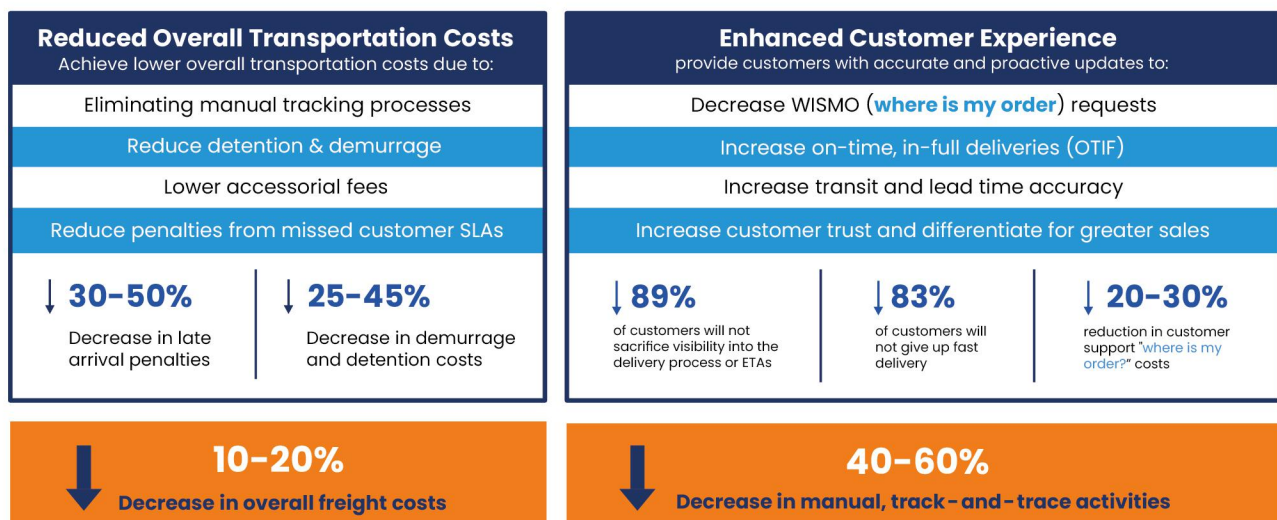**TRUCK AND DRAYAGE STATUS AND LOCATION**

HIGH LEVEL CARRIER REVIEW

MASTER COUNT VIEW BY CARRIER

BUILDING THE BUSINESS CASE

Organizational change management and executive alignment are crucial for any transformative project, especially for a transportation management system project. In competing for internal funding and support, a strong business case can help internal decision makers understand how TMSfirst can deliver positive business outcomes, what results will be achieved, and the resource investment required.

The TMSfirst business case often supports and benefits enterprise initiatives and directly impacts areas that the decision-makers care about. Our solution is strategic and will improve transportation performance—and create quantifiable financial value—which has become imperative for today's complex global supply chains.

On average, an end user can expect savings between 5% and 15% on freight spend alone, per Gartner. Key areas of improvement you should expect with a TMSfirst solution are:

Reduced Overall Transportation Costs	Enhanced Customer Experience
Achieve lower overall transportation costs due to:	provide customers with accurate and proactive updates to:
Eliminating manual tracking processes	Decrease WISMO (where is my order) requests
Reduce detention & demurrage	Increase on-time, in-full deliveries (OTIF)
Lower accessorial fees	Increase transit and lead time accuracy
Reduce penalties from missed customer SLAs	Increase customer trust and differentiate for greater sales

Reduced Overall Transportation Costs

↓ **30-50%** Decrease in late arrival penalties

↓ **25-45%** Decrease in demurrage and detention costs

Enhanced Customer Experience

↓ **89%** of customers will not sacrifice visibility into the delivery process or ETAs

↓ **83%** of customers will not give up fast delivery

↓ **20-30%** reduction in customer support "where is my order?" costs

↓ **10-20%** **Decrease in overall freight costs**

↓ **40-60%** **Decrease in manual, track - and - trace activities**

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FAST TIME TO VALUE AGILE IMPLEMENTATION METHODOLOGY

At TMSfirst, we believe that the Time-to-Value component is a major competitive differentiator. It is for this reason that we utilize an Agile Implementation Methodology which focuses on the rapid delivery of a "Minimal Viable Product" where we fully leverage the rich functionality of TMSfirst in prioritized business areas.

We utilize solution configurability during delivery "Sprints" and not old-fashioned big bang detailed functional specifications which take months to develop and are often outdated based upon utilizing the new capabilities from TMSfirst. Customers typically reduce their implementation costs by 50% using this Agile approach.

▶ Rapid delivery of "**Minimal Viable Product**"

▶ Fully leverage rich industry functionality

▶ Focus on business priorities based upon goals

▶ Utilize "fast prototyping" delivery Sprints

▶ Prioritize action items of need; now that a solution is operational and leverage remaining budget

▶ Customers often obtain MVP milestone at 50% of budget

The TMSfirst Agile Methodology enables us to deliver a working solution sooner than planned which dramatically reduces project risk and better enables your team to then prioritize action items of need, now that a solution is operational and leverage remaining budget vs. building out a solution document over many months without being able to provide feedback early in the process.

Key business benefits of the fast time to value approach are:

1. Measurable business benefits delivered every month

2. Measurable freight cost savings every month

3. Superior management of project budget

4. Rapid project feedback to ensure greater performance results

5. Reduction in internal time needed with a Sprint focus

6. Management able to be provided fast project reporting

7. Account management, procurement and supply chain acting faster as one

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SEVEN REASONS WHY WE WIN

The core value proposition for the TMSfirst Transportation Management and In-Transit Inventory Visibility Solution:

1. Rapid ROI: The TMSfirst solution is a fraction of the cost of the competition to make the CFO happy

2. Increased Productivity: Process 25% more shipments with 50% improvement in SLA's performance and at lower costs

3. Dynamic AI Analytics: Intelligent workflows help you stay ahead of global logistics dynamics by focusing on the 5% that matter and eliminating traditional data clutter to quickly remedy exceptions.

4. Faster New Employee Onboarding: Reduced training time for full-time and temporary workers

5. Single Native-cloud Solution: Forward thinking solution that combines Transportation Management with Enterprise Grade Supply Chain Visibility into a single solution

6. Empowering Employees: More confident workers are happier workers which reduces turnover

7. Fast Implementation: Few organizations have the stomach for another expensive and protracted implementation. We utilize a proven Agile methodology with specifically designed monthly sprints for fast time to value

ABOUT TMSFIRST

TMSfirst provides an AI driven transportation management system (TMS) with In-Transit Inventory visibility that helps global businesses reduce transportation costs often by 12% to 25%. The TMSfirst solution is highly configurable and supports all modes of product movement including Ocean, Air, Rail, Bulk, FTL and LTL on a single cloud native scalable platform for the single source of information truth. The TMSfirst solution has been designed and developed by an experienced team whose previous solutions have generated over $1 billion in TMS and visibility software sales. TMSfirst is for thought-leading global businesses who are dissatisfied with traditional transportation management solution's high acquisition costs, complex implementations, as well as their high annual operating and maintenance costs. Customers select TMSfirst when transportation agility matters. To learn more about TMSfirst, visit us at **www.tmsfirst.com**.

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