



BestTransport Solution Case Study

Case: Allegheny Technologies

Allegheny Technologies, Incorporated (www.alleghenytechnologies.com) is one of the largest and most diversified specialty materials producers in the world with revenues of approximately \$1.9 billion in 2002. In early 2000, the management of its largest subsidiary, Allegheny Ludlum, determined that it could save significant costs and create considerable organizational efficiencies if it were able to automate the selection of its carriers. However, Allegheny was not interested in purchasing or developing a complex software application that would require a large investment of capital, training and integration.

The Decision

Allegheny Ludlum, an Allegheny Technologies company, chose to deploy the BestTransport online transportation execution system, a solution for managing carrier selection, scheduling pick-up and deliveries, and tracking freight. BestTransport allowed Allegheny to incorporate thousands of rates and lane details and apply its business rules for determining how to select the optimum carrier for each of hundreds of loads shipped daily.

Furthermore, BestTransport permitted Allegheny to centrally control and execute what had previously been a redundant transportation management process throughout dozens of its facilities located across the U.S.

Results

Allegheny has realized over ten percent savings in its annual freight costs alone, as a direct result of utilizing BestTransport. With little in upfront cost or time to seamlessly integrate BestTransport's capability into the company's existing shipping and back-office systems, Allegheny was realizing a net financial benefit within the first two months. And, the benefits have continued into subsequent years, even producing incremental savings beyond the normally recurring savings as Allegheny has further improved processes enabled by BestTransport.

"Allegheny achieved its goals of challenging and improving the processes in our transportation area over the past three years with the aid of the BestTransport system. BestTransport permitted our transportation team to increase its focus on higher value projects that enable us to better serve our customers, while the system executes many of the details much more rapidly and with greater precision than was possible before. Equally important to what we've saved with BestTransport has been the reporting and measurement capability we not have to assess our service levels, our carrier quality, and our financial progress within transportation," according to Terry Dunlap, President of Allegheny Ludlum

"Our decision to add BestTransport to our transportation management process has been great for everyone. Executive Management loves the bottom line impact, our department has been able to accomplish our objectives in far less time, and our carriers have expressed their appreciation for how much easier it is to do business with us," according to John Sample, Director of Transportation and Traffic of Allegheny Ludlum.



In addition, the Transportation Department personnel have benefited as well. While urgent, or "hot", loads remain a reality, process efficiencies achieved by Allegheny now allow those loads to be managed more systematically, resulting in better responsiveness and cost control, while reducing end-of-day carry-over loads by more than 90%. The department has also seen a significant increase in capacity, as it can now move 30% more loads with the same overall staffing level. Now that the team has been relieved of the routine, labor-intensive and expensive chores of phoning, faxing and EDI, it allocates more time to pursue other cost savings and quality improvement opportunities. The reporting and auditing functions within BestTransport have also permitted the transportation staff to pursue additional value-add projects, including improving on-time delivery and realizing better contract rates.

About Allegheny Technologies, Incorporated

Allegheny Technologies has approximately 9,650 employees worldwide, using innovative technologies to offer growing global markets a wide range of specialty materials. In addition to commodity stainless steels, the company produces high-value products, including nickel- and cobalt-based alloys, superalloys, titanium and titanium alloys, specialty steels, super stainless steels, exotic alloys, tungsten materials, and highly engineered strip and Precision Rolled Strip® products.

About BestTransport.com, Inc. BestTransport is a leading provider of online transportation management systems (TMS), an on-demand service that enables shippers and carriers to efficiently plan, execute and settle inbound and outbound freight activities using best practices. The company's TMS offering enhances freight visibility, delivers metrics to benchmark progress, reduces transportation costs and facilitates collaboration. BestTransport connects its shippers to a network of over 4,000 carriers, processes thousands of shipments daily, and continues to grow every year due to the power of its network. BestTransport has leading shippers using both flatbed and van equipment on its network, including Alcoa, Gerdau Ameristeel, Solo Cup, JLG, Wastequip, PlyGem, and Allegheny Technologies. For more information, visit www.BestTransport.com or contact Bill D'Amico at 614.888.2378 Ext. 201.