



BestTransport Solution Case Study

Solution: Routing Guide Tender Management

Business Issue Addressed: Using the correct carrier 100% of the time

In 2006, in order to keep up with the surge in transportation-related costs, due in part to rapid company growth, an industrial manufacturer of large equipment realized they needed to automate their transportation management procedures, and bring discipline to their carrier tendering process. Tracking information via spreadsheet and email and/or faxes was no longer viable, and they sensed they were losing visibility and control of the carrier cost management aspect of their transportation expenditures. Without a structured process to determine which carrier should receive their freight tenders, management realized they were not always finding the right carrier to move their freight, and they found that in many cases, they were paying far more than they should have due to this lack of real-time visibility into carrier costs and availability. They felt that a structured and manageable process of pre-defined tendering rules that consider all possible options for carrier selection would be infinitely better than relying on the inefficient and labor-intensive methods they were using at the time.

Solution: BestTransport's Rules-Based Tender Management Logic

After selecting BestTransport's on-demand TMS solution as their framework tool to automate their load tendering process, our client went about implementing BestTransport's rules-based tendering logic. Because the system "knows" all the carriers that are available for a given lane, what equipment types they offer, and what their applicable corresponding rate fees are, they have been able to set up a comprehensive hierarchy of logic that ensures that the right carrier is chosen for a given lane, at the best possible cost available for that move.

Results:

- More freight is being covered automatically without the need for human intervention
- Our client is realizing a \$150,000 monthly savings as a result of automating their rules, thereby enforcing the desired discipline in their rules tendering process

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.