



***Using Technology to Achieve Success
Through Vision & Innovation***

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Presentation Topics

- McClain & Associates Overview
 - Background & History
 - Products and Services

- Technology
 - Platform
 - TMS offering

- Business Intelligence
 - Reports
 - Dashboards

- Demo



Company Overview

Transportation Services

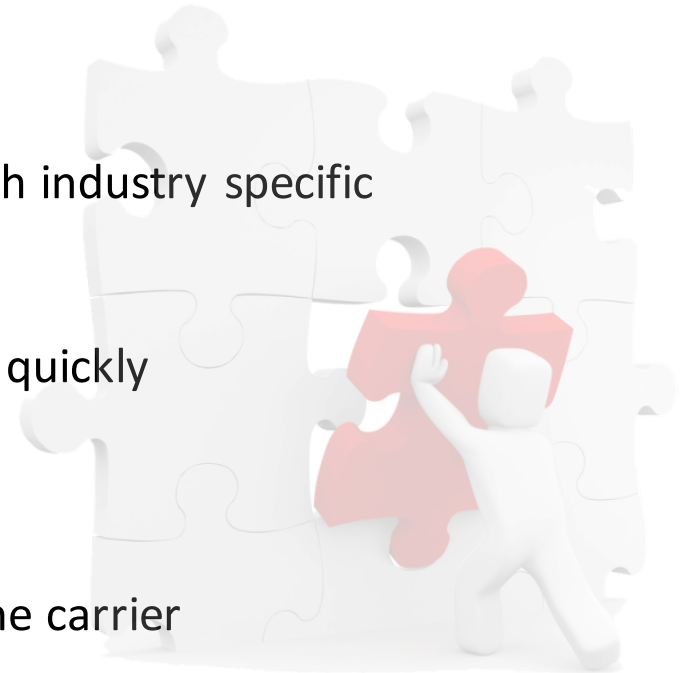
- **Less than Truckload (LTL)**
 - Coast to Coast Coverage US & Canada
- **Truckload**
 - Van
 - Temp-Controlled
 - Flatbed
 - Oversized
- **Intermodal**
 - Ocean Equipment 40' & 45'
 - Domestic Equipment 53'
- **Warehousing/Cross Dock**
- **Expedited**



Established
since
1995

Advantages of a 3PL

- ✓ Multi-Carrier Solution with published pricing
- ✓ Relationships with small to medium size carriers
- ✓ Ability to take advantage of the Spot Market
- ✓ Continually improving, building relationships with industry specific companies on behalf of many clients
- ✓ Ability to react to the market and make changes quickly
- ✓ Access to thousands of carriers
- ✓ Provide visibility of all shipments regardless of the carrier
- ✓ Ability to provide client specific analytics across the entire supply chain



Functionality Overview: Enterprise Applications

- ✓ Shared platform that provides an integrated solution that efficiently streamlines:
 - Rate Negotiations (RFP – Published Pricing)
 - Shipment (Booking, Scheduling & Tracking)
 - Financials (Freight Pay & Audit)
 - Business Intelligence (Reporting)

- ✓ Tightly integrated suite of applications consisting of:
 - Published pricing
 - Truckload zone pricing
 - Dynamic routing guide
 - Real-time tracking
 - Route optimization
 - Automatic spot quotes
 - Truckload dispatch board
 - Scheduling
 - Invoice Management
 - Yard Manager
 - Purchase order integration
 - Truckload load board
 - Dynamic reporting
 - Expense revenue tracking
 - Exception Management

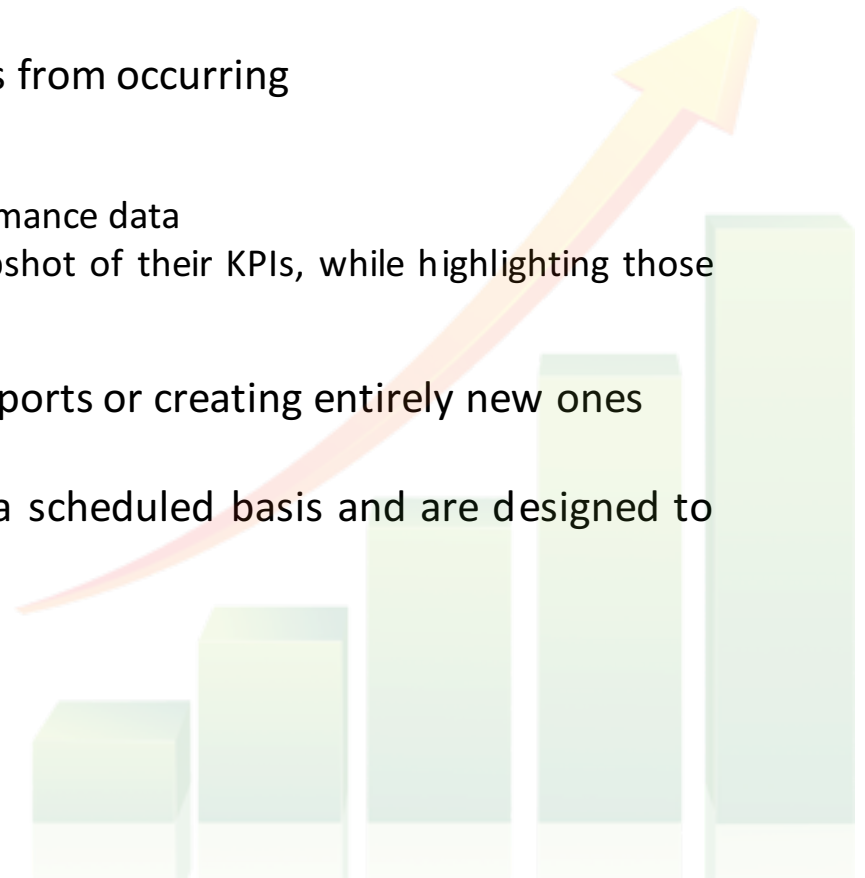
Next Generation TMS



- ✓ World's #1 Cloud Platform,
 - Best in breed availability, scalability, reliability, redundancy, fail-over
 - Multi-Tenant Architecture offers unparalleled efficiency: Hardware & Power Economy, Elasticity, effort to update
 - No additional infrastructure cost to client, extremely low TCO
- ✓ CRM and Communities
 - Contact Relationship Management (CRM) and TMS execution on single platform
 - Bring all stakeholders onto one shared platform through Kuebix Communities
 - Share data, update status, manage exceptions
 - Salesforce Chatter instant messaging to streamline and store communication
- ✓ Integrations Made Easy
 - Integrates with any ERP system
 - Supports both software development and transportation integration standards
 - Cost effective solutions for EDI, SOAP, REST protocols

Business Intelligence (Analytics):







- ✓ Accurately manage and analyze transportation costs and execution performance
 - Total spend
 - Average cost per mile or pound
 - Summarize costs by carrier, charge type, etc.
- ✓ Proactively manage business to prevent failures from occurring
- ✓ Use executive management dashboards to
 - Summarize real-time execution and cost performance data
 - Provide personnel at all levels an instant snapshot of their KPIs, while highlighting those that need immediate attention
- ✓ Gain greater flexibility in modifying standard reports or creating entirely new ones
- ✓ Reports are available to be on demand or on a scheduled basis and are designed to be available directly to Excel



Dynamic Carrier Routing

Carrier Rates:

Lowest Price ▾

 Dohrn Transfer Co Standard \$102.34 Standard Service Days: 1 day(s) **	 Estes Standard \$113.63 Standard Service Days: 1 day(s) **	 Dayton Freight Lines, Inc. Standard \$109.85 Standard Service Days: 1 day(s) **	 Con-Way Freight Standard \$149.86 Standard Service Days: 1 day(s) **	 Old Dominion Standard \$162.88 Standard Service Days: 1 day(s) **	 YRC-Standard Standard \$210.60 Standard Service Days: 2 day(s) **
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Close Rates

Create BOL

Type Quick Rate Quote Service Days 1 Mileage 304.83 Terminal Info ⓘ

Gross Rate	Discount	Linehaul	Surcharge	FSC Type	FSC Value	Total FSC	Accessorial	Total Price
\$321.00	0.00%	\$85.28	\$0.00	Percent	20.00%	\$17.06	\$0.00	\$102.34

Interactive Shipment Tracking

Shipment Status: In Transit

Number of Selected Records: 0

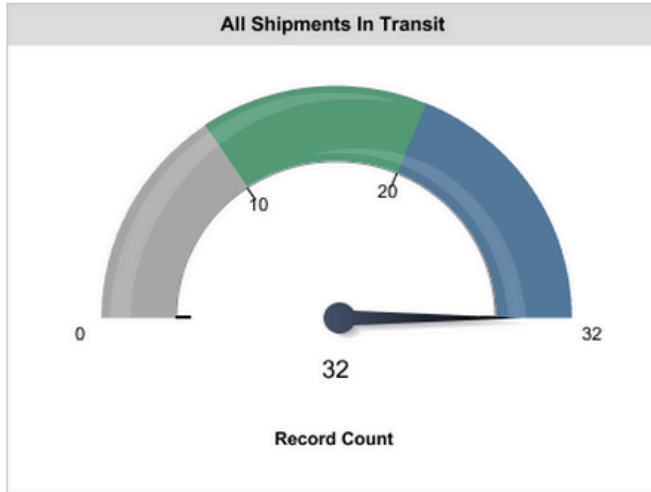
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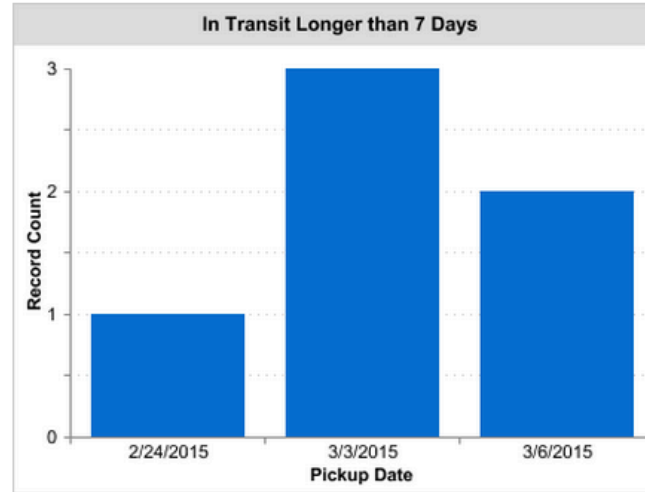
BOL Number	Shipment Type	Service Rep (Internal)	Client	Rate Quote Record Type	Pickup Date	Carrier	Carrier PRO #	Delivery Status	Actual Delivery Date	LTL Expected Delivery Date	Client BOL #	PO List	Origin Company	Origin City	Origin State	Destination Company
<input type="checkbox"/> MA-2356970-16	LTL	Doug Rothfuss		Published Rate	02/02/2016	ABF Freight System, Inc.	074265297	Arrived	Act. Del. Date	02/05/2016	BOL	53488-0		El Paso	TX	
<input type="checkbox"/> MA-2356957-16	LTL	Doug Rothfuss		Published Rate	02/01/2016	Old Dominion	0431409120	In-Transit	Act. Del. Date	02/03/2016	007518200	No POs		St Louis	MO	
<input type="checkbox"/> MA-2356955-16	LTL	Rep		Spot Rate	02/01/2016	YRC-Standard	4972457878	Arrived	Act. Del. Date	02/01/2016	BOL	No POs		Phoenix	AZ	
<input type="checkbox"/> MA-2356954-16	LTL	Sean McClain		Spot Rate	02/01/2016	Con-Way Freight	595181775	Arrived	Act. Del. Date	02/01/2016	P7-4225	710129		Saint Peters	MO	
<input type="checkbox"/> MA-2356953-16	LTL	Donna Kelley		Spot Rate	02/01/2016	Con-Way Freight	595047003	Arrived	Act. Del. Date	02/01/2016	DEWHITT APP 14760	119306544		Saint Louis	MO	
<input type="checkbox"/> MA-2356952-16	LTL	Doug Rothfuss		Published Rate	02/01/2016	Central Transport	2157908030	In-Transit	Act. Del. Date	02/04/2016	215-7908030-6	No POs		Fullerton	CA	
<input type="checkbox"/> MA-2356951-16	LTL	Sean McClain		Published Rate	02/01/2016	Dayton Freight Lines, Inc.	370369441	In-Transit	Act. Del. Date	02/02/2016	BOL	515353		Jacksonville	IL	
<input type="checkbox"/> MA-2356949-16	LTL	Sean McClain		Published Rate	02/01/2016	Dayton Freight Lines, Inc.	358046441	Picked Up	Act. Del. Date	02/02/2016	850858702	1531197		Waukesha	WI	
<input type="checkbox"/> MA-2356947-16	LTL	Rep		Published Rate	02/01/2016	Dayton Freight Lines, Inc.	311594065	In-Transit	Act. Del. Date	02/03/2016	P16-000139	No POs		Fort Atkinson	WI	
<input type="checkbox"/> MA-2356945-16	LTL	Sean McClain		Published Rate	02/01/2016	Estes	0312095932	Arrived	Act. Del. Date	02/03/2016	66831	No POs		Piedmont	SC	
<input type="checkbox"/> MA-2356944-16	LTL	Sean McClain		Published Rate	02/01/2016	Estes	0312095930	Arrived	Act. Del. Date	02/03/2016	66833	No POs		Piedmont	SC	
<input type="checkbox"/> MA-2356943-16	LTL	Sean McClain		Published Rate	02/01/2016	Estes	0312095929	Arrived	Act. Del. Date	02/03/2016	66832	No POs		Piedmont	SC	
<input type="checkbox"/> MA-2356942-16	LTL	Doug Rothfuss		Published Rate	02/01/2016	Averitt Express	0860119390	Picked Up	Act. Del. Date	02/04/2016	007518200	No POs		St Louis	MO	
<input type="checkbox"/> MA-2356938-16	LTL	Sean McClain		Published Rate	02/01/2016	Dayton Freight Lines, Inc.	369588953	In-Transit	Act. Del. Date	02/03/2016	BOL	880010		Coal Center	PA	
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<input type="checkbox"/> MA-2356933-16	LTL	Rep		Published Rate	02/01/2016	Dayton Freight Lines, Inc.	373872425	In-Transit	Act. Del. Date	02/03/2016	P16-0001647	No POs		Lebanon	OH	
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<input type="checkbox"/> MA-2356928-16	LTL	Doug Rothfuss		Spot Rate	02/01/2016	Dayton Freight Lines, Inc.	364341819	In-Transit	Act. Del. Date	02/01/2016	007518200	No POs		St Louis	MO	

Dashboard Reporting

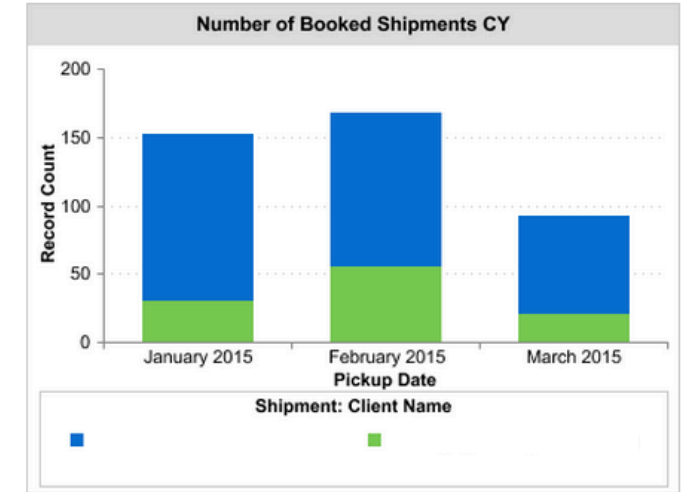
Shipments In Transit



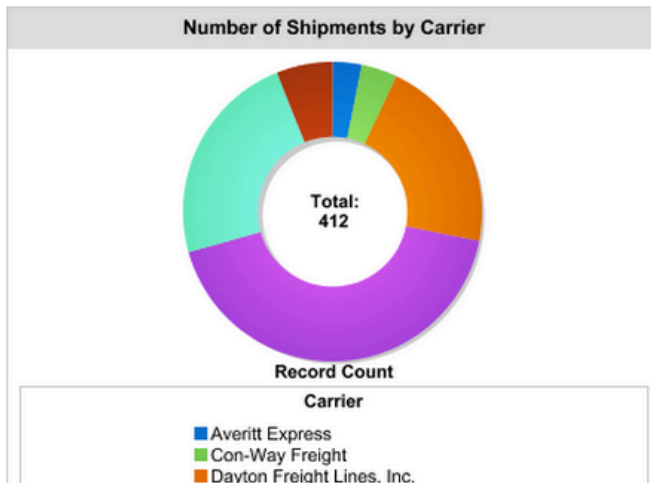
Shipments In Transit



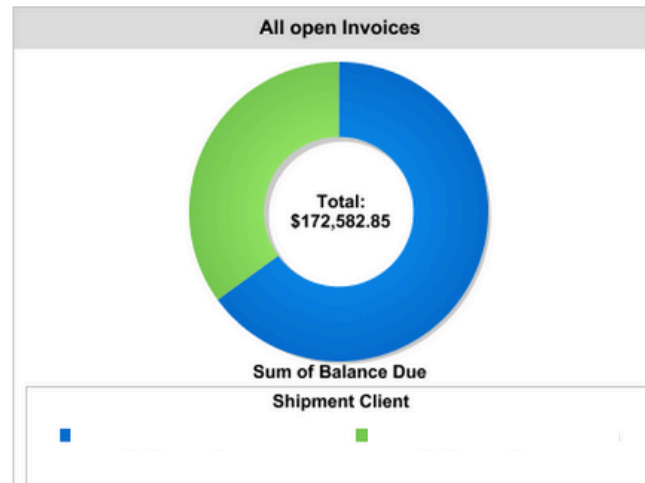
All Shipments



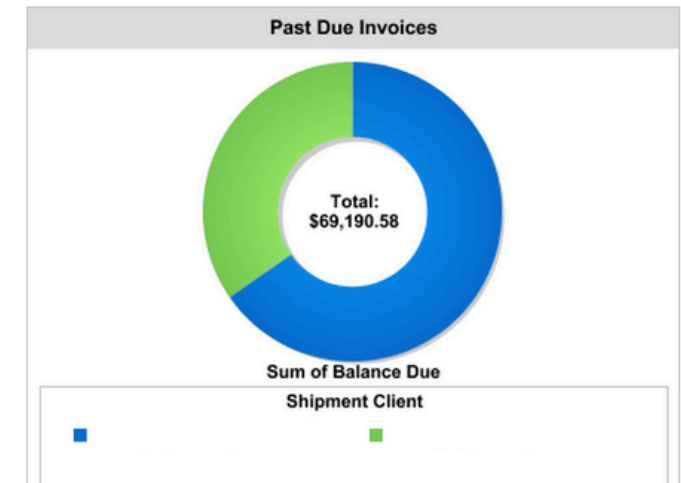
All Shipments



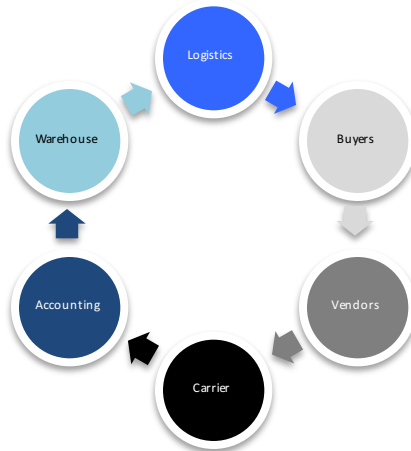
Aging Report



Aging Report

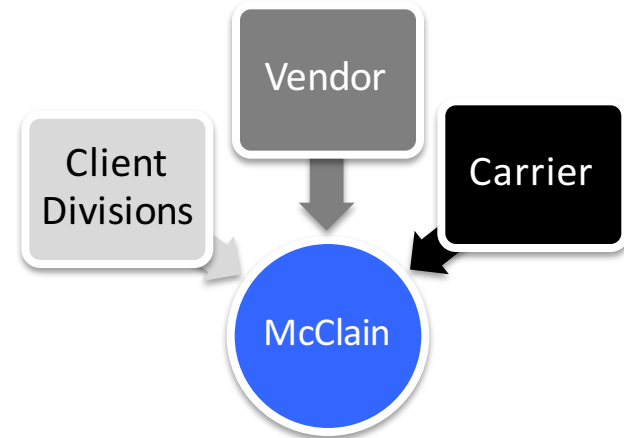


Inbound Management



Before IB Program

- ✓ Little to no visibility to actual transportation costs
- ✓ Individual and non-integrated data, systems, processes
- ✓ Manual tracking or follow up – too many dependencies
- ✓ Constant monitoring – everyone is responsible
- ✓ Vendor Compliance either lacking or non-existent



After IB Program

- ✓ Cost optimization throughout the supply chain
- ✓ Problems can be identified, tracked and minimized
- ✓ Centralized data, systems and processes
- ✓ Fully integrated platform provide continuity across the supply chain
- ✓ Systematically identify and communicate exceptions
- ✓ Increased Vendor Compliance (VIC Program)

Support Plan (outsourced offering)

- ✓ McClain will be staffed to handle any questions and/or provide shipping instructions to all vendors
- ✓ Client and vendors will be provided with contact information for McClain personnel to handle any questions
- ✓ Any issues will be immediately relayed to the appropriate contact at Client
- ✓ Follow-up plans will be immediately scheduled: In no way will service or vendor relations be compromised

Managed Transportation Service

- Outsourced transportation management solution that leverages McClain's sophisticated TMS applications and integrations. McClain & Associates' will provide experienced logistics professionals to plan, execute and track all shipments. McClain & Associates will also provide freight payment auditing and reporting.

