

TMW Optimization Software

The Optimization team at TMW now offers expert reporting, analysis and consultation services for our licensed customers to help you realize the greatest business benefits from the software you already have.



Even the most sophisticated carriers and data analysts can miss critical operational insight concealed in their complex business data systems. TMW Optimization brings new analysis services to mine your data and tune your software for valuable process and business improvement benefits.

ExpertFuel Tune-Up & Analysis

Complete operations analysis of your current ExpertFuel configuration with suggestions to increase your savings potential. Your current fuel discounts will be audited and compared with similar-sized companies for trends and discount levels. Spot-check of pricing vs. purchase analysis will identify any vendor discrepancies for your further review. **Deliverables:**

- Spreadsheet with your current parameters and improvement recommendations.

- Phone conference with our analysts to explain findings, discuss solutions.

Netwise—Monthly Historical Analysis

Full report on Top & Bottom 20 'Bill To' and 'Areas' identified by Netwise, including margins, yields, RPM and utilization analyses, Oversold vs. Undersold and maps of your network flows. The analysis covers cost and load distribution as well as yield and margin variances. Review pricing rankings of your Top 20 customers by Lane/Movement, MRI and Yield averages, as well as balance rankings presented as Top 20 'Desired' and 'Undesired' and area flows. **Deliverables:**

- Full summary reports on month-over-month historical rankings and benchmarks.
- Phone conference with our analysts to explain findings, discuss solutions.

SIX REASONS TO CHOOSE OUR EXPERT CONSULTING:

1. Improve your business ROI from TMW Optimization software in use at your company today
2. Understand the inter-connected and very bottom-line impact of your:
 - Fuel spend
 - Freight networks
 - Paying Loads
 - Actual Trips
 - Market competitors
3. Uncover the nature of daily operational decisions that eat in to your profitability
4. Use market benchmark data to identify areas where you overspend or undercharge
5. Reveal the scheduling problems and network imbalances that decrease your utilization
6. Learn how to analyze your business profitability in strategic terms so you can stop leaving money on the table!



A TRIMBLE COMPANY

www.tmwsystems.com



Netwise—Historical Rate per Mile Analysis

TMW experts will identify your least profitable loads using Netwise to factor in all relevant miles, accessorials, fuel surcharges and excessive deadhead, so you can make smarter business decisions. **Deliverable:**

- Report details those loads that are or have become unprofitable, based on your current operational practices and network inefficiencies.

Netwise – Billing & Payroll Audit

Uncover the hidden pricing, calculation and cost-tracking mistakes that directly impact your revenue and profitability. Our experts turn the Netwise laser-focus on excessive empty miles, low rate-per-mile issues, data entry errors, unbilled loads/miles and less-than-optimal dispatch practices.

Deliverables:

- Detailed exceptions report with recommendations for addressing each variance.
- Phone conference with our analysts to explain findings, discuss solutions

Netwise – Lane/Network Analysis

Analyze each lane based on historical yield and utilization to identify network strengths and weaknesses. Discover excessive empty miles, low rate per mile issues, bad network design, low margin/low yield lanes, and identify positive strategies to rectify these issues. **Deliverables:**

- Detailed report with any adverse findings with recommendations for each variance discovered.
- Includes a brief, one-hour conference call to discuss findings and convey possible solutions.

TripAlert—System and Functionality Audit

A full configuration audit will identify and help correct problem areas that may limit your benefits from using TripAlert. Our experts review your current alerts and geofence triggers. The audit results will help you create more effective and useful alerts with better filters, providing guidance on better use of geofence settings and load swap opportunities. **Deliverables:**

- Report identifying driver OOR miles and possible excessive home time.
- Service compliance report detailing excessive delay and dwell time and inaccurate appointment time data-entry.
- Phone conference with our analysts to explain findings, discuss solutions.

Remote Refresher Training -All Products Available

Deliver remote training via webx/conference call to customers needing refresher training on Expert Fuel, Trip Alert, Netwise, and Match Advice. This will help defer travel costs and minimum 2 day onsite requirement for customers already familiar with the products and only need refresher training or advanced tips and tricks for use with our software. **Deliverable:**

- Minimum 4 hours of advanced or refresher training/ QA session on purchased software with applicable staff. The training will be delivered remotely by a qualified TMW representative via teamviewer/webX session. This can be split up in 2 hour increments to suit the customer's needs and availability.

Hub Analytics—Our Location Analysis Service

TMW experts examine your historical operating data to identify current lane activity and network flow. Then we visualize your geographic business footprint to help you understand exactly where your trucks and loads have greatest density.

Remove the guesswork from key location-based decisions like adding a new terminal, maintenance or distribution facility, recruiting hub or drop yard locations and reduce your business risk with hard data. **Deliverables:**

- Detailed electronic map illustrating selected freight flows designed for your specific business purposes, based on your current freight traffic, frequencies and movement patterns.
- Conference presentation with Q & A.

Match Advice System & Business Review

Full audit of the Match Advice software settings and configuration with the customer to identify any shift in business focus or operating rules. Onsite refresher training of 3 days with planning and management staff to dial in the business rules and usage of the Match Advice Software.

Deliverable:

- Audit of the system configuration and current settings of the Match Advice software. 3 days on site consultation with executives and operations staff to identify business rules and Match Advice settings are commensurate to achieve optimum utilization of the software. Executive summary of findings will be delivered to company executives after onsite analysis is complete.

For more information, contact Frank Mabry at:

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