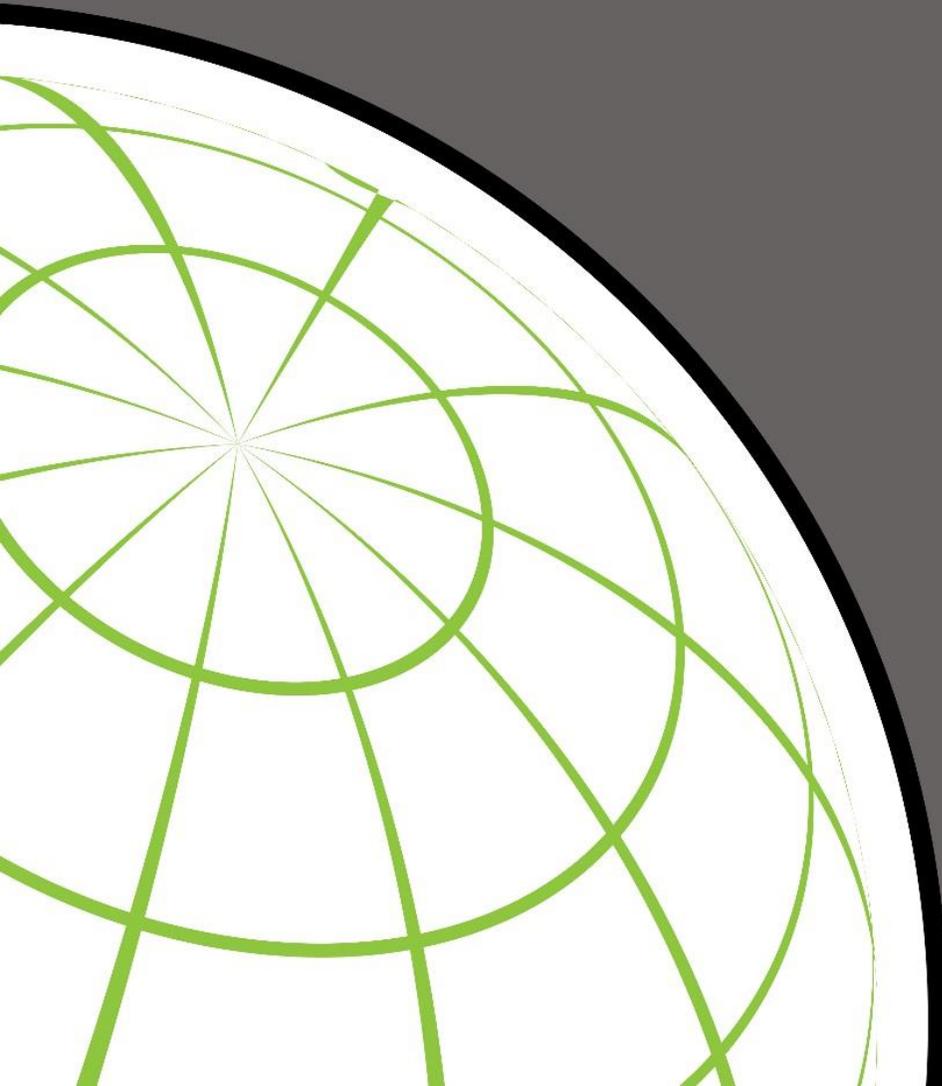


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Roundtable 3b

Big Savings From Small Changes





Robert Bock
R-DEX Systems



Hal Hutcheson
Expeditors Atlanta



John Haber
Spend Management Experts

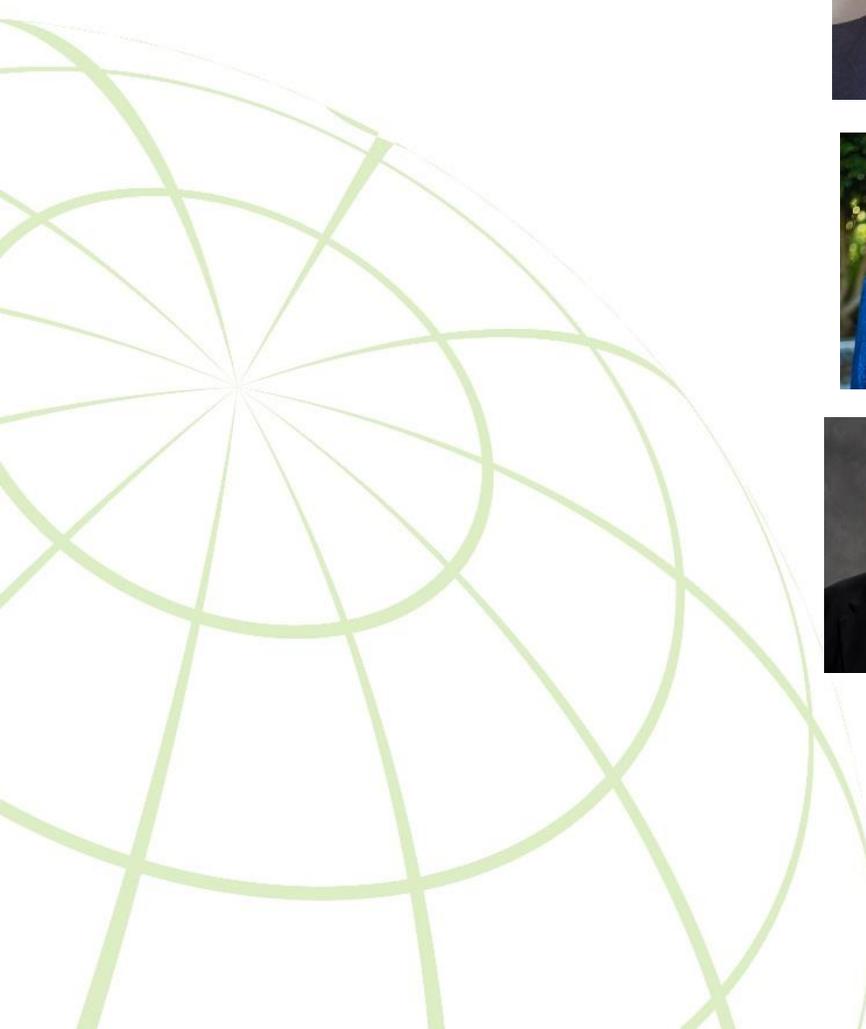
Duane Kalinowski
All Points



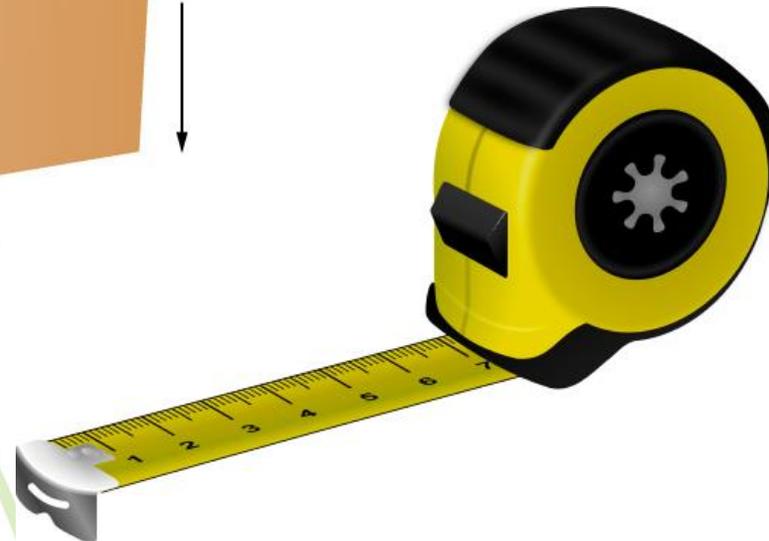
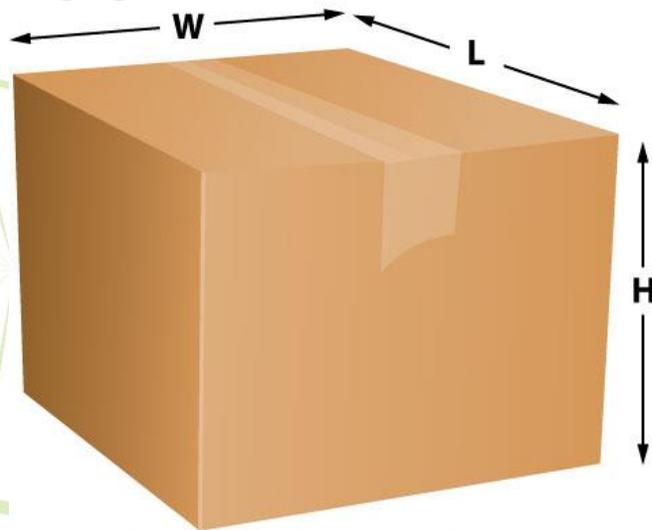
Dave Whelan
Blue Bird Corporation



Charlie Fiveash
Inbound Logistics Magazine
MODERATOR



Problem: Dimensioning Freight Manually Creates Bottleneck



Applications: Inbound and Outbound Processing

Distribution

- Outbound processing
- Build pallets of standard products
- SKU inventory
- Weigh and dimension each pallet before shipping out

Transportation

- Inbound processing
- Wide range of products arriving from planes, ships, trucks
- Every item must be weighed and dimensioned upon arrival

Current Manual Operations are Inefficient and Inaccurate

Solution: Low-Cost Automated Dimensioning

Shape Ape

3D Vision by R-DEX Systems

Capture
dimensions in less
than 1 second!



» New Order

- Driver inputs order ID number (manually or using barcode reader)

» Cube/Weigh/Barcode all Pallets in Order

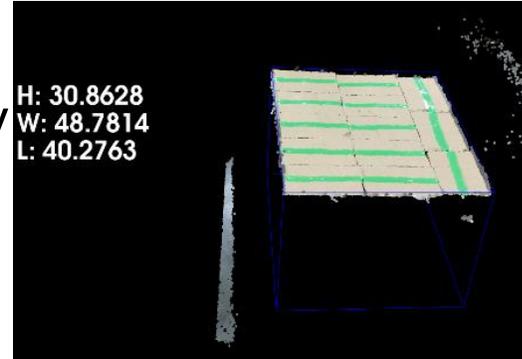
- Place pallet on scale
- Scan pallet from fork lift with wireless barcode scanner
- Barcode scan triggers weight and dimensioning operations automatically
- Data saved in csv file
- Driver stays in truck
- Repeat for all pallets in order

» End Order

- Unique barcode scan ends order

» Start New Order

- Input order ID number





Robert Bock
R-DEX Systems



Hal Hutcheson
Expeditors Atlanta



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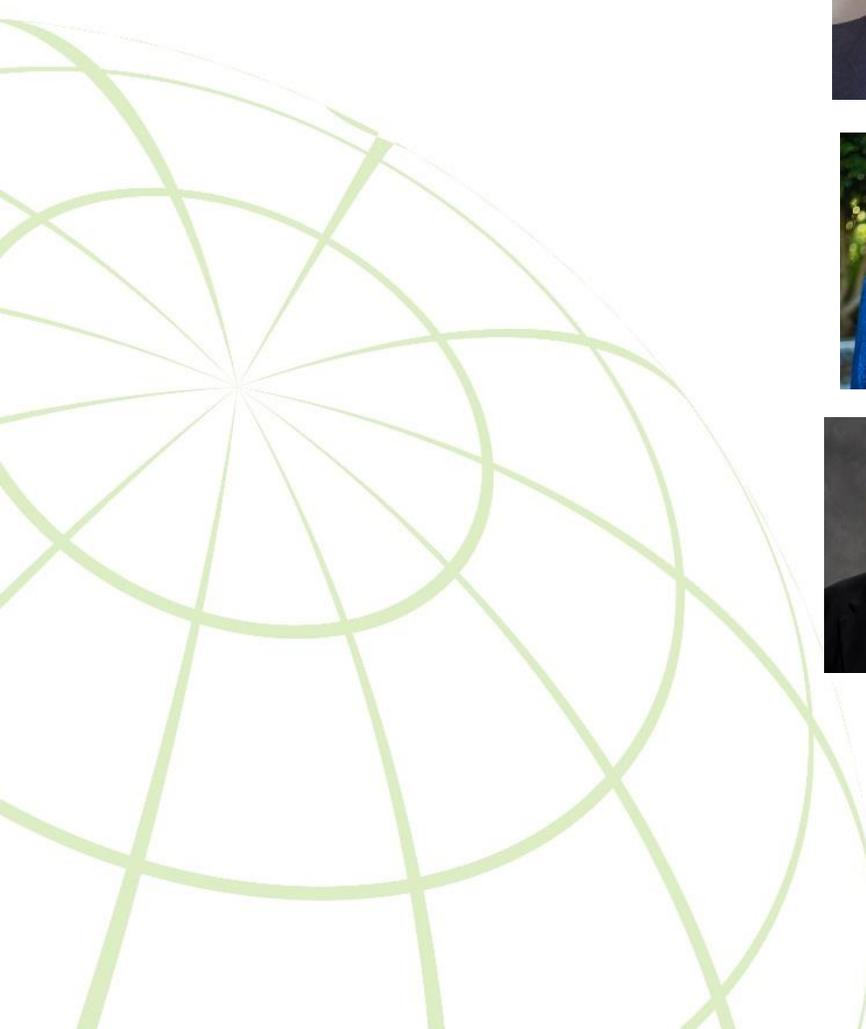
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All Points & Spend Management Experts

- **All Points**

- Established in 1995, based in Atlanta, GA
- An industry leader in fulfillment, printing, promotion, and technology services
- Offers Fulfillment, Printing, Technology, and Promotional Items as client services.
- What sets us apart from all the rest is our people, and our commitment to giving our customers everything they need to get the job done right, *whatever it takes*.
- Offers clients improved efficiencies, creative ways to cut clients' costs, and better mechanisms for executing clients' projects.

- **Spend Management Experts**

- Established in 2011, based in Atlanta, GA
- A leading transportation spend management consultancy
- Offers Transportation Optimization, Audit Technology, and Strategic Supply Chain Planning services
- SME's financial experience, focus on all transportation modes, and non-invasive approach set us apart in the marketplace.
- Clients benefit from optimized distribution & warehousing, operational efficiencies, enhanced service level visibility, reduced costs, and optimized supply chain planning.

“Partnering with Spend Management Experts has helped All Points achieve the goal of becoming more competitive”

All Points & Spend Management Experts

- **Challenge:** Provide the best shipping rates to customers increasing All Points' competitive advantage.
- **Solution:**
 - SME provided a solution that presented All Points with no risk
 - SME operates under a shared savings model
 - SME assumes the risk to achieve targets defined in our assessment
 - Clients pay nothing upfront and only after SME delivers hard dollar savings
 - SME provided a mechanism for All Points to re-invest in the business:
 - All Points has the flexibility to be more aggressive on customer shipping charges to drive sales
 - All Points is able to re-invest new profits into technology
 - All Points may invest new profits in additional staffing
 - All Points is able to add to owners profits or share with employees augmenting bonuses
 - SME projects All Points will enjoy cost savings of 18-20% in the first year

All Points & Spend Management Experts

- **Challenge:** Field future challenges without additional headcount or expense
- **Solution:**
 - All Points engages SME's support on an ongoing basis
 - Leveraging SME's expertise as additional bench strength
 - SME runs ad hoc analyses for All Points to competitively bid on new customers
 - We run mode optimization analysis to help them determine the most cost efficient means to ship
 - SME protects All Points from erroneous carrier charges carriers, recouping overpayments
 - SME constantly monitors the market for changes provides a safety net against potential cost increases due to market conditions



Robert Bock
R-DEX Systems



Hal Hutcheson
Expeditors Atlanta



John Haber
Spend Management Experts

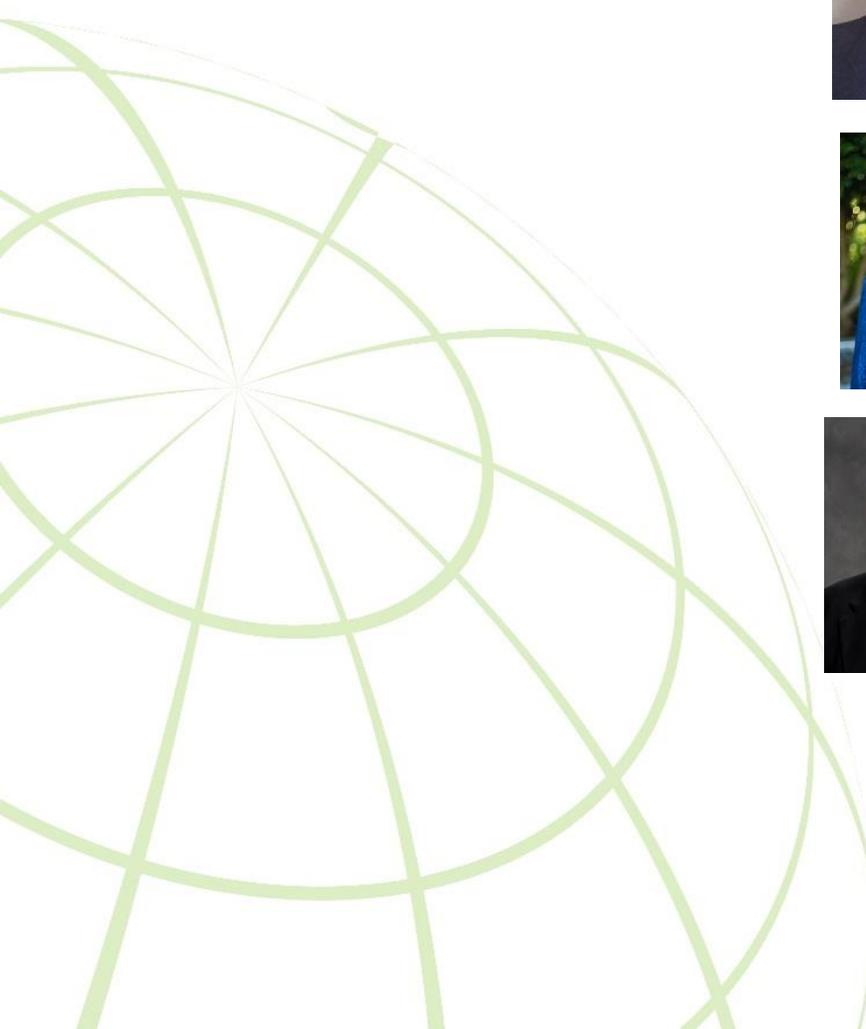
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The Snowball Effect:

How little changes created big savings at Blue Bird



A heritage of looking ahead.

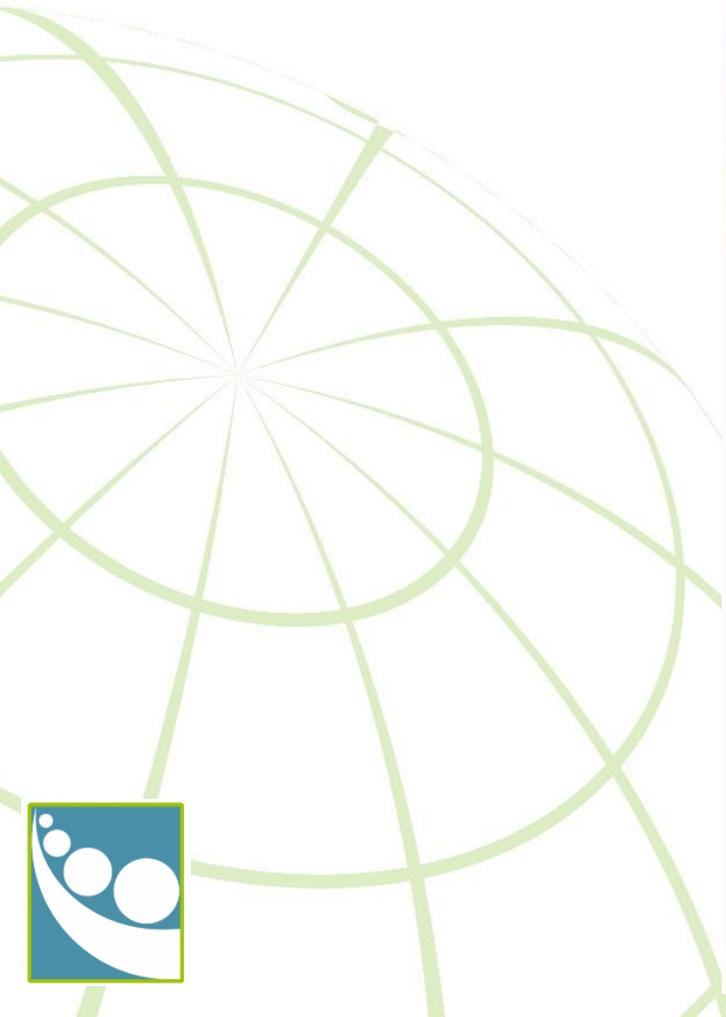
- ❖ **Approximately 370 Vendors**
- ❖ **Sourcing from 37 states and 8 different countries**

| | |
|--------------------------------|-------------------------|
| ➤ Truckload | 6108 |
| ➤ LTL | 11671 |
| ➤ Flatbed | 1876 |
| ➤ Pounds Moved Per Year | 227,258,053 lbs. |



The Blue Bird Story

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Routing Guide



❖ How

- **Truckload (TL and FB) Criteria: Domestic shipments (US & Canada) weighing over 19,000 lbs OR Shipment is over 17 linear feet of trailer Instructions Contact Neovia via email (preferred) @ transport@neovialogistics.com OR phone @ 1-877-245-5489 Option 2 by 1200 CST 48 hours prior to requested pick up**

❖ Where

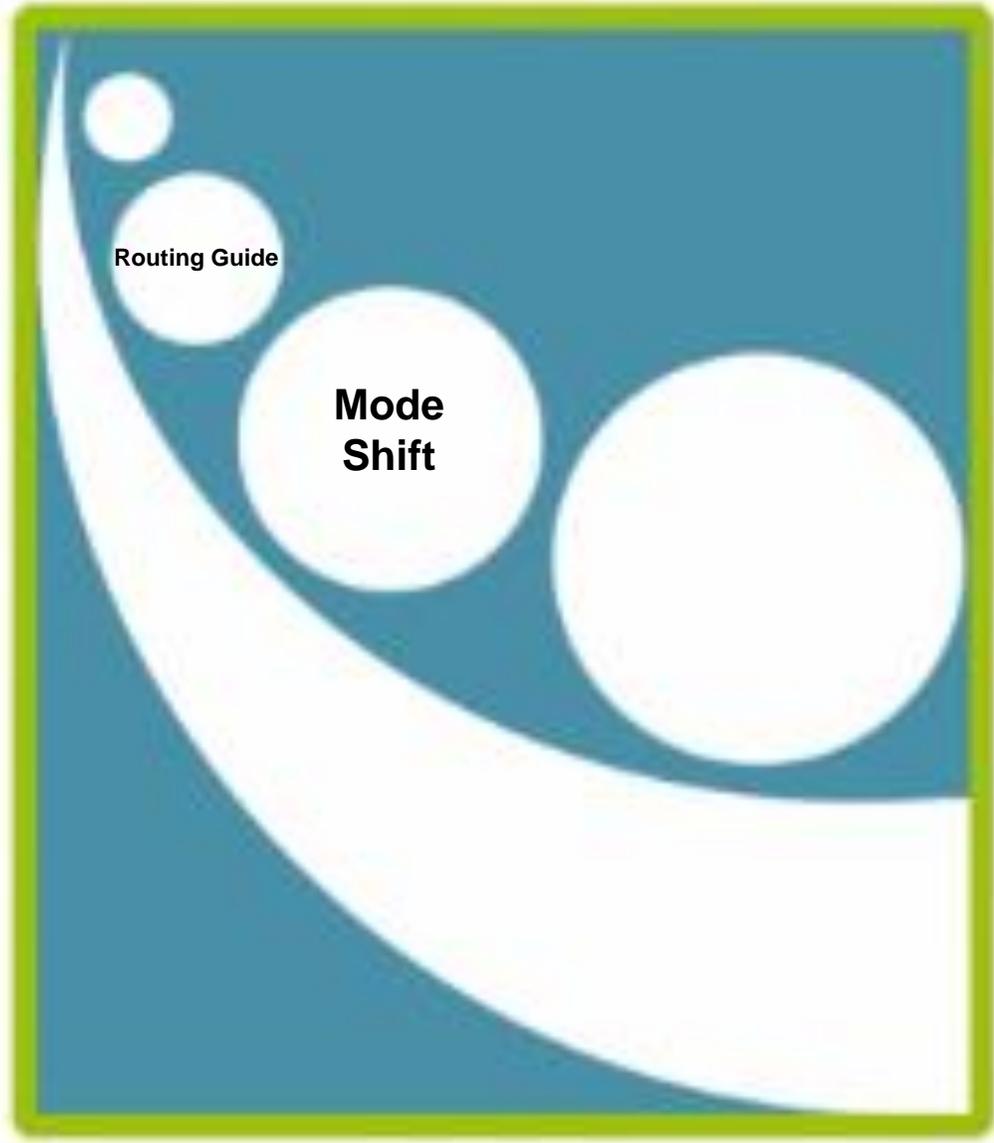
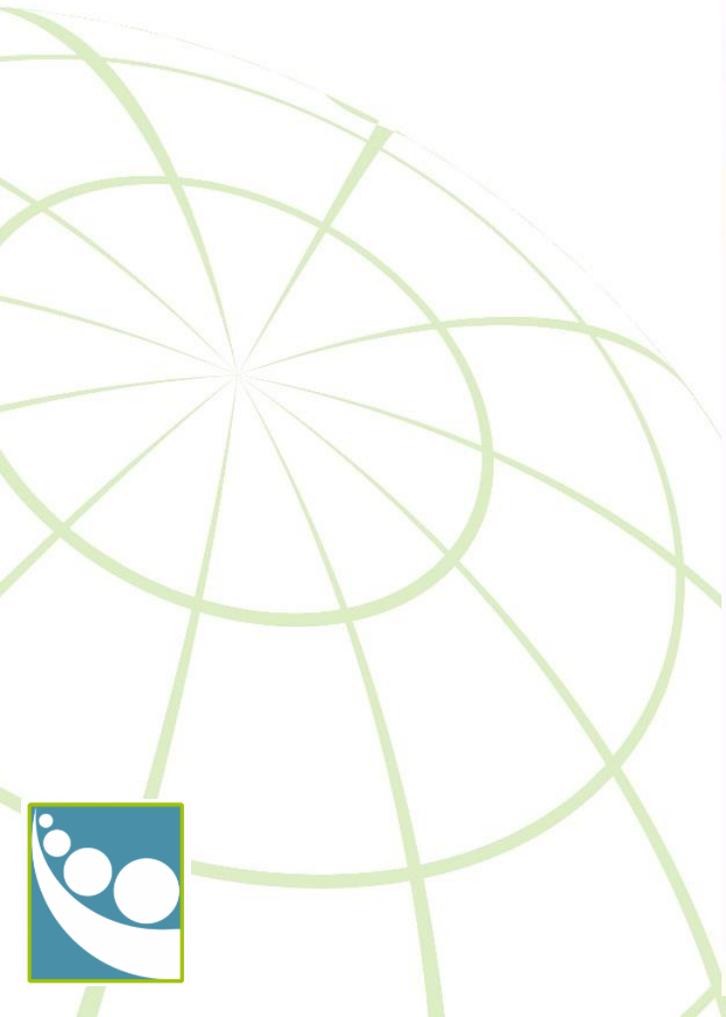
❖ Sets Expectations:

- **Supplier is expected to use only the carrier provided to them in the routing guide**
- **Supplier is financially accountable for the difference in using a non designated carrier in the routing guide**
- **Supplier is financially accountable using the incorrect mode (i.e. using parcel when a shipment weighed over 151 lbs.)**
- **ETC....**



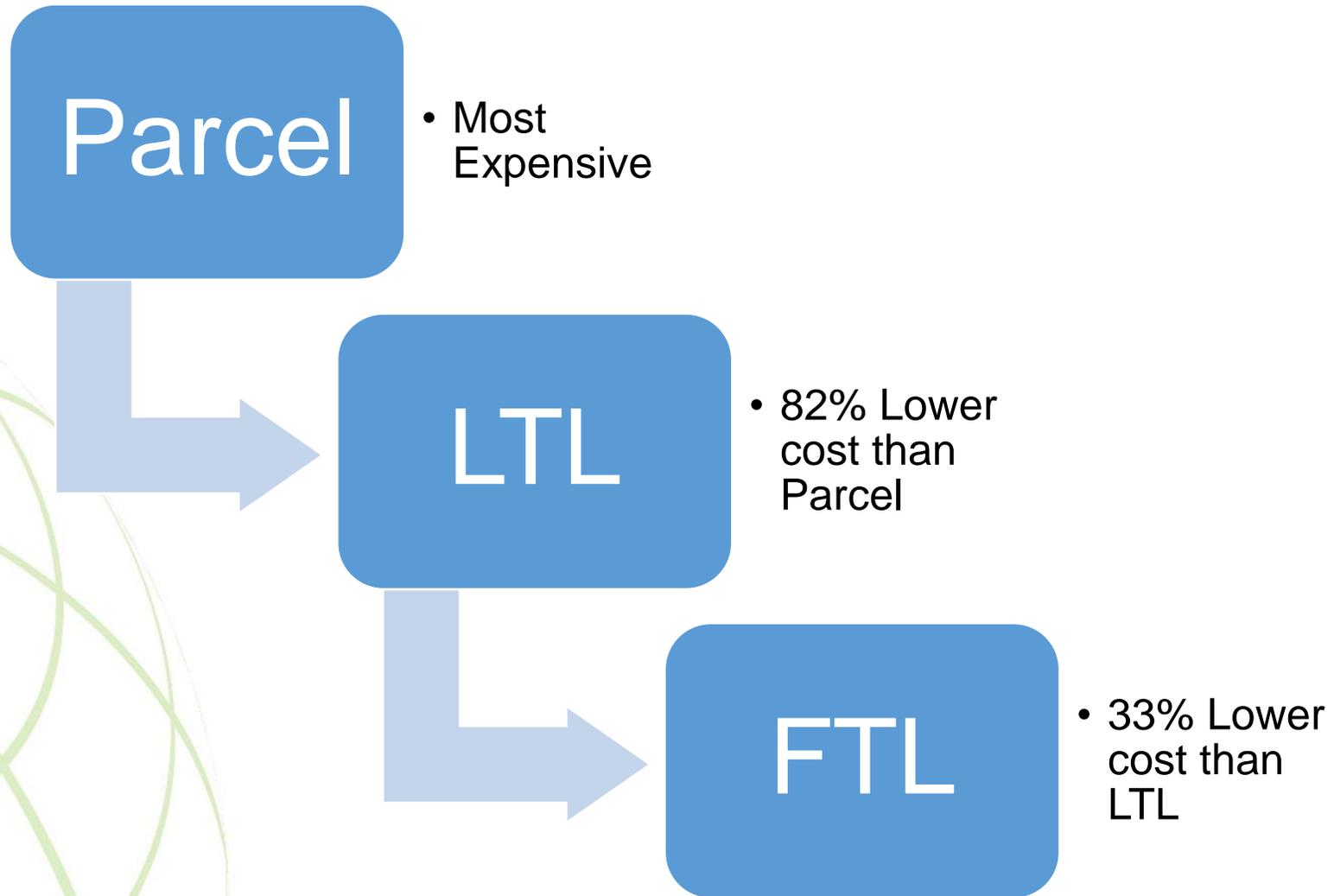
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Why Shift Modes?

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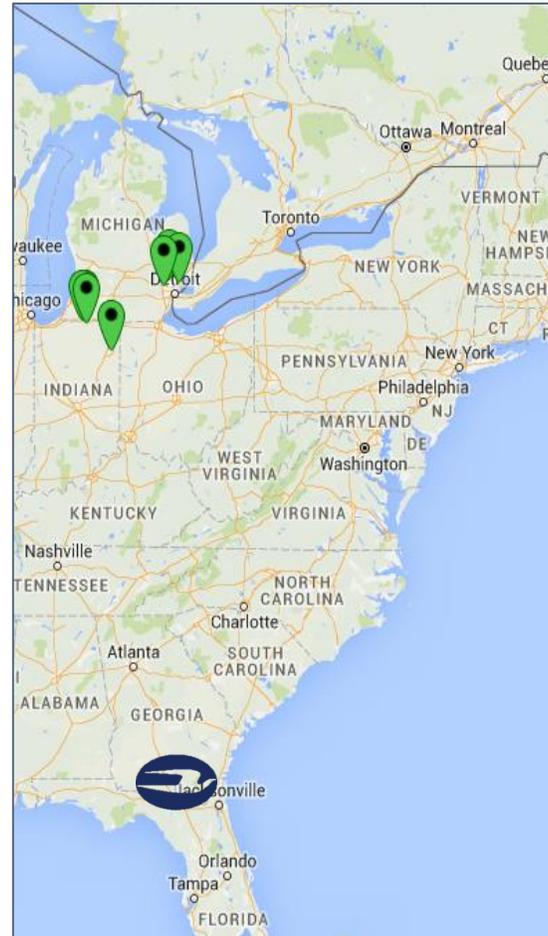
Mode Shift- Small Changes

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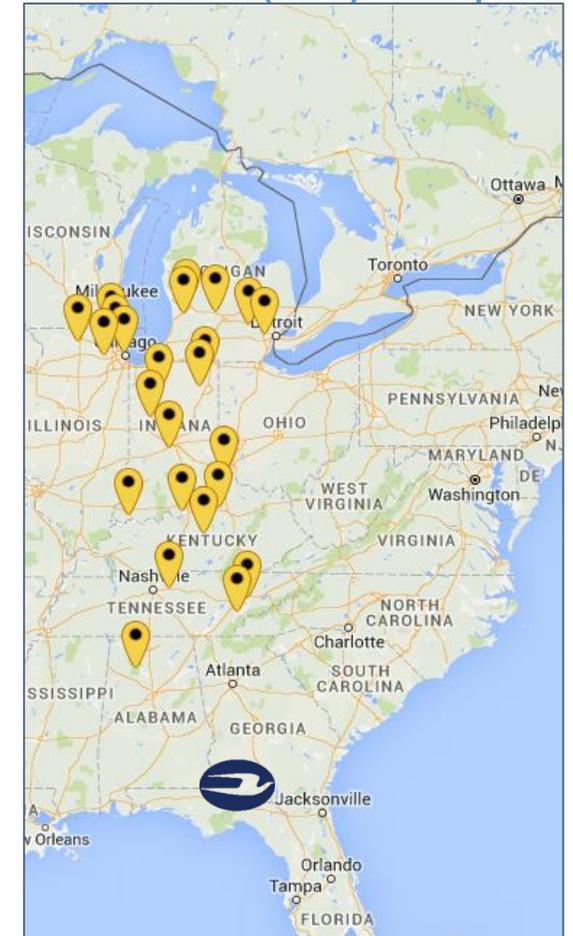
Wave 1 (1) - Pilot



Wave 2 (8) -Done

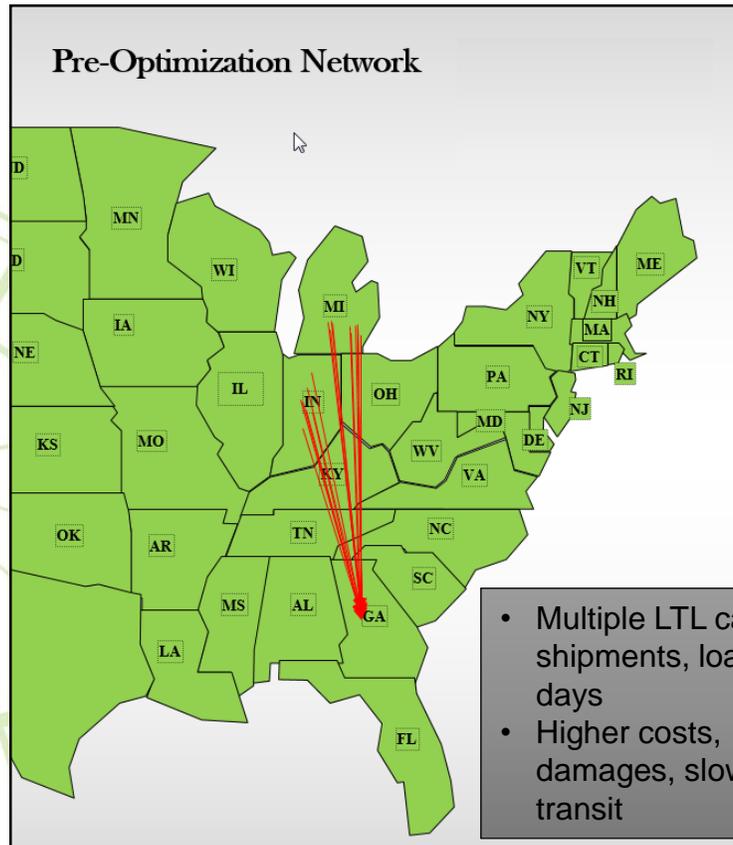


Wave 3 (24) -In process

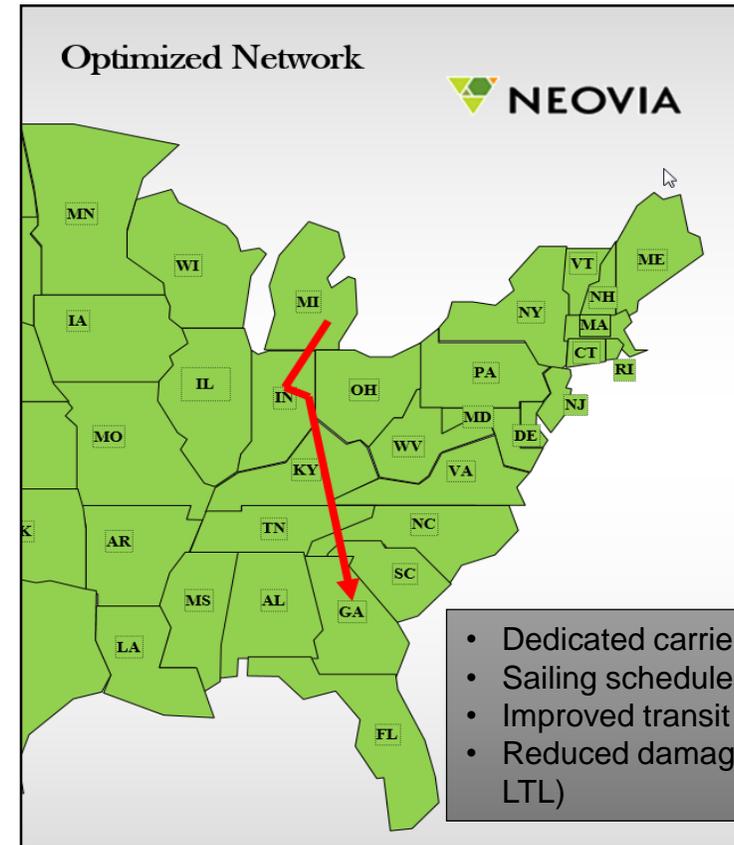


Milk Runs

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- Multiple LTL carriers, shipments, loading days
- Higher costs, damages, slower transit



- Dedicated carriers
- Sailing schedules
- Improved transit time
- Reduced damages (no LTL)

- **55 Suppliers Implemented Waves 1 & 2**
- **24 suppliers in process for Wave 3**



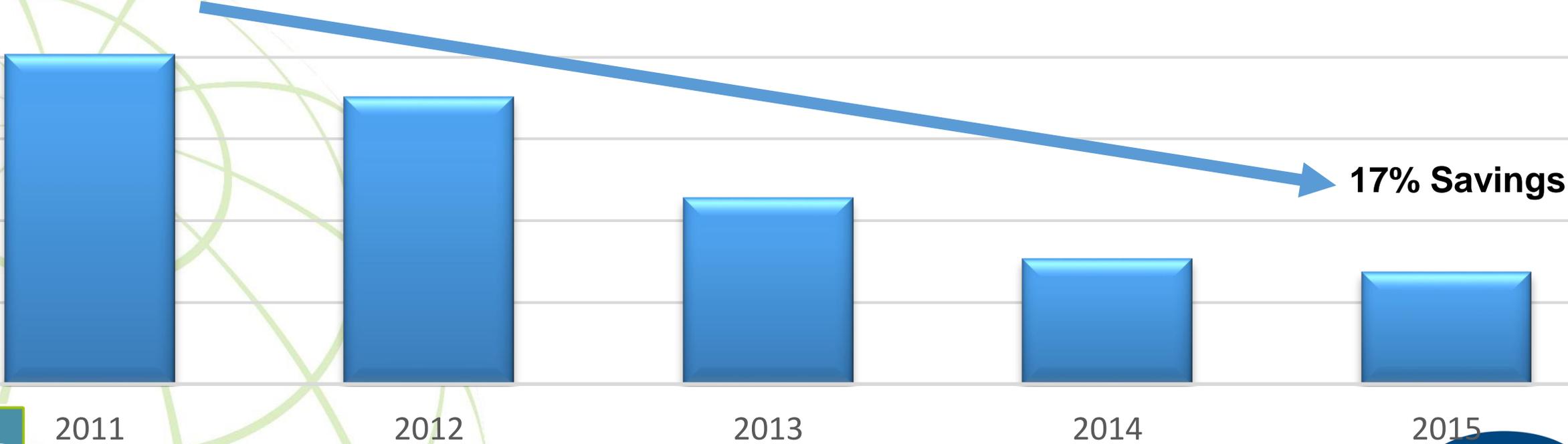
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Freight per Unit

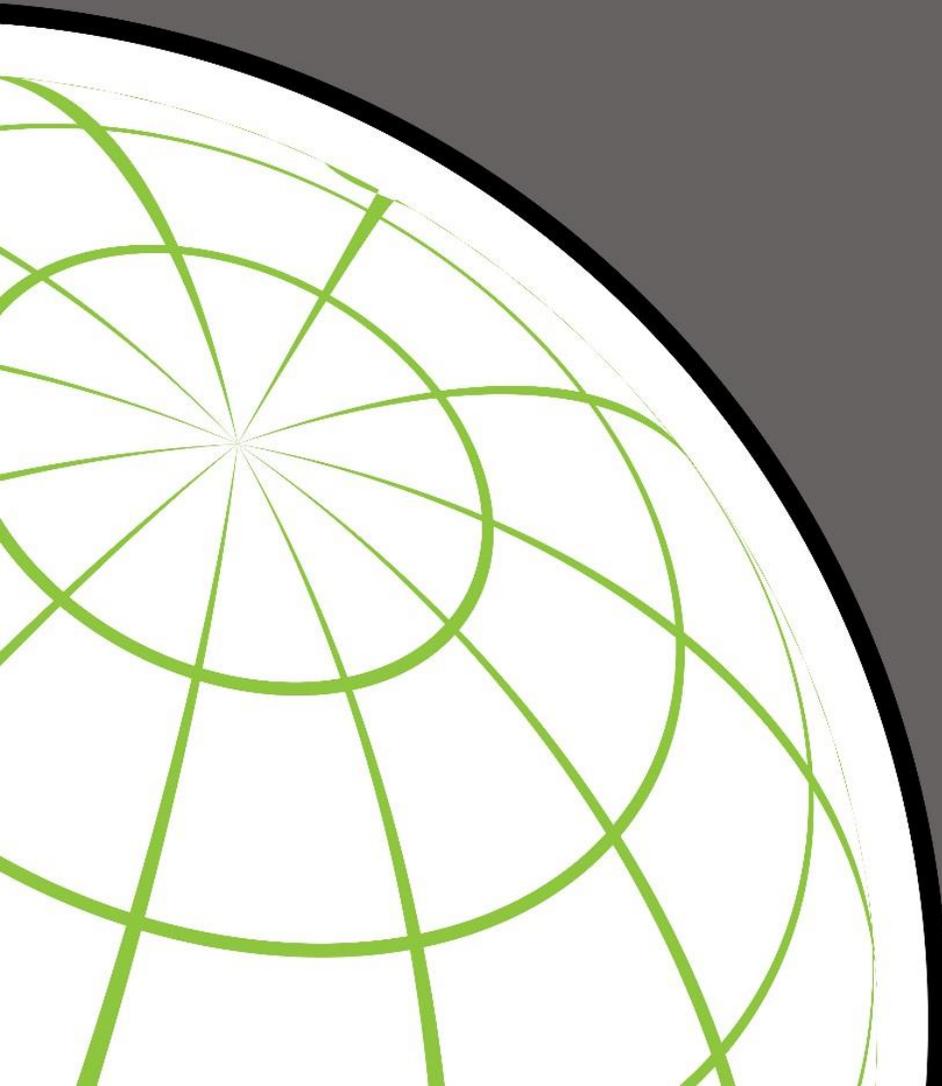


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