



sage ISV Rockstar

XCARRIER: INTEGRATED SHIPPING FOR SAGE ENTERPRISE THANK YOU FOR JOINING US



PROCESSWEAVER[®]
— INTEGRATED SHIPPING PERFECTED —

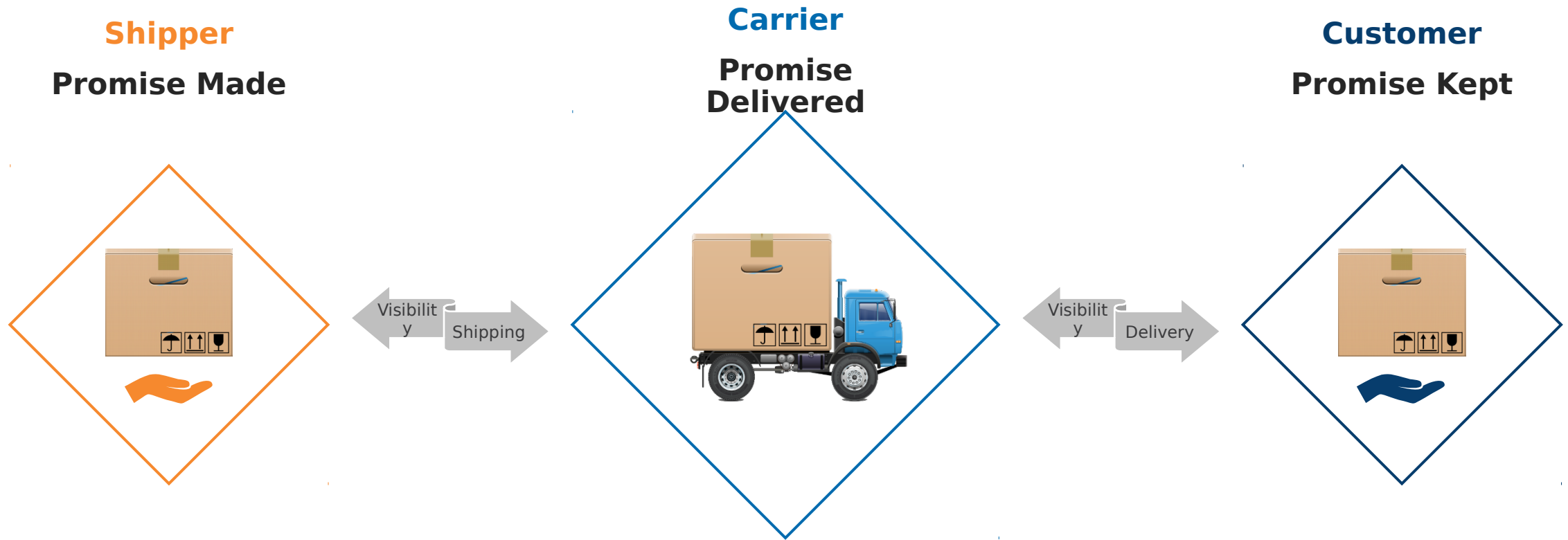
ABOUT US

Facts:

- Founded in 2006
- Single source solution for transportation execution technology
- Empowering shippers through commitment to innovation
- Tens-of thousands of shippers in more than 80 countries
- Tens-of millions of orders shipped each year on systems provided by ProcessWeaver



AT THE HEART OF WHAT WE DO



Getting the right item, to the right customer, at the time and place they need it, 100% of the time.

Gartner®

NOTABLE MENTION

2014-2018

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Magic Quadrant for Transportation Management Systems

Published: 9 March 2017 ID: G00304405

Analyst(s): Bart De Muynck

Securing capacity, driving efficiency and improving customer service are strong motivators for investing in a TMS. The business case is underpinned by an overriding objective to reduce transport costs. Supply chain leaders should use this research to evaluate the TMS marketplace.

Additional Perspectives

- Midmarket Context: 'Magic Quadrant for Transportation Management Systems' (April 2017)

Market Definition/Description

This document was revised on 10 March 2017. The document you are viewing is the current version. For more information, see the [Corrections](#) page on gartner.com.

Multimodal transportation management systems (TMSs) are a subset of the global TMS market. They generally refer to the category of software that deals with the planning and execution of physical movement of goods across the supply chain (see "Gartner's Model for Holistic Transportation Management Suites").

This Magic Quadrant focuses on holistic multimodal TMS for use by shippers (such as manufacturers, retailers, distributors and wholesalers) or non-asset-based, third-party logistics organizations. The primary emphasis is on systems that support for-hire transportation management operations. This is where users employ a variety of shipping modes, including over the road, private/dedicated fleet, small package, rail, intermodal, air and ocean. At a minimum, shippers use TMSs to manage freight sourcing, planning, execution and settlement. Most TMS subcomponents make up a comprehensive TMS across planning (for example, load consolidation, routing, mode selection and carrier selection) and execution (for example, tendering load carriers, shipment track and trace, and freight audit and payment).

TMS suites have been extended to include all transportation management functions across modes — from strategic planning, strategic freight sourcing and procurement, through visibility and performance management, to freight payment and audit capabilities. In addition to functions

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How to Select the TMS, Provider and Solution Best Suited for Your Strategic Capabilities

Published: 13 October 2017 ID: G00334701

Analyst(s): Bart De Muynck, William McNeill

Transportation management system is a term used by many vendors offering completely different solutions. Supply chain leaders can use this research to define the different types of TMS, identify the type of TMS that best suits their need, and identify a list of vendors for each type.

Key Findings

- For many organizations, technology not only facilitates the management and execution of logistics but is a critical capability in logistics. Choosing the right technology depends on a range of factors such as the end user, the scope of transportation, mode, region and the size of the shipper.
- The term TMS represents a plethora of different solutions, provided by different vendors to address different business needs. Companies often struggle to compartmentalize technologies and specific solutions, therefore it is easier to bundle all of these under one easy-to-use term.
- With so many options to choose from, companies increasingly fail to identify the solution that aligns with their strategy and supports the right transportation processes.

Recommendations

Supply chain leaders seeking technology solutions for supply chain and operations, specifically TMS:

- Select the right type of TMS by defining the scope of your transportation needs.
- Learn what different options per mode, end user and region are available so you can better comprehend the TMS landscape.
- Engage vendors that offer the solutions in line with your needs, using this research to identify the vendors per category of TMS.

Table of Contents

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Market Guide for Multicarrier Parcel Management Solutions

Published: 31 October 2017 ID: G00329233

Analyst(s): Bart De Muynck, Courtney Rogerson, Simon Tunstall

Multicarrier parcel management is becoming more important as a standalone solution or used in combination with a TMS. This Market Guide provides supply chain leaders with an overview of the trends in the market as well as the leading vendors offering this capability.

Key Findings

- Parcel is the fastest-growing shipment segment due to increases in multichannel retail commerce in B2B and same-day delivery offerings. Companies are faced with an increase in cost of transportation due to mode changes from bulk freight to small parcel, and they need tools to optimize their transportation spend.
- Most companies today operate in reactive execution mode for parcel and are missing opportunities to optimize and consolidate their parcel shipping.
- Most multimodal domestic transportation management system (TMS) and warehouse management system (WMS) providers do not specialize in parcel capability; rather, they offer a multicarrier parcel management solution to provide their customers with an end-to-end solution.

Recommendations

Supply chain leaders looking to optimize their parcel transportation should:

- Improve visibility of parcel spend to identify key opportunity areas as well as understand business needs for parcel.
- Identify the benefits of using a multicarrier parcel management solution to optimize and consolidate parcel shipments as a complementary solution to their TMS or as a standalone solution for shippers mainly depending on parcel as their mode of transportation.
- Create a business case to decrease parcel spend through consolidation to expand portfolio and to perform better carrier/rate selection.

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Cool Vendors in Supply Chain Execution Technologies, 2017

Published: 20 April 2017 ID: G00326697

Analyst(s): C. Dwight Klappich, Eric O'Daffer, Andrew Stevens, David Gonzalez, Bart De Muynck, Amber Salley

SCM users view technology as a critical source of competitive advantage and important for reducing costs, increasing efficiency and becoming customer-intimate. Supply chain leaders should use this research to understand how emerging vendors drive innovation in supply chain management applications.

Key Findings

- Managing, choreographing and exploiting the information in trading partner networks is a recognized challenge as well as a competitive advantage opportunity for SCM organizations.
- Supply chain leaders continue to struggle to achieve needed visibility across their end-to-end supply chain, which motivates them to seek solutions that connect them to their trading partner ecosystem.
- While SCM organizations consider growth, customer service and innovation more important today, they have to balance these with controlling and lowering costs, which remain critical imperatives.
- Digitizing processes in new and innovative ways is seen as a source of competitive advantage.
- High-performing supply chain organizations are most likely to be bimodal, and they recognize that innovative technology is a critical source of differentiation.

Recommendations

To realize the advantages of emerging technologies, supply chain leaders should:

- Focus more attention on the multienterprise nature of their supply chains and their networks of trading partners by identifying and implementing new approaches for connecting and orchestrating activities across the ecosystem, such as using APIs instead of electronic data interchange (EDI).
- Elevate the importance of track-and-trace, traceability and visibility by also focusing more on exploiting the information generated via ecosystem connectedness.

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WHAT'S GARTNER TALKING ABOUT THIS YEAR IN TMS

COMPREHENSIVE CARRIER CERTIFICATIONS

Examples of what we've achieved

FEDERAL EXPRESS

FedEx Partner of the Year
FedEx Diamond Compatible
FedEx North America Certified
FedEx Europe Certified
More Than a Decade of Compliance



UPS

UPS Ready Select
UPS CTP Approved
UPS Ready North America
UPS Ready Europe
More Than a Decade of Compliance



WHO USES OUR SOLUTION?

Some of the vertical markets we serve



MANUFACTURING



OIL & GAS



TELECOM AND HIGH TECH



AUTOMOTIVE



WHOLESALE DISTRIBUTION



TRANSPORTATION &
LOGISTICS



CORPORATE

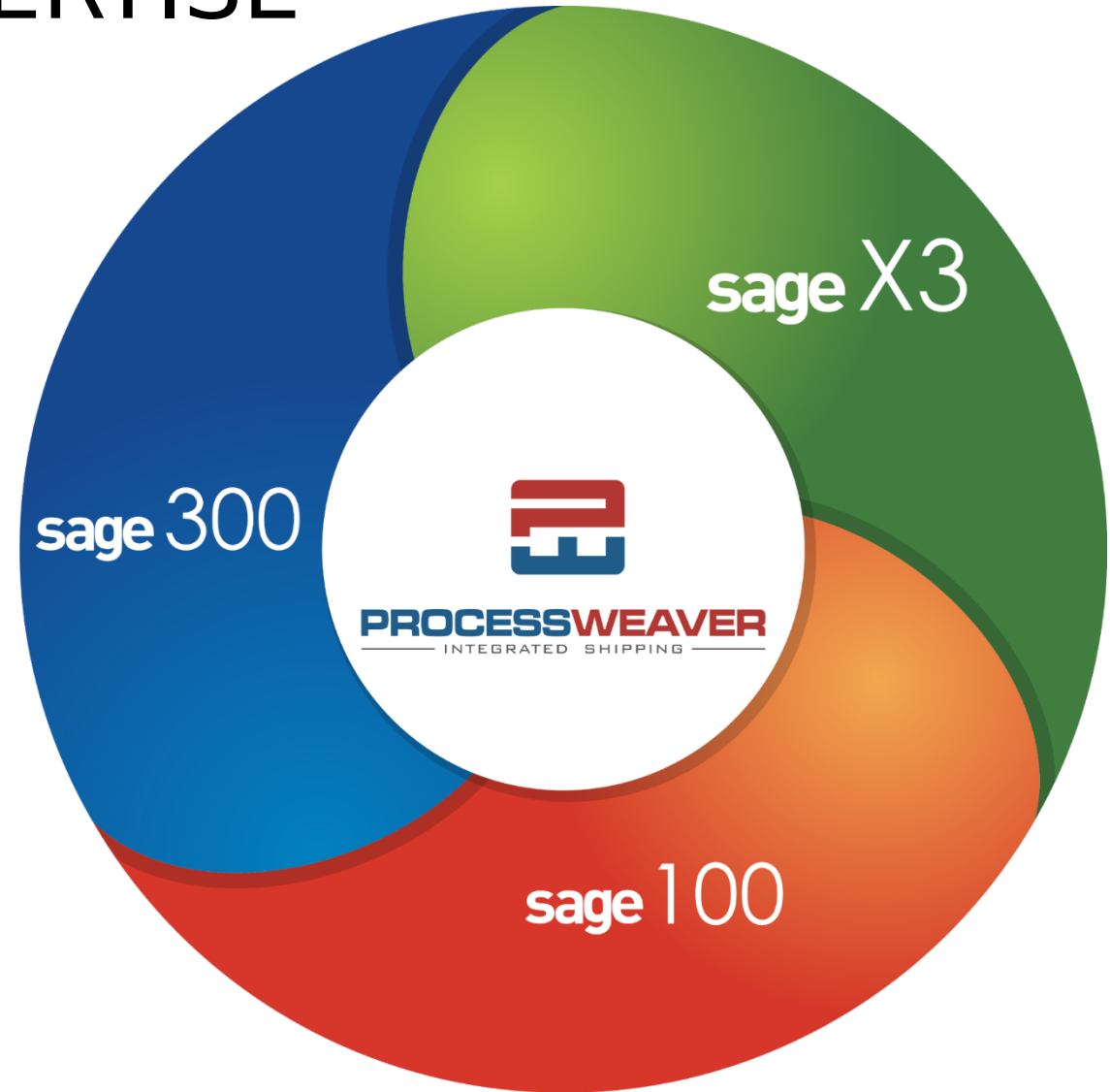


EDUCATION



ANY SHIPPER

EXPERIENCE AND EXPERTISE



WHERE PROCESSWEAVER CAN FIT IN

- ProcessWeaver TMS platforms helps business bring together technology and process improve to empower better transportation and logistics management. It operates as an extension of a company's ERP, WMS, CRM, and e-Commerce platforms to provide them with the ability to plan and execute their transportation. The following graphic represents how ProcessWeaver's TMS technology is used by tens-of-thousands of shippers every day.

Pre-Fulfillment



Provide best way shipping options at time of Sales Order creation.



Plan and route shipments in order to lower transportation costs



Logistics data quality checks, such as address validation and denied parties screening

Fulfillment



Box, skid, and container pack validation with information pulled from SAGE 100



Shipping execution including weighing, rating, label and document printing, for parcel, LTL, TL, and Freight Forwarders, with information pulled from SAGE 100



Updating SAGE 100 with freight cost and tracking information



Carrier tendering, pick-up and email notification to customer of shipment(s)

Post Shipment



Proactive track and trace of all shipments and updates on supply chain events, including Proof of Delivery (POD)



Enhanced supply chain visibility resulting in better customer service and internal inquiries



Single data repository for all information related to supply chain execution for reporting and BI



Receive carrier invoices electronically to enable freight auditing

HIGH LEVEL BUSINESS BENEFITS



**Process
improvement**



Saving time



**Saving
money**



**Helping to
make
money**



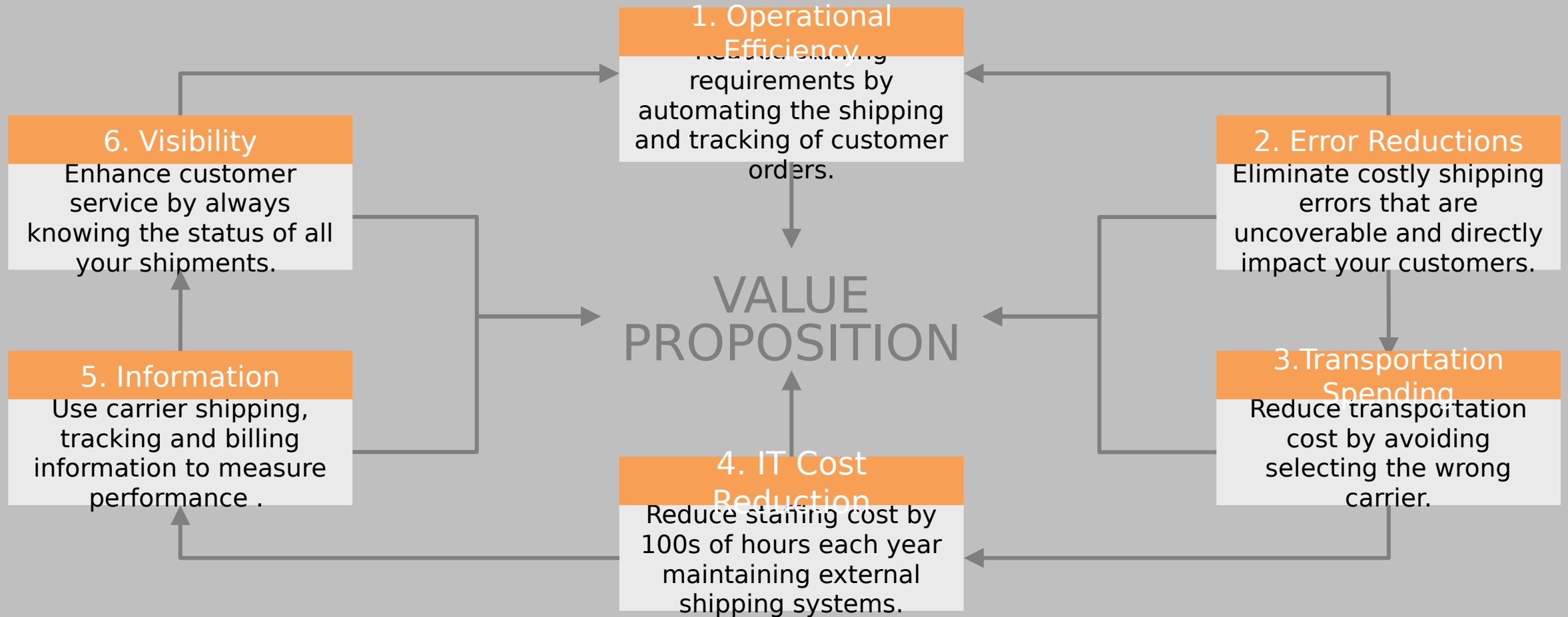
**Providing
valuable
information**



**Making
someone's
day easier**



MIDLEVEL BUSINESS BENEFITS



WHAT IS XCARRIER?

Overview



ARRIER
INTEGRATED SHIPPING



THE XCARRIER PLATFORM



ONE SYSTEM FOR ALL YOUR TRANSPORTATION NEEDS





ACCURATE FREIGHT RATING & ROUTING EVERYTIME

SMART DECISION
Rules Driven Routing Guide

The screenshot displays a 'Freight Shopping' interface. On the left, a sidebar contains fields for 'Ship To Address', 'Company', 'Address1', 'Address3', 'State / ZIP Code', and 'Phone'. The main area includes a 'Pickup Date' field set to '06/05/2017'. Below this are 'Ship From' and 'Ship To' sections, each with fields for State, Zipcode, and Country. The 'Ship To' section is populated with State: CA, Zipcode: 90211, and Country: US. To the right, a 'Shipment Information' section contains fields for Weight (1), Dimensions (L, W, H), and Class / NMFC. A 'Get Rates' button is positioned above a table of shipping options.

SELECT	CARRIER TYPE	CARRIER	SERVICE LEVEL	PUBLISHED RATE	FUEL	ACCESSORIAL	DISCOUNTED RA	CURRENCY	TRANSIT DAYS	ESTIMATED DAT...	ON TIME
<input type="checkbox"/>	Parcel	FedEx	FIRST_OVERNIGHT	\$89.86	\$0.61	\$0.00	\$89.86	USD		06/06/2017 08:00:00	
<input type="checkbox"/>	Parcel	FedEx	PRIORITY_OVERNIGHT	\$19.41	\$0.61	\$0.00	\$19.41	USD		06/06/2017 10:30:00	
<input type="checkbox"/>	Parcel	FedEx	STANDARD_OVERNIGHT	\$56.12	\$0.61	\$0.00	\$56.12	USD		06/06/2017 03:00:00	
<input type="checkbox"/>	Parcel	FedEx	FEDEX_2_DAY_AM	\$39.31	\$0.61	\$0.00	\$39.31	USD		06/07/2017 10:30:00	
<input checked="" type="checkbox"/>	Parcel	FedEx	FEDEX_2_DAY	\$25.49	\$0.61	\$0.00	\$25.49	USD		06/07/2017 04:30:00	
<input type="checkbox"/>	Parcel	FedEx	FEDEX_EXPRESS_SA	\$19.04	\$0.61	\$0.00	\$19.04	USD		06/08/2017 04:30:00	
<input type="checkbox"/>	Parcel	FedEx	FEDEX_GROUND	\$9.15	\$2.83	\$0.00	\$9.15	USD		2017-06-08TEOD	

At the bottom of the interface, there are buttons for 'Cancel', 'Pack', 'Pack All', 'Actions', 'Save Profile', 'Hold', and 'Choose'.

LABEL PRINTING

All carrier and customer required labels

- Carrier Compliant Labels
- Case Labels
- Skid Labels
- Customer Compliant ASN Labels
- Carton Content Labels
- Carton License Plate Labels



From: Best Vendor 1234 Main St. Cincinnati, OH 45240	To: Macy's East c/o Secaucus Federated Logistics DC 500 Meadowlands Parkway Secaucus, NJ 07094
Ship to postal code (420) 07094 	CARRIER: BEST CARRIER B/L NUMBER: 12341234123
PO: 1234567 DEPT: 354 FOB: FRAGRANCES	
	For: MACY'S EAST ST#: 0003 HERALD SQUARE
SERIAL SHIPPING CONTAINER (00) 1 0028028 000015258 4 	

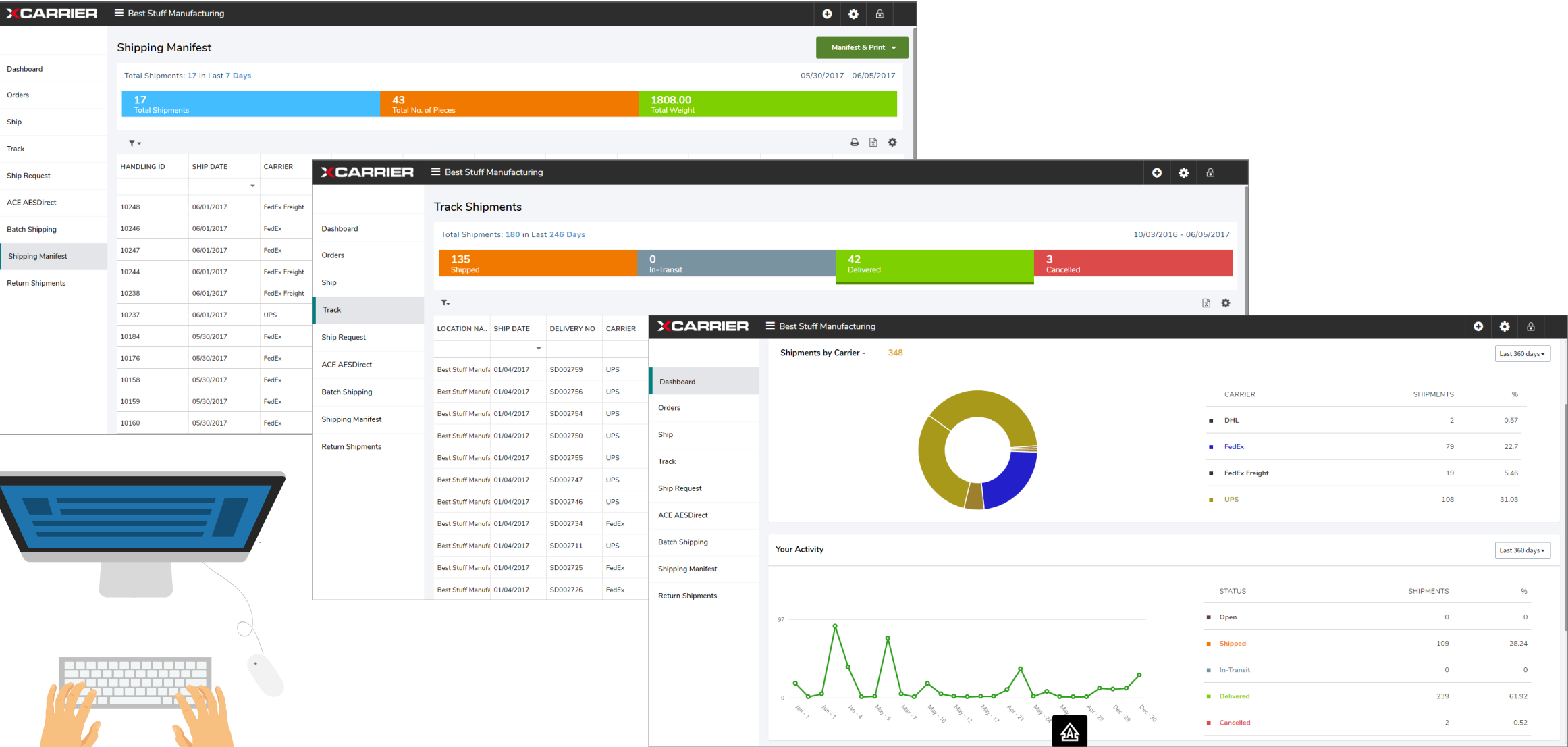
Critical transportation documentation

-
- Date:** 05/06/2010
- VICS WEB BILL OF LADING**
- | SHIP FROM | | Bill of Lading Number: |
|---|--------------------------------|--|
| Name: ABC 123 CORPORATION
Address: 700 MAYBELLE LANE
City/State/Zip: BOAZ, AL 35958
SID# : | | |
| SHIP TO | | CARRIER NAME: Reddaway
Trailer number:
Seal number(s): |
| Name: Jeannie O'Knighton And Company
Address: 111
City/State/Zip: Beverly Hills, CA 90210
CID# : | | |
| THIRD PARTY FREIGHT CHARGES BILL TO: | | SCAC: RETL
Pro number:

301-1000483 4
<small>(Note: Barcode is 301 format not UCC128. A 1 and SCAC are not encoded)</small> |
| Name:
Address:
City/State/Zip: | | |
| SPECIAL INSTRUCTIONS: | | Freight Charge Terms: (freight charges are prepaid unless marked otherwise)
Prepaid <input checked="" type="checkbox"/> Collect <input type="checkbox"/> 3rd Party <input type="checkbox"/>
<input type="checkbox"/> (check box) Master Bill of Lading: with attached underlying Bills of Lading |
| CUSTOMER ORDER INFORMATION | | |
| CUSTOMER ORDER NUMBER | # PKGS | WEIGHT |
| PALLET/SLIP | ADDITIONAL SHIPPER INFO | |

17

REPORTING AND ANALYTICS





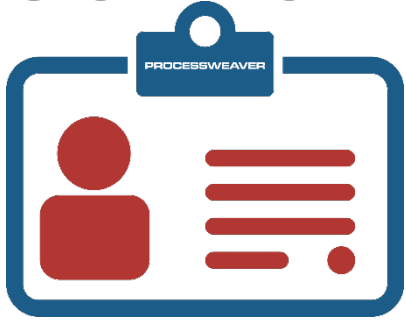
SUPPORT & IMPLEMENTATION

CMMI PROCESS-DRIVEN EXCELLENCE



PROCESSWEAVER
— INTEGRATED SHIPPING —

SUPPORT



ProcessWeaver online support portal enables our customers to create a ticket around the clock, provide issue details, and upload relevant documents. Our technical support team will acknowledge the ticket and respond according to the severity of the issue.

ProcessWeaver Support Portal

<https://support.processweaver.com>



Gain peace of mind with dedicated shipping experts that are available 24/7 to help resolve technical issues quickly.

24/7 Phone Technical Support

(888) 932-8373



Email is the means to reach us quickly from your computer or your mobile device. Our technical support team will acknowledge the email and respond according to the severity of the issue.

Email Technical Support

support@processweaver.com



TECHNICAL SUPPORT RESPONSE



Severity	Definition of Severity Levels	Maximum Response Time	Resolution Time
1 - Critical	The system is unable to be used for normal business activities.	15 minutes	1-3 hours
2 - Blocker	There is a problem with part of the system, which impacts on users decision making. No viable workaround is available.	Less than 1 hour	4 hours
3 - Major	The efficiency of users is being impacted, but has a viable workaround.	Less than 2 hours	24 hours
4 - Minor	A low impact problem that affects the efficiency of users but has a simple workaround.	Less than 8 hours	72 hours
5 - Trivial	A fault, which has no particular impact on processing of normal business activities.	Less than 8 hours	144 hours