



# TMS Solutions: The Big Picture

Transportation management systems streamline the information exchange between shippers and carriers, so freight moves reliably, efficiently, and at the best possible cost.

By Karen Kroll

**W**hen Martin Rothe joined Progressive Converting (Pro-Con) three years ago as vice president of supply chain, the company managed 15,000-plus annual shipments using spreadsheets and email. “It was clear we needed to implement a transportation management system (TMS) or we’d lose control,” he says.

Pro-Con, based in Appleton, Wis., converts paper stock to the rolls and sheets commercial printers require. It also delivers paper to printers, many of whom expect next- or second-day delivery. “That part of the business has continued to grow more demanding over the past 15 years,” Rothe says.

Rothe researched about 40 TMS solutions with several goals in mind. “We didn’t want to give away control of our supply chain,” he says. Instead, he wanted a way to better manage the transportation activity in-house, given how critical it is to Pro-Con’s customers.

Cost also was a concern. “Even though we’re a healthy mid-sized company, we didn’t have the budget for a traditional TMS installation,” Rothe says.

Rothe decided on a transportation management solution from U Route, a Warren, Mich.-based shipper software vendor, attracted in part by its web-based connectivity and API (application programming interfaces) connections to carriers. “With the TMS, I’m now out of the business of uploading rates and tariffs,” he says. Instead, carriers handle that function.

Pro-Con rolled out the solution at each of its five facilities, one at a time. While reengineering processes required several months, the software installation took just a few days.

Since then, Pro-Con employees have cut in half the time they spend tracking and monitoring shipments. The visibility the system offers allows Pro-Con to save money by consolidating shipments. The company’s cost per shipment remains below what it was in 2013, when Rothe joined the firm. “The savings on freight expenditures has been substantial,” he notes. That’s key, given that annual shipments now top 22,000.



**By implementing Transplace's proprietary TMS, building products manufacturer USG Corporation optimized its transportation network, and can now view shipments in real time and reduce freight costs.**

Like Pro-Con, a growing number of mid-sized and even small companies can leverage transportation management systems that previously were out of reach for all but the largest enterprises.

“The big change has been in the architecture,” says Chris Caplice, executive director of the MIT Center for Transportation & Logistics in Cambridge, Mass. Early TMS solutions, which came on the scene in the late 1980s, were “mainframe AS400s, with green screens,” he says.

Client/server models came next. A central server connected to multiple PCs allowed more than one person to work off the same rate base.

### Ahead in the Cloud

Then, “cloud technology changed everything,” Caplice says. The cloud speeds implementation, eliminates hardware compatibility challenges, and allows for easier communication among carriers and trading partners.

Most important, cloud technology prompted dramatic drops in the cost of many TMS solutions. Shippers no longer have to invest in software licenses and hardware, nor mammoth installation projects. “The cloud has made TMS accessible to a wider swath of companies,” says Jordan Kass, president of TMC, a division of third-party logistics provider C.H. Robinson, based in Eden Prairie, Minn.

Cloud systems also do more: They not only automate shipment planning and execution, but sophisticated algorithms also allow them to optimize shipments across modes and routes. “The logistics network becomes a fine-tuned engine,” says Frank McGuigan, president and chief operating officer for Transplace, a Frisco, Texas-based logistics solutions provider.

Craig Boroughf, senior director of global sourcing for building products manufacturer USG Corporation, based in Chicago, has experience with the TMS evolution. USG has used a Transplace TMS since 2001 to help manage daily shipments from 45 manufacturing facilities.

In 2001, USG’s goal was to automate carrier assignments and manage shipment costs, Boroughf says. Transplace’s optimal carrier assignment (OCA) software compares all shipments against the entire carrier pool. “Given the size of our plant locations and the volume of daily shipments, we saw the software as a real opportunity to optimize those load assignments,” Boroughf says.

Another focus has been automation and efficiency. Software has reduced the time spent on transactional tasks such as email and status updates, Boroughf says, enabling employees to spend more time with customers.

USG is now leveraging the TMS to improve service even more. One

example: Linking the software with GPS to pinpoint shipment locations. The goal is to “proactively use that information to resolve service issues before the customer is even impacted,” Boroughf says.

As the software evolves, it allows Boroughf to manage a larger customer base with the same number of staff. He notes that housing starts—a key measure of the market for USG’s products—nearly doubled between 2010 and 2017, rising from 580,000 to about 1.2 million. “The TMS allows USG to meet the growing demands of the industry,” he says.

Along with a wider range of prices for transportation management systems, the term itself has broadened to encompass an expanding universe of solutions.

For example, Freightview, also a division of C.H. Robinson, provides “a tool that allows shippers to automate communication with carriers, rather than rely on email and phone calls,” explains Megan Orth, director of Freightview.

Freightview is geared to small or mid-sized companies that ship daily. They can purchase a flat, monthly subscription and then connect with their carriers through API technology. The software focuses on less-than-truckload (LTL) shipments; a module for truckload shipments is in beta testing.

### Immediate Benefits

One Freightview user is Wallprotex, a St. Charles, Ill.-based provider of sustainable, quality wall protection products. The company had been working with a broker to identify carriers to move its LTL shipments. “We had no visibility, and just a small list of carriers,” recalls Keith Cocking, customer service manager.

As the company grew, Wallprotex struggled to provide timely responses to customer inquiries because it had no shipment visibility. “The lack of visibility was a challenge because we try to be competitive, and open and transparent with customers,” Cocking says.

Before he could implement the Freightview system, Cocking needed to establish direct rates with carriers. That process took several months,

after which Wallprotex initiated a trial with Freightview.

The benefits were immediate. First, obtaining shipping quotes, which used to take up to 30 minutes, dropped to about one minute. Wallprotex also saves about \$40 per shipment.

Second, the ability to more quickly respond to customer requests provides a competitive edge. Wallprotex recently began working with a customer that switched from a competitor and wanted to arrange same-day shipments. “In two minutes, we had all the rates,” Cocking says. “We set up guaranteed shipments while still on the phone with the customer”—an impossibility before implementing the software.

### Large Companies in the Mix

While TMS solutions now are available to many smaller companies, they still have much to offer larger operations. The requirements tend to expand. For instance, multinational firms often require transportation solutions that handle all modes in all regions of the world.

The sophistication of the algorithm that assigns shipments to different carriers is key. It should be able to handle multiple facilities and users, and consider all transportation components—such as cost and time constraints, and equipment type—to identify carriers that are the best match. “The optimization algorithm is the TMS,” says Mitch Weseley, founder and chief executive officer of 3Gtms, a transportation management solutions provider based in Shelton, Conn.

Optimizing transportation might mean comparing LTL to truckload shipments to see which is less expensive. If the shipment must travel via a particular mode, the software should minimize the distance traveled or the number of vehicles used. Or, it might need to identify the least expensive transportation mode that will keep products at a specific temperature.

Moreover, the algorithm should calculate on the fly. Say a shipper is ready to move five LTL shipments, each a different product, from Atlanta to New York. Then a customer requests



**Holman Parts Distribution leverages Kuebix's cloud-based TMS to gain control of freight spend, obtain the best price at the best value from carriers, and track all shipments from a single site.**

200 more units of one product. The additional units won't fit on trucks already assembled.

The software should help the shipper decide how to accommodate the request. Should they consolidate some shipments? Which group of products should they remove to accommodate the new one?

“There are countless possibilities,” Weseley says. The TMS should work within this “crazy dynamic world” to identify the best solutions.

### In and Out

While transportation management systems tend to be used for outbound shipments, they can provide savings on inbound ones as well. A TMS can provide better control and visibility of inbound and outbound shipments, says Rick LaGore, chief executive officer of InTek Freight & Logistics, an Indianapolis-based transportation solutions provider.

Indeed, the savings on inbound shipments can be larger than those on outbound. Historically, suppliers—not customers—have established relationships with carriers, Kass notes. As a result, client companies often have little visibility to cost-savings opportunities. For instance, the company could be using suppliers located within one region that all ship less-than-truckload. A TMS can identify opportunities to

consolidate shipments to reduce costs and cycle time.

This often requires reengineering processes. While the supply chain or warehouse team usually controls outbound shipments, purchasing typically controls inbound shipments, LaGore notes. For simplicity, many products arrive with freight already rolled into their costs. Changing this process will alter buying habits and negotiations with suppliers.

A TMS also can impact relationships between shippers and their brokers and/or carriers. Many carriers initially were nervous when Pro-Con implemented a TMS, Rothe notes. They anticipated a reverse auction that rewarded companies on price alone. “But that's not how we do business,” he says. “We don't treat carriers as just numbers on a page.”

Carriers typically come to see Freightview as a better way to communicate with their shippers, Orth notes. Moreover, the service component always comes into play. “If a carrier is the cheapest, but it delivers shipments to customers late or damaged, shippers are unlikely to remain with them,” she adds.

That said, the expanding reach of TMS is changing some roles. Brokers, for instance, may need to find new ways to provide value, given that technology has streamlined the job of connecting shippers and carriers, notes Jonathan Sturtz, founder of U Route.

Given the range of available TMS solutions, how can you decide which is right for your firm?

A solid starting point is doing a “deep dive on your internal requirements,” Kass recommends. Is geographic scope critical? The ability to work with multiple transportation modes? The answers should guide your decision.

Independence is another consideration. A TMS that works only with a specific carrier or set of carriers may limit opportunities to save.

“Look for a system that’s easy to use, but handles the complexity of transportation management,” suggests Monica Wooden, chief executive officer of MercuryGate International, a TMS provider based in Cary, N.C.

For instance, the solution should be able to handle all shipment modes the organization currently uses or expects to use within a single system. That way, it can consolidate shipments from different legs and remove empty miles from the supply chain. Including parcel is key, Wooden adds, given how big a transportation component it has become.

Many shippers retain multiple ERP systems because the cost of consolidating to a single one is daunting. That means their TMS solution needs to support all these systems.

Cost and contract terms also are key. Consider the experience of John Conte, logistics manager for Holman Parts Distribution in Pennsauken, N.J., a division of Holman Enterprises and a nationwide, single-source supplier of original equipment powertrain products with annual shipments topping 10,000. When Conte began looking for a TMS, he focused on solutions that were cloud based, easy to use, and could be adopted across the organization.

Conte didn’t want to sign a multi-year contract, or be charged for each transaction on top of monthly or annual fees. “If a provider wants to charge to print a bill of lading every time you make a shipment, those transactions will eat up the freight savings,” he says.

Conte selected a cloud-based TMS from Maynard, Mass.-based Kuebix that fit his requirements. The system has cut the time required to process a freight

## TMS Return on Investment Drives Market Growth



The measurable ROI on TMS is a driving force behind the growth in the market, according to an ARC survey. Compared to a similar survey five years ago, results indicate that ROI has improved greatly. In the original survey, 23 percent of respondents indicated a more than 10-percent decrease in freight costs. Even after scaling the top segment to freight savings of more than 12 percent, nearly 35 percent of respondents in 2016 indicate the top level of savings. Giving these respondents a weighted average, the ROI on TMS has improved from 6.8 percent to 8.5 percent.

Source: ARC Brief, Feb. 2017

shipment from eight minutes to two, and offers “total visibility,” Conte says, noting that he’s responsible for operations at 11 locations.

The Kuebix TMS also cut freight costs by about 15 percent without changing carriers. “The system allows us to look at all our carriers, shipment by shipment,” Conte says. “Depending on a shipment’s origin and destination, the system identifies the most cost-efficient carrier.”

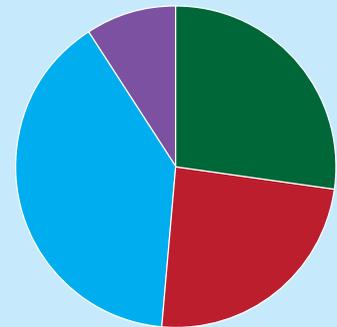
## Anticipating the Future

Advancing technology will continue to impact the TMS market. The next several years should bring greater deployment of the Internet of Things, predictive analytics, and mobility. These advances will create “an environment in which technology allows us to automate processes, proactively flag supply chain disruptions, and better track and trace shipments,” Kass says.

Jeremy Bodenhamer, co-founder and CEO of ShipHawk, a shipping platform provider based in Santa Barbara, Calif., predicts TMS solutions increasingly will take the form of individual systems pieced together with APIs, as opposed to a single platform that tries to be everything to everyone.

No matter how they evolve, the value of transportation management systems likely will increase over the next decade, allowing shippers to efficiently manage carriers, make optimal transportation decisions, and cut costs.

## TMS Implementation Timelines



The TMS implementation timeframe needs ROI improvement, reports a recent ARC survey. The good news is that only 9 percent of respondents to ARC’s study indicate that TMS implementation project timelines slipped and the software was not fully functional at deadline.

Additionally, 39 percent indicate that timelines were met for the bulk of features, but not all promised functionality, and 24 percent say timelines slipped but following go-live, the TMS was fully functional. That leaves only 27 percent of respondents who indicate timelines were met and the software was fully functional at go-live.

This is an area that can make or break IT budgets, and gets shippers thinking about alternative routes.

Source: ARC Brief, Feb. 2017



# TMS BUYER'S GUIDE 2017



Looking to move freight more reliably, efficiently, and cost effectively? Implementing a transportation management system (TMS) might be the answer. Today's TMS solutions—whether purchased directly from a provider or offered through your third-party logistics partner—enable strategic and operational planning, network design, execution and monitoring, invoicing, billing, settlement, and more. *Inbound Logistics'* TMS Buyer's Guide highlights leading TMS providers, 3PLs, and systems that can optimize your transportation operations, resulting in improved customer service, warehouse efficiency, inventory reductions, and more.

# TMS BUYER'S GUIDE 2017

VENDOR	WEBSITE	PRODUCT	PLATFORM			PRODUCT DESCRIPTION
			LICENSED TO USER (INSTALLED LOCALLY)	HOSTED ON VENDOR WEBSITE	CLOUD BASED	
360data	<a href="http://www.360data.com">www.360data.com</a>	360data TMS			●	Low-priced SaaS TMS geared primarily for brokers and shippers. Customizable screens to fit each user's specific needs.
3Gtms	<a href="http://www.3gtms.com">www.3gtms.com</a>	3G-TM	●	●	●	Includes all transportation functions from the time the order was created in the ERP through to delivery and financial settlement.
4flow	<a href="http://www.4flow.com">www.4flow.com</a>	4flow vista	●	●	●	Integrates supply chain optimization and transportation management—from strategic design to tactical planning and daily execution, including claims. Offers individual shipment and route optimization.
Acuitive Solutions	<a href="http://www.acuitivesolutions.com">www.acuitivesolutions.com</a>	Acuitive Global TMS			●	Cloud-based TMS that enables companies to rate, route, and audit air and ocean shipments faster, with fewer people.
Agile Network	<a href="http://www.agile-network.com">www.agile-network.com</a>	Transportation Management Software			●	Enables rate shopping and carrier selection; automates address validation; ensures export compliance; offers pack verification; supports shipment execution and labeling.
Agistix	<a href="http://www.agistix.com">www.agistix.com</a>	Agistix			●	Global supply chain visibility and execution platform allowing users to centrally manage inbound, outbound and third-party shipments across all modes, carriers, and services.
ALC Logistics	<a href="http://www.alclogistics.com">www.alclogistics.com</a>	Custom TMS			● ●	Fully customizable TMS streamlines transportation and adds visibility. Modules include load tendering, dock scheduling, spot bidding, claims, and freight payment.
Aljex Software	<a href="http://www.aljex.com">www.aljex.com</a>	TMS			● ●	Automates shipment execution with least-cost routing, EDI, document imaging, integrated emailing and faxing, and burst communication. Shippers can view reports on carrier transit time and terminal data.
Amber Road	<a href="http://www.amberroad.com">www.amberroad.com</a>	Transportation Management	●		●	Easily evaluate different freight options on international moves; calculate accurate total landed cost; perform freight audit; identify discrepancies; perform performance management analytics and reports.
AndSoft	<a href="http://www.andsoft.com">www.andsoft.com</a>	e-TMS	●	●	●	Supports high data volumes, customizations, and changes in real time. Web-based solution for FTL, LTL, and small package deliveries.

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APL Logistics	<a href="http://www.aplogistics.com">www.aplogistics.com</a>	ShipMax		●		Streamlines collaborative shipping and increases transport efficiency. Pairs freight with compatible partners, shipping to common customers and destinations, for improved load utilization and delivery optimization.
AR Traffic Consultants	<a href="http://www.artraffic.com">www.artraffic.com</a>	CalcRate	●	●	●	Rating, routing, domestic and international documentation for parcel, LTL, and truckload shipments. Powerful analytics provide actionable information to understand and control freight costs.
BlueGrace Logistics	<a href="http://www.mybluegrace.com">www.mybluegrace.com</a>	BlueShip			●	Manages the entire supply chain. Free for customers, it is a single source for quoting, tracking, and invoicing shipments.
Blujay Solutions	<a href="http://www.blujaysolutions.com">www.blujaysolutions.com</a>	Transportation GTN		●	●	Offers one platform and a single workflow for planning, execution, and analytics for benchmarking, plus connectivity to a global trade network.
Cardinal Hosted Logistics	<a href="http://cardinalhostedlogistics.com">cardinalhostedlogistics.com</a>	Cardinal Hosted Logistics	●	●	●	Offers customized technology solutions at a fractional cost and without the infrastructure and personnel typically required to develop the same solutions in-house.
CargoSmart Limited	<a href="http://www.cargosmart.com">www.cargosmart.com</a>	CargoSmart Transportation Management		●	●	Provides shipment management solutions that benchmark ocean carrier sailing schedules, performance, and contracts. Leverages big data and IoT for greater visibility and live exception management.
Carrier Logistics	<a href="http://www.carrierlogistics.com">www.carrierlogistics.com</a>	FACTS Transportation Management	●	●	●	Provides integrated freight management solutions that help improve profitability.
CDM Software Solutions	<a href="http://www.cargointelligence.com">www.cargointelligence.com</a>	CDM Cargo Intelligence			●	Intelligent tracking solution that utilizes data capture mechanisms from all tracking sources including GPS, RTLS, IoT, RFID, barcode and e-commerce EDI/XML in one unified portal.
Cerasis	<a href="http://www.cerasis.com">www.cerasis.com</a>	Cerasis Rater			●	Web-based, multi-site supported TMS for over-the-road transport management. Reports, invoice history, carrier records, bills of lading creation, auto-pick up features, invoice auditing.
Cheetah Software Systems	<a href="http://www.cheetah.com">www.cheetah.com</a>	Cheetah LOOP Platform		●	●	Plans, dynamically manages, adapts and optimizes fleets and drivers, resulting in companies using fewer trucks, driving fewer miles, and making more on-time deliveries.

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ClearTrack	<a href="http://www.cleartrack.com">www.cleartrack.com</a>	Load Tender X-change		●	●	Cloud-delivered load bid and tender; price and terms negotiation; supports public and private carrier networks; shipment status and visibility; monitor and analyze carrier performance.
ClearView Audit	<a href="http://www.clearviewtms.com">www.clearviewtms.com</a>	ClearView TMS	●	●	●	High-volume execution platform that processes shipments in real time across all transportation modes with full status visibility.
Cloud Logistics	<a href="http://www.gocloudlogistics.com">www.gocloudlogistics.com</a>	Cloud Logistics TMS			●	Allows shippers and 3PLs to create, rate, consolidate and tender loads. RFQ support for spot market. Match pay for carrier invoices. Five to six upgrades per year.
Coyote Logistics	<a href="http://www.coyote.com">www.coyote.com</a>	Collaborative Transportation Management		●	●	Solutions include network engineering, data consulting, order management and consolidation, mode and route optimization, bid management and analysis, training, reporting dashboards, and project management.
CT Logistics	<a href="http://www.ctlogistics.com">www.ctlogistics.com</a>	FreitRater & FreitLion	●	●	●	Cloud, hosted or licensed global supply chain management, cost reduction and TMS solutions with comprehensive visibility. Solutions include: TranSaver, FreitRater, Lion, and FreitLion.
CTSI-Global	<a href="http://www.ctsi-global.com">www.ctsi-global.com</a>	CTSI-Global TMS		●	●	Empowers domestic and global shippers and 3PLs to manage orders, optimize loads, select carriers, tender shipments, manifest parcels, track deliveries, and manage claims.
Descartes Systems Group	<a href="http://www.descartes.com">www.descartes.com</a>	Descartes Transportation Management	●	●	●	Helps logistics managers, shippers and third parties evaluate transportation alternatives simultaneously to find efficient shipping methods. Manages contract carriers from shipment planning through execution and settlement.
DHL Supply Chain	<a href="http://www.dhl-usa.com/supplychain">www.dhl-usa.com/supplychain</a>	Transportation Management System	●		●	Offers highly specialized transportation solutions, including dedicated fleet, managed transportation and freight brokerage, along with warehousing, value-added services and international air and ocean freight.
Echo Global Logistics	<a href="http://www.echo.com">www.echo.com</a>	Echo TMS	●	●	●	Simplifies transportation lifecycle. Automates order management and consolidation, mode/route optimization, shipment tender and tracking, exception management, and invoice audit/settlement.
Efreightsolutions	<a href="http://www.efreightsolutions.com">www.efreightsolutions.com</a>	EFS TMS			●	Easy to use solution that connect shippers and carriers through automation.

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Elemica	<a href="http://www.elemica.com">www.elemica.com</a>	Elemica Logistics Solutions			●	Connects to LSP providing end-to-end supply chain visibility. Provides transport execution, optimization, slot booking, carrier rate sourcing, and freight invoice audit and management.
Eyefreight	<a href="http://www.eyefreight.com">www.eyefreight.com</a>	Eyefreight SaaS TMS	●		●	Provides a single platform for central coordination and detailed data visibility over complex transportation operations to reduce costs, increase service levels, and ensure sustainability.
Fortigo	<a href="http://www.fortigo.com">www.fortigo.com</a>	TMS Software			●	Automates, optimizes, and audits logistics processes across the supply chain. Provides one system of record for logistics across multiple sites; interfaces with supply chain solutions.
Freightgate	<a href="http://www.freightgate.com">www.freightgate.com</a>	Freightgate Logistics Cloud	●	●	●	Manages all transport modes, dynamic 5-leg rating and routing, end-to-end visibility, procurement, invoice validation, what-if scenario analysis, PO and packing lists.
Freightos	<a href="http://www.freightos.com">www.freightos.com</a>	Freightos			●	Enables advanced management of ocean, air and trucking rates, instant international pricing/routing generation and live comparison and booking from industry freight rates.
Freightview	<a href="http://www.freightview.com">www.freightview.com</a>	Freightview			● ●	Helps small and mid-sized businesses streamline quoting, booking, tracking and reporting for freight shipments. Supports multiple users and API access.
Gelnius	<a href="http://www.gelnius.com">www.gelnius.com</a>	TMS			● ●	Global, multi-lingual, multi-modal, multi-regional, multi-currency TMS. Automates documentation, connects via web services to carriers, and consolidates via merge-in-transit features globally.
GTG Technology Group	<a href="http://gtgtechnologygroup.com">gtgtechnologygroup.com</a>	Transportation Management & TabNet Technology			●	Manages global transportation management systems for intermodal, brokerage, and drayage transportation companies of all sizes. All-inclusive software including EDI, document imaging, and integrated accounting.
Haven	<a href="http://www.haveninc.com">www.haveninc.com</a>	Haven TMS			●	Singular shipping: one full-featured platform, from booking and tracking to data analysis and payment, that allows global shipping teams to work smarter and reduce costs.
HighJump	<a href="http://www.mile.com">www.mile.com</a>	Prophesy DispatchSeries Software	●		●	Dispatches trucks, manages carriers or drivers, handles IFTA and DOT compliance, tenders loads, handles commissions and billing—from one trucking software solution.

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Highway 905	<a href="http://www.highway905.com">www.highway905.com</a>	TMS	●	●	●	Simplifies carrier selection with smart insights. Reduces overall costs with optimized load scheduling and accurate freight billing. Enhances efficiency with multi-modal carrier integration, signed POD capture.
InMotion Global	<a href="http://www.thefreeTMS.com">www.thefreeTMS.com</a>	AscendTMS	●	●	●	100% free for the basic system, no annual license cost, no downloads or installations. Mobile certified. Provides full enterprise level TMS features to manage and operate any logistics operation.
Intellitrans	<a href="http://www.intellitrans.com">www.intellitrans.com</a>	GVP		●	●	Provides complete operational, visibility, and analytical capability, and integrates with TransCore's fixed and handheld readers.
J.B. Hunt Transport	<a href="http://www.jbhunt.com">www.jbhunt.com</a>	J.B. Hunt 360		●	●	Automates and optimizes multi-mode shipments. Features include real-time rate quotes, routing guide, automated carrier selection, automated tendering, mode/route optimization, load consolidation, and freight payment.
JDA Software	<a href="http://www.jda.com">www.jda.com</a>	Transportation Management	●	●	●	Helps infuse value and visibility into transportation and logistics networks by facilitating an end-to-end intercontinental planning process to manage transportation lanes for intercontinental moves.
Kuebix	<a href="http://www.kuebix.com">www.kuebix.com</a>	Kuebix TMS		●	●	SaaS logistics solution for simple to complex supply chains. Configure with premier apps and integrations. Provides complete visibility, fuels collaboration, and turns analytics into results.
Logility	<a href="http://www.logility.com">www.logility.com</a>	Logility Voyager Solutions	●		●	Automates multi-modal shipment planning, execution, and freight accounting. Supports automated, unattended operation by monitoring activities with real-time alerts. Analyzes productivity using KPIs to deliver reports.
Logistix Solutions	<a href="http://www.logistixsolutions.com">www.logistixsolutions.com</a>	Logix Software	●			Transportation optimization and distribution network modeling/design. Routing and scheduling, private fleet, LTL and truckload shipment optimization for small and mid-sized shippers.
Manhattan Associates	<a href="http://www.manh.com">www.manh.com</a>	Transportation Management	●	●	●	Holistic suite of unified logistics software that simplifies, optimizes and reduces costs for managing complex transportation networks.
MatchBack Systems	<a href="http://matchbacksystems.com">matchbacksystems.com</a>	SaaS for Global Transportation			●	Provides configurable SaaS solutions, which use proprietary algorithms and predictive big data analytics to identify optimal matchbacks (street turns) for inland container moves.

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MercuryGate International	<a href="http://www.mercurygate.com">www.mercurygate.com</a>	TMS	●	●	●	Provides TMS solutions for shippers, carriers, private fleets, 3PLs, freight forwarders and brokers. Solutions begin with procurement and go through invoice settlement and review.
Next Generation Logistics	<a href="http://www.nextgeneration.com">www.nextgeneration.com</a>	FreightMaster TMS	●	●	●	Easy to use TMS platform connects shippers with their carriers to rate shop, tender, optimize, and track load status.
Nulogx	<a href="http://www.nulogx.com">www.nulogx.com</a>	TMS Online	●	●	●	Hosted solution that supports all activities necessary to manage and execute the full lifecycle of the transportation process.
Odyssey Logistics & Technology	<a href="http://www.gowithwin.com">www.gowithwin.com</a>	WIN (Web Integrated Network)			●	No-cost, no-fee, browser-based technology lets shippers transact with existing carriers and brokers plus access new ones, while simplifying processes, increasing visibility, and offering savings.
Omnitracs	<a href="http://www.omnitracs.com">www.omnitracs.com</a>	Omnitracs Transportation Management System			●	Automates operations, provides robust data management and reporting, improves customer service, integrates flexibly with existing technology platforms, provides trip management and real-time event notifications.
Optimize TMS	<a href="http://www.optimizecms.com">www.optimizecms.com</a>	Optimize TMS			●	Aligns shipping needs with lane preference and carrier capacity. Eliminates manual processes, provides reports for decision support.
Oracle	<a href="http://www.oracle.com/scm">www.oracle.com/scm</a>	Oracle Transportation Management Cloud			●	Manages all transportation activity throughout global supply chains. Supports shippers and LSPs. Applicable for basic transportation needs and/or highly complex logistics requirements.
Paragon Software Systems	<a href="http://paragontruckrouting.com">paragontruckrouting.com</a>	Paragon Routing and Scheduling Systems	●			Used for operational and strategic route planning, resource management, business modeling, and to optimize home delivery services. Integrates with 30 telematics systems.
Pierbridge	<a href="http://www.pierbridge.com">www.pierbridge.com</a>	Transtream	●		●	Streamlines packing, rating, shipping, returns, and tracking processes for parcel and freight shipments, while controlling costs in the warehouse, stores, e-commerce sites or offices.
Precision Software, a Division of QAD	<a href="http://www.precisionsoftware.com">www.precisionsoftware.com</a>	PRECISION Shipment Execution & GTM	●	●	●	Streamlines shipment execution, automates business processes, and handles freight payments. Users can rate, route, produce labels, and manage service levels for any shipment mode.

# TMS BUYER'S GUIDE 2017

VENDOR	WEBSITE	PRODUCT	PLATFORM			PRODUCT DESCRIPTION
			LICENSED TO USER (INSTALLED LOCALLY)	HOSTED ON VENDOR WEBSITE	CLOUD BASED	
Princeton TMS	<a href="http://www.princetonmx.com">www.princetonmx.com</a>	Transportation Management Software		●	●	This next-generation TMS software provides tools to improve efficiency, freight spend, load planning, execution and settlement, as well as optimize carrier selection.
ProShip	<a href="http://www.proshipinc.com">www.proshipinc.com</a>	ProShip Shipping & Manifesting Software	●	●	●	An enterprise, global solution for companies using multiple modes and carriers—offering rating, tracking, analytics, and auditing. Integrates with existing host systems and warehouse technologies.
Railinc	<a href="http://www.railinc.com">www.railinc.com</a>	RailSight Supply Chain Visibility Solutions		●	●	Provides critical visibility, ETA and other near real-time rail and intermodal shipment data for shippers, rail equipment owners, 3PLs, and transportation management software providers.
RateLinx	<a href="http://www.ratelinx.com">www.ratelinx.com</a>	ShipLinx	●	●	●	Streamlines global shipping with all modes of freight, and supports all major providers including UPS, FedEx, USPS, OnTrac, Purolator, Loomis, Canpar, Canada Post, and more.
Revenova	<a href="http://www.revenova.com">www.revenova.com</a>	RevenovaTMS			●	TMS built entirely on the Salesforce platform that allows customers and carriers to be managed across all modes all in one place. Built-in accounting.
SaaS Transportation	<a href="http://saastransportation.com">saastransportation.com</a>	TMS Software			●	Provides cloud-based TMS solutions using API technology and traditional contract management. Allows 3PLs and shippers to automate all aspects of the logistics lifecycle.
SAP	<a href="http://www.sap.com">www.sap.com</a>	SAP	●	●	●	Creates and monitors a transportation plan that fulfills constraints such as service level, costs, and resource availability.
ShippersEdge	<a href="http://www.shippersedge.com">www.shippersedge.com</a>	Transportation Management System			●	Lightweight TMS works across all modes, integrated or stand-alone.
TECSYS	<a href="http://www.tecsys.com">www.tecsys.com</a>	TECSYS	●	●	●	An end-to-end event tracking and delivery management system. Provides security, visibility, and efficiency throughout the delivery network—from the warehouse dock to customers.
TMC, a division of C.H. Robinson	<a href="http://www.mytmc.com">www.mytmc.com</a>	Managed TMS			●	Single global technology plus logistics management and consulting. Features mode/route optimization, shipment tender, freight payment, yard and dock management, appointment scheduling, and language/currency capabilities.

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TMW Systems	www.tmwsystems.com	TMS Solutions	●	●	●	End-to-end transportation solutions for 3PLs, fleets, and diversified operations. Full order-to-cash workflow, asset and/or carrier management, multi-mode rating and planning, web portals, EDI, customer visibility.
Trans-i Technologies	www.trans-i.com	TransMobile	●	●	●	Mobile/web solution for last-mile tracking of transport fleets, with end-to-end visibility, digital POD, status updates, events notification and customer portal. Supports FCL/LCL cargo.
Translogistics	www.translogisticsinc.com	ViewPoint	●	●	●	Ensures accurate and timely updates of all shipments, and yields powerful analyses to inform strategic decisions.
Transplace	www.transplace.com	Transplace TMS™	●	●	●	Capabilities include business intelligence, reporting and analytics, order management, shipping optimization, comprehensive routing guide, load tendering, status updates, freight allocation, and financial tools.
Transporeon Group	transporeon-group.com/us	Transporeon & Ticontract			●	Global cloud platform for intelligent transport logistics that creates a digital connection between shippers and carriers.
Transportation Insight	transportationinsight.com	Insight TMS	●	●	●	Quickly make shipping decisions based on cost, service and transit periods. Rate shop and select carriers across multiple modes, create shipping documents, tender shipments, track shipments to their destination.
TransportGistics	www.transportgistics.com	TGI: TMS	●	●	●	Features global multi-modal shipment bidding, rating, routing, planning, vendor compliance, execution, visibility, tariff management, freight audit and payment, analysis, business intelligence and data mining.
Transwide	www.transwide.com	Transwide TMS			●	Modular and on-demand solution. Enables shippers to source, plan, execute, settle and analyze freight moves. Sales, implementation, support in NA, EU LATAM, APAC regions.
U Route	www.uroute.net	U Route			●	Empowers shippers who want to manage their own transportation with logistics tools: bid management, RFQ development, electronic tendering, carrier management, real-time tracking and customized analytics.
UltraShipTMS	www.ultrashiptms.com	UltraShipTMS			●	Software-as-a-service TMS, optimizer, private fleet management and settlement solutions for shippers in food production, packaging, manufacturing, retail and other industries. In- and outbound logistics across all modes.