Market Players

No two TMS products are alike. In fact, with vendors offering an array of add-ons and other custom features, most individual deployments are unique. Still, **at the heart of all TMS products is a software engine that strives to create maximum transportation efficiency for its users.** "TMS vendors use mathematical algorithms to calculate the lowest cost to move goods where they need to be, on time, using the available transportation modes," says Greg Aimi, TMS analyst, AMR Research.

Most TMS vendors offer products designed to assist manufacturers, retailers, and other companies that need to move products from one place to another. Given the large number of potential customers, and the sizeable amount of money in play, it's not surprising that the TMS market has spawned a fierce pack of vendors – including enterprise resource planning (ERP) giants SAP and Oracle – each trying to differentiate itself from the competition. Targeting a specific customer base, offering both hosted and licensed versions of products, and integrating TMS functions into ERP-based solutions are just some techniques vendors are using to find a market niche.

Explanation of Software Types:

LICENSED: The TMS vendor allows an individual or company to use its software. Licensed software usually resides on company-owned-and-operated servers.

HOSTED "ON-DEMAND" SOFTWARE: Unlike conventional licensed software, on-demand programs are housed on computers maintained by the software vendor or a third-party provider.

ERP-BASED: Software that offers an integrated solution spanning financials, sourcing, demand planning and transportation.

Vendor	Offering	Availability	What it Does	The Company Line
i2 Technologies Dallas, Texas www.i2.com	**Transportation & Distribution Management**	**Hosted and licensed**	Provides transportation modeling, analysis, planning, and management; bid collaboration; supply chain visibility; replenishment planning; private marketplace.	"From strategic network design to constraint-based optimization, execution, and intelligent global visibility, i2 Technologies **deploys proven and scalable transportation solutions enabling sustainable competitive advantage."** – **Razat Gaurav,** vice president, global transportation and distribution
LeanLogistics Holland, Mich. www.leanlogistics.com	**LeanLogistics OnDemand TMS**	**Hosted**	Provides procurement, planning, execution, private transportation marketplace, appointment scheduling, continuous move, visibility, and business intelligence features.	"The model **reduces the user's risk and expense** and allows us to rapidly develop and deploy enhancements and new functionality." – **Pete Stiles,** vice president of strategy and marketing
Manugistics Rockville, Md. www.manugistics.com	**Manugistics Transportation Management**	**Licensed**	Two distinct versions – one for retailers and one for consumer goods manufacturers – offer procurement, carrier capacity management, fleet management, inbound order collaboration, and freight auditing and payment features.	"The products are **designed to meet the specialized needs of retailers and consumer goods manufacturers."** – **Dawn Salvucci-Favier,** director of solution management for transportation and logistics solutions
Manhattan Associates Atlanta, Ga. www.manh.com	**Transportation Management**	**Hosted and Licensed**	Provides transportation management, audit and payment claims, transportation planning execution, transportation procurement, and fleet management and capabilities.	The TMS **equips shippers to make optimal resource-to-shipment assignments**, and adapt quickly to changes and events in real time.
Nistevo Eden Prairie, Minn. www.nistevo.com	**Collaborative Logistics Network**	**Hosted**	Enables manufacturers, retailers, distributors, and logistics service providers to view, plan, execute, settle, and analyze their inbound and outbound transportation.	"Because our solution is a hosted software service, **customers can manage their transportation plans centrally and execute from decentralized locations."** – **Rick Kelley,** executive vice president
Oracle Redwood Shores, Calif. www.oracle.com	**Oracle Transportation Management**	**Licensed**	Integrates and streamlines transportation planning, execution, business process automation, and freight payment on a single application across all transportation modes – from full truckload to complex multi-leg air, ocean, and rail shipments. Introduced earlier this year, the software is designed to help companies reduce cycle times and improve asset and cost management.	"In one system, companies can **plan domestic consolidation and routing for goods, as well as transportation** across international borders." – **Mark Johnson,** senior director of product marketing
RedPrairie Waukesha, Wisc. www.redprairie.com	**DLx Transportation and Global Trade Management**	**Hosted and Licensed**	Optimizes order fulfillment with the least-cost transportation mode, carrier, and routing. The software considers changing capacities and constraints, carrier contracts, trade regulations and costs, and customer requirements and service windows.	"We leave it **up to the customer to decide** which approach best meets their individual needs." – **Dan Vertachnik,** transportation group vice president
RMI Atlanta, Ga. www.railcarmgt.com	**ShipperConnect**	**Hosted and Licensed**	A tracking system solely for rail shippers that traces railcars contained in permanently assigned fleets, or rail shipments loaded in "free-running" equipment. Inbound and outbound shipments are monitored using car movement information from Class I, shortline, and regional railroads.	From web-based billing to railcar tracking, ShipperConnect **provides the tools needed to improve rail transit times and reliability**, reduce demurrage expenses, and increase inventory visibility.
SAP Walldorf, Germany www.sap.com	**mySAP Supply Chain Management**	**Licensed**	Offers transportation planning and shipment completion, cost calculation and settlement, customer freight billing, service agent selection, transport and utilities management, and shipment follow-up and supervision.	With its latest enhancement, unveiled late last year, SAP says it has brought its software up to the level of products offered by TMS specialists. "TMS marks **a natural extension** of SAP's core business." – **Jeff Woods,** supply chain analyst, Gartner