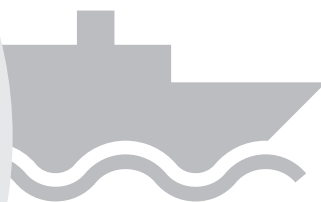**Transportation Spend Management**

SEE SAVE CONTROL

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TOTAL TSM℠

Help your business benefit from true visibility—and take control of your transportation spend.

Total TSM℠ Transportation Spend Management

You have thousands of shipments to coordinate across hundreds of lanes, origins and destinations with dozens of carriers. It's an expensive and complex choreography. Total TSM gives your logistics, finance and procurement teams the visibility and quality data they need to control your transportation spend while maintaining strong relationships with stakeholders and suppliers throughout the network.

SEE. SAVE. CONTROL.

SEE opportunities within your spending.
Total TSM gives you visibility into every facet of your transportation spend, so you can identify opportunities for improvements.

SAVE time and money.
Optimize your processes and ensure compliance to contracts to better manage your transportation costs and identify savings and efficiencies.

CONTROL your transportation costs and relationships.
Total TSM enables you to continuously improve your internal processes and vendor relationships—which drives even better data and benefits, leading to increased control.
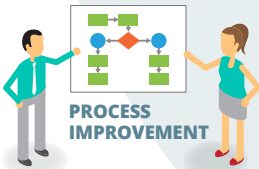
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▼ PROGRAM LAUNCH

Deep-dive planning and kickoff sessions help you define your goals and expectations, set up carriers, develop tailored rules for business, and create a detailed plan for successful implementation of your program.

DATA MANAGEMENT

Your systems, suppliers and carriers all capture data that can tell highly detailed stories about your expenses, down to the SKU level. The problem is that every source stores this data differently—making the valuable comparisons needed for analysis impossible without a translator. **Trax's approach to data management allows for the capture, cleansing and enhancement of data for you.** And its data governance protocols protect the integrity of the data along the way, ensuring the information you receive is valuable and actionable.
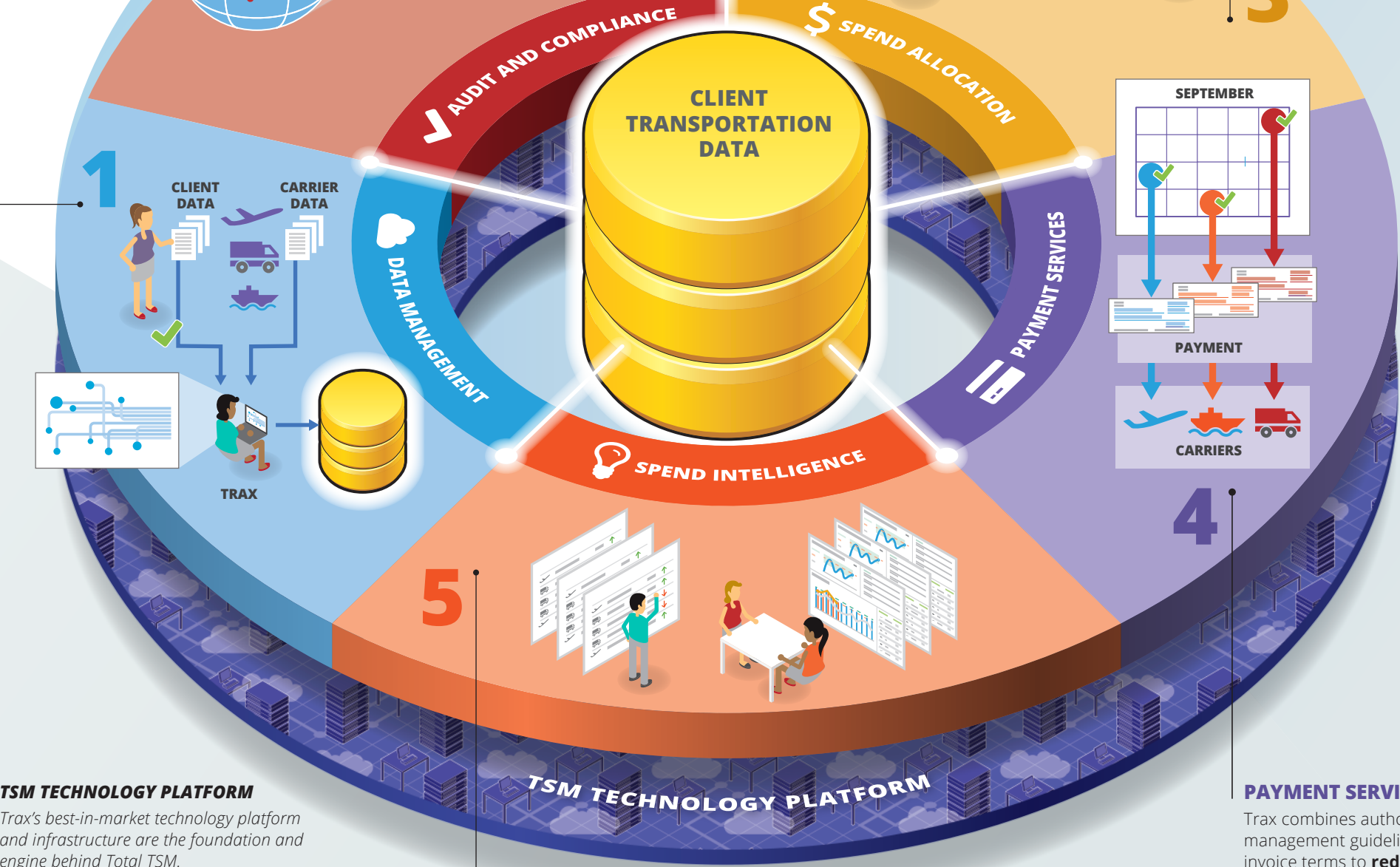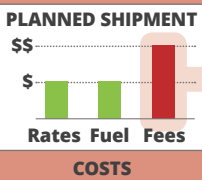
PROCESS IMPROVEMENT

TSM PROGRAM MANAGEMENT

When you need it, our program managers leverage their industry experience to ensure that you get the most from TSM—from freight and parcel audit to spend intelligence. They can monitor and manage the health of your program from watching spend trends for opportunities to monitoring customer service levels. Additionally, they can work closely with you to understand your immediate, long-term and changing business goals to ensure that Trax supports your strategic planning, decision making and optimization initiatives.

TSM TECHNOLOGY PLATFORM

Trax's best-in-market technology platform and infrastructure are the foundation and engine behind Total TSM. Cloud based, high availability and secure, Trax technology has been purpose-built for transportation spend management.

AUDIT AND COMPLIANCE

Trax conducts global, multi-modal contract audits, one of the few providers with the capability to do so at such scale. The audit includes a match against the carrier invoice, the contracted rate, and validation of shipment ownership. It can also include routing compliance as well as identifying and managing any claims.

2

PLANNED SHIPMENT
$$
$
Rates Fuel Fees
COSTS
TRAX
CLAIM

SPEND ALLOCATION

Trax's table-driven technology means **you can keep pace with your changing business requirements.** Update your business rules as your requirements change so that you can measure where your transportation dollars are going at any point in time. This isn't simple G/L coding—this is robust allocation down to the SKU level if necessary.

3

G/L	GEO	SKU
5%	31%	16%
17%	14%	41%
12%	19%	23%
39%	15%	11%
27%	21%	25%

BUSINESS RULES
CUSTOMER

CLIENT TRANSPORTATION DATA

1 CLIENT DATA — CARRIER DATA

TRAX

✓ AUDIT AND COMPLIANCE
$ SPEND ALLOCATION
DATA MANAGEMENT
PAYMENT SERVICES
SPEND INTELLIGENCE
TSM TECHNOLOGY PLATFORM

5

4

SEPTEMBER
PAYMENT
CARRIERS

SPEND INTELLIGENCE

Trax's Transportation Spend Intelligence solutions deliver robust, configurable and intuitive dashboard capabilities featuring KPI monitoring, variance analysis, modeling and reporting. Visualize, drill down or report on key transportation elements such as freight, fuel, accessory charges, weight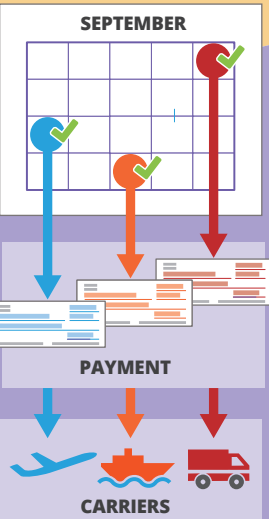 distribution, zone and distance distribution— as just a few examples. **Understand key variables impacting your transportation spending and uncover precise variances** between historical performance or budget and what you actually spent. Trax's best-in-the-market intelligence solutions can help you gain better control over your spending.

PAYMENT SERVICES

Trax combines authorization management guidelines with specific invoice terms to **reduce disruption and improve accrual visibility.** Gain more control over your funds and build stronger relationships with your carriers. Trax's process allows for either direct payment to carriers by Trax or by you —**it's your money.**

ABOUT TOTAL TRANSPORTATION SPEND MANAGEMENT (TOTAL TSM[SM])

Combining best-in-class freight audit and payment capabilities with a world-class spend intelligence solution, Total TSM delivers you visibility, savings and control over your most significant and complex spend category—transportation. Whether you're looking for efficiencies at a high level or need to dive deep to make a difference in specific areas, Total TSM is designed to help you deliver the outcomes you need.

Hard Savings
A leading aerospace company saved more than $6M annually by operationalizing its audit and compliance processes.

Processing Efficiency
A global manufacturer reduced their invoice exception rate to less than 2% by creating a set of unique business rules for the processing of 2M shipments across more than 100 carriers.

Inbound Spend Allocation
A market-leading athletic apparel company saved over 8% by allocating transportation costs to the SKU level and leveraging advanced analytics to balance inbound inventory and carrier mix.

Sourcing
A global pharmaceutical company cut parcel costs by over 10% across multiple business units by implementing a carrier mix change and negotiating new contracts by leveraging spend analytics and Trax's category experts.

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TRAX CORPORATE HEADQUARTERS:
14500 N. Northsight Blvd., Ste 113
Scottsdale, Arizona, USA 85260

sales@traxtech.com

Trax's global footprint includes offices throughout the Americas, Europe and Asia.

ABOUT TRAX
Trax is a global leader in Transportation Spend Management solutions. Combining industry leading cloud based applications with expert services, we are transforming traditional freight and parcel audit to help customers better manage and control their global transportation costs and drive enterprise wide efficiency. With a global footprint spanning North America, Latin America, Asia and Europe, we deliver data based visibility and insights, higher savings and better control of transportation spend for shippers of all sizes.

Visit us at **www.traxtech.com.**