



# NEW KIDS IN TOWN

## 3PLs Move Into the TMS Market

By Merrill Douglas

If you want to manage transportation in-house, you contract with a software vendor for a transportation management system (TMS). If you want to outsource, you ask a third-party logistics (3PL) provider to handle transportation for you. Those have been the basic options for years.

Today, though, shippers enjoy another choice: some 3PLs have gone to market with TMS solutions of their own. Shippers who deploy such a TMS might also engage the 3PL for other services, including some that involve transportation. Or they might purchase the software solution à la carte.

"Working with a 3PL doesn't have to be an all-or-nothing process," says George Abernathy, executive vice president and chief operating officer at Transplace, a Dallas-based 3PL whose offerings include the *Transplace Transportation Management System*.

Transplace first developed its TMS for internal use, replacing an old main-frame system. The company then started to offer the software as a hosted solution – or Software-as-a-Service (SaaS) – as a way to maintain relationships with clients who were shifting logistics functions to in-house staff.

The next logical step was to seek a wider market. "We made the TMS available to shippers who had not used us as a 3PL before," Abernathy says.

SaaS is an increasingly popular software delivery model, and many traditional IT companies offer that option as well. Most software vendors offer their TMS solutions in two formats:

license-and-install, and SaaS, according to *Transportation Management Report 2011*, published by New York-based Capgemini Consulting.

From a technical perspective, it doesn't matter whether a shipper gets a TMS from a traditional software company or from a 3PL, says Roy Ananny, senior manager, transportation practice at Atlanta-based supply chain consulting firm Chainalytics.

But getting a TMS from a 3PL offers flexibility. "Shippers who have outsourced to Transplace as a 3PL have moved to a more software-as-a-service relationship, and back again to a more outsourced relationship," Abernathy says. Conversely, some shippers who come to Transplace for the TMS alone later decide to let the 3PL manage some or all of their transportation.

For most *Transplace TMS* customers, using the system is similar to using a TMS hosted by any software vendor.

Not so for shippers who use *Managed TMS*, a SaaS solution from Eden Prairie, Minn.-based 3PL C.H. Robinson. Under C.H. Robinson's model, the shipper and 3PL collaborate on transportation management.

#### **COLLABORATIVE MANAGEMENT**

C.H. Robinson launched *Managed TMS* in 1998 for shippers that wanted to outsource day-to-day transportation, but also wanted technology in-house to support carrier management and other strategic functions, says Jordan Kass, executive director of TMC, the C.H. Robinson division that provides *Managed TMS*.

"Shippers are realizing it's difficult to be strategic when they're also expected to run the tactical business," Kass says.

Under the *Managed TMS* model, "power users" employed by C.H. Robinson, stationed at the shipper's site or at one of the 3PL's regional "control

## Software House or 3PL? Addressing Your TMS Needs

**How do you know whether to obtain your transportation management system from a traditional vendor or from a third-party logistics provider? Consider these factors when making your decision:**

### **The Solution's Track Record**

Some 3PLs have offered a TMS for some time, or have based their products on well-established technology purchased from another firm. But 3PLs in general may fall slightly behind traditional TMS vendors in developing their systems. "There may be some areas where other TMS vendors offer functionality lacking in your 3PL's TMS," says Roy Ananny, senior manager, transportation practice at consulting firm Chainalytics in Atlanta. "Whatever the source of a TMS, it's wise to ask the vendor how long it has been offering the solution."

### **The Appeal of Added Services**

Do you want some of the additional services a 3PL can offer along with a Software-as-a-Service (SaaS) TMS? If functions such as carrier selection and rate management aren't part of your core competencies, your company is better off working with a 3PL, says Jordan Kass, executive director of TMC, the TMS division of Eden Prairie, Minn.-based 3PL C.H. Robinson.

### **Your Desired Collaboration Level**

TMC's SaaS solution, *Managed TMS*, promotes collaboration between the shipper and 3PL. But some shippers don't want that

kind of relationship. "They may want in-house staff to operate the TMS and handle tactical execution," Kass notes. If this is the case for your company, a 3PL TMS might not be right for you.

### **The Technology's Quality**

If you are considering a TMS from a 3PL, evaluate its IT capabilities just as you would any other software provider. "Evaluate whether the 3PL is as rigorous toward what it has built, designed, and supports as a software vendor that's building a TMS as its primary business model," recommends George Abernathy, executive vice president and chief operating officer at Dallas-based 3PL Transplace.

### **The 3PL's Vertical Knowledge**

Make sure that the 3PL has expertise in your market. "Transplace, for example, designed its system to be user-friendly for consumer packaged goods, food and beverage, discrete manufacturing, and retail shippers," Abernathy says. "But, the software can also play in other verticals." If a 3PL has never worked with companies in your vertical market, investigate carefully before choosing that TMS.

# Changing the TMS Scene

Here are some 3PLs that have moved into the transportation management system (TMS) space. They offer their TMS either as a stand-alone option or part of the outsourced transportation service.

## Blue Grace Logistics

[www.mybluegrace.com](http://www.mybluegrace.com)

800-MY-SHIPPING

*BlueShip TMS* allows users to customize their transportation process, providing functions such as rating, routing, tracking, and reporting.

## Cardinal Hosted Logistics

[www.cardlog.com](http://www.cardlog.com)

800-800-8293

Cardinal's hosted TMS, available as a stand-alone solution or integrated with other services, enables shipment management from order creation to final-mile delivery.

## Echo Global Logistics

[www.echo.com](http://www.echo.com)

800-354-7993

*FlexTMS* offers Echo Global clients routing guide management, automated load entry, tendering and acceptance, load visibility, customized reporting, and analytics.

## Exel

[www.exel.com](http://www.exel.com)

877-272-1054

Exel will configure and deploy its TMS to shipper specifications.

## Jacobson Companies

[www.jacobsonco.com](http://www.jacobsonco.com)

800-636-6171

Available to Jacobson customers, the *Logistics Integrated Network Collaboration System (LINCS)* offers access to shipment information to enhance order visibility and product flow throughout the supply chain.

## LeSaint Logistics

[www.lesaint.com](http://www.lesaint.com)

877-KNOW-3PL

LeSaint supports its transportation management services with its Web-enabled *TransTech TMS*, which gives shippers visibility to shipping costs and activities.

## Menlo Worldwide Logistics

[www.menloworldwide.com](http://www.menloworldwide.com)

650-378-5200

The *Logistics Management Solutions* suite available to Menlo customers features decision-making tools to select carriers and routes based on customer-specific business rules.

## SEKO Worldwide

[www.sekologistics.com](http://www.sekologistics.com)

800-228-2711

SEKO's TMS allows users to automatically audit invoices, report exceptions, and generate real-time track-and-trace information for international and domestic shipments.

## TMC, A Division of C.H. Robinson

[www.mytmc.com](http://www.mytmc.com)

800-323-7587

TMC's *Managed TMS* provides planning, execution, settlement, and strategic procurement capabilities.

## Transplace

[www.transplace.com](http://www.transplace.com)

866-413-9266

Transplace's on-demand TMS automates order management, optimizes and tracks shipments, and builds sustainable routes to increase asset utilization.

## Weber Logistics

[www.weberlogistics.com](http://www.weberlogistics.com)

877-624-2700

The Weber Web Portal provides shippers access to TMS functions such as shipment visibility, reporting, and custom business rule setup.

## Werner Enterprises

[www.werner.com](http://www.werner.com)

800-228-2240

Werner's SMART system provides customers shipment validation, visibility, and optimization, and comprehensive data collection.

towers," use the software to route shipments, tender loads, and conduct other day-to-day activities. Shippers use the system to obtain the business intelligence they need to make longer-term transportation decisions. "They develop the plan, and we execute it," Kass says.

*Managed TMS* provides shippers the chance to save money by cooperating with other shippers. A single platform supports all C.H. Robinson customers—whether or not those customers also use the TMS themselves.

"They're already integrated, and so are their carriers," Kass says. "That presents a unique opportunity to collaborate on round-trips, LTL consolidation, or other efficient transportation moves."

## BETTER BUSINESS INTELLIGENCE

Like C.H. Robinson, Blue Grace Logistics in Riverview, Fla., has developed a TMS based on collaboration between shipper and 3PL. "Some of our customers only utilize the TMS," says Bobby Harris, chief executive officer at Blue Grace. "They just want the technology piece, and they manage their own rates and shipping. But the majority of customers engage us to handle distribution, and our TMS is the centerpiece."

Blue Grace provides its *BlueShip* system as a free service to customers who use it mainly as a visibility and business intelligence tool. For example, a purchasing manager might use the system to find out when a particular shipment is due to arrive. A chief financial officer might pull a report to learn what the company paid to ship product to a certain state in the past 60 days.

"The system allows us to gather data and compile a detailed review," Harris says. For instance, the system could help Blue Grace and the shipper find opportunities to save money by consolidating shipments.

Whether they decide on a long-time TMS market resident or the new guy in town, the variety of choice increases the chance that shippers will find a solution to closely match their needs.

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For a tour of TMS solutions available from traditional software providers, turn the page to *IL's TMS Buyer's Guide*.

# TMS Buyer's Guide

**H** Hosted on the vendor's site  
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VENDOR	PRODUCT	DESCRIPTION
<b>H</b> <b>Agistix Inc.</b> Redwood City, Calif. agistix.com	<b>The Agistix Transportation Management Solution</b>	Provides rate quotes from multiple carriers in all modes; bid module for spot market quotes; automated shipment execution; routing guide customization; custom document generation and upload; supplier networking; and real-time in-transit status updates.
<b>H</b> <b>Aljex Software Inc.</b> Middlesex, N.J. aljex.com	<b>Aljex Vision</b>	Automates shipment execution with least-cost routing, EDI, document imaging, integrated emailing and faxing, and burst communication. Suitable for use by manufacturers, retailers, 3PLs, and intermodal and asset-based carriers.
<b>H</b> <b>AndSoft</b> Madrid, Spain and-soft.com	<b>e-TMS</b>	Supports high data volume, customizations, and changes in real time. Prepares international shipments for transport to all European countries through connectivity to carriers and customs, differing rate structures, and shipping and usage requirements.
<b>L</b> <b>Appian Logistics Software</b> Oklahoma City, Okla. appianlogistics.com	<b>Direct Route</b>	Automates routing and scheduling using shippers' data and work rules. Features customer importing, route printing, and route exporting capabilities. Users can view and modify routes on a full-color detailed map or through spreadsheet updates.
<b>H</b> <b>BestTransport.com</b> Columbus, Ohio besttransport.com	<b>BestShippers TMS</b>	Enables shippers to optimize loads, execute advanced tendering rules (both inbound and outbound), track shipments, and pay freight bills. Provides immediate and accurate visibility into every transaction.
<b>H</b> <b>CargoSmart Ltd.</b> San Jose, Calif. cargosmart.com	<b>CargoSmart Contract and Performance Management</b>	Automates the ocean carrier contract management process, including bids, routing guides, and rate comparisons. Integrated with booking for seamless execution. Performance management aids contract negotiation.
<b>H</b> <b>Cheetah Software</b> Westlake Village, Calif. cheetah.com	<b>Cheetah Freight</b>	Delivers real-time wireless solutions to automate and optimize pickup, delivery, dispatch, and customer service for private fleet and less-than-truckload carriers of any size.
<b>H</b> <b>ClearTrack</b> Brentwood, Tenn. cleartrack.com	<b>Global Logistics Management</b>	Provides automated shipment visibility, real-time status information, distribution center appointment management, key performance indicator dashboards, flexible analysis reports, and email notifications.
<b>H</b> <b>Codeworks</b> Columbus, Ohio ctcodeworks.com	<b>Traffic</b>	Allows shippers to identify loads and consolidate freight to minimize costs, review shipment savings before consolidation, find carriers with the lowest shipping costs or best margin, and use stored route histories to choose the most fuel-efficient routes.
<b>H</b> <b>CT Logistics</b> Cleveland, Ohio ctlogistics.com	<b>FreitRater</b>	Provides rate quotes from multiple carriers, with transit times for all modes, as well as access to freight accounting/accruals, real-time reporting, and status and shipment information.

	VENDOR	PRODUCT	DESCRIPTION
H	<b>CTSI-Global</b> Memphis, Tenn. ctsi-global.com	<b>CTSI TMS</b>	Allows shippers to manage orders; optimize loads; evaluate and select carriers; manifest and tender parcel, less-than-truckload, and truckload shipments; track progress; manage claims; and generate reports.
L	<b>Datex</b> Clearwater, Fla. datexcorp.com	<b>Footprint TMS</b>	Shippers can manage drivers and assign them to routes; view real-time shipment tracking information; export routes to handheld devices; and import route status and customer signatures from handheld devices.
H L	<b>Descartes Systems Group</b> Waterloo, Ont. descartes.com	<b>Descartes Transportation Management</b>	Helps logistics managers, shippers, and third parties simultaneously evaluate transportation alternatives to find the most efficient shipping method. Manages contract carriers from shipment planning through execution and settlement.
H	<b>Elemica</b> Exton, Pa. elemica.com	<b>Elemica Logistics Management Suite</b>	Provides an integrated network that connects all logistics service providers regardless of region or mode. Includes carrier booking and visibility, and slot booking and optimization.
H L	<b>eShipGlobal</b> Irving, Texas eshipglobal.com	<b>eShipGlobal TMS</b>	Handles every aspect of the transportation lifecycle, including strategic sourcing, rate quotes, transportation execution, freight audit, and payment settlement.
H	<b>Flow Logistics</b> Bend, Ore. flowlogistics.com	<b>eFlow</b>	Provides a real-time application to accurately build, route, optimize, assign, track, and bill shipments. Manages the entire shipment process, regardless of mode—truckload, less-than-truckload, intermodal, rail, air, small parcel, or ocean.
H L	<b>Folio Logistics</b> Greenville, S.C. foliologistics.com	<b>Transportation Management System</b>	Lets shippers prepare, plan, rate, shop, book, broker, and track domestic and international shipments across all modes. Features include optimization, reporting, mobile apps, and freight payment system integration.
H	<b>Fortigo Inc.</b> Austin, Texas fortigo.com	<b>On-Demand TMS</b>	Automates, optimizes, and audits logistics processes across the supply chain. Carrier-neutral, Web-based TMS supplies one system of record for logistics across multiples sites, and interfaces with enterprise resource planning and other supply chain management solutions.
H	<b>FreightCenter.com</b> Trinity, Fla. freightcenter.com	<b>FreightCenter.com TMS</b>	Provides an automated rating and booking system with customized, optimized rates and user controls, real-time status updates, and documentation and reporting tools. Offers shippers integrated front-end Web sites customizable to match specific needs.
H	<b>GT Nexus</b> Oakland, Calif. gtnexus.com	<b>GT Nexus Cloud Supply Chain Platform</b>	Capabilities include: real-time shipment/item-level visibility; ocean, air, and truck spend management; freight audit; shipment planning; consolidation management; and shipment execution.

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VENDOR	PRODUCT	DESCRIPTION
<b>H</b> <b>HighJump Software</b> Eden Prairie, Minn. highjump.com	<b>HighJump Transportation Management</b>	Provides multi-modal and international shipment optimization; carrier and rate management; vendor compliance; shipment tracking; and claims and transportation reporting.
<b>H</b> <b>IES, Ltd.</b> Midland Park, N.J. iesltd.com	<b>IES Supply Chain Suite</b>	Suite of import and export solutions serves freight forwarders, customs house brokers, NVOCCs, and other transportation intermediaries. Manages shipment flow, provides Web visibility with EDI and email status messages, and generates report data.
<b>H</b> <b>Infor</b> Alpharetta, Ga. infor.com	<b>Infor SCM Transportation Management</b>	Allows shippers to analyze inbound and outbound shipment orders based on origin and destination; consolidate orders into loads; and determine the most cost-effective way to move loads based on constraints.
<b>H</b> <b>InMotion Global Inc.</b> St. Petersburg, Fla. inmotionglobal.com	<b>InMotion Global TMS</b>	Offers routing and optimization, lane rate management, Web-based load tendering, real-time shipment location/status visibility, reporting, and a shipper/carrier Web portal.
<b>H</b> <b>JDA Software</b> Scottsdale, Ariz. jda.com	<b>JDA Transportation and Logistics Management</b>	Helps shippers, carriers, and transportation service providers manage multi-modal logistics networks. Covers the entire closed-loop transportation process—from strategic transportation sourcing, planning, and optimization to shipment visibility, payment, and performance analysis.
<b>H</b> <b>Kewill Inc.</b> Chelmsford, Mass. kewill.com	<b>Kewill Flagship</b>	Manages domestic and international services, carrier compliance, integrated parcel and freight shipment processing, and item-level packing control and visibility.
<b>H</b> <b>LeanLogistics</b> Holland, Mich. leanlogistics.com	<b>On-Demand TMS</b>	Delivers complete transportation planning, execution, settlement, and procurement, as well as supply chain visibility and business intelligence to improve business processes, increase efficiency, and reduce costs.
<b>H</b> <b>Logility Inc.</b> Atlanta, Ga. logility.com	<b>Voyager Transportation Planning &amp; Management</b>	Automates multi-modal shipment planning, execution, and freight accounting. Supports automated, unattended operation by monitoring ongoing activities and providing real-time alerts of potential problems. Analyzes productivity using key performance indicators to provide operations reports.
<b>H</b> <b>LOG-NET Inc.</b> Red Bank, N.J. log-net.com	<b>LOG-NET Transportation Management</b>	Monitors events and status, filtering results to view only shipments deviating from trip plans; generates forwarder and carrier rating and performance reporting; performs appointment scheduling, contract fulfillment, route and rate management, and freight audit.
<b>H</b> <b>M33 Integrated Solutions</b> Greenville, S.C. m33integrated.com	<b>M33 TMS</b>	Manages the lifecycle of an order, from rate quoting through freight bill payment and reporting. Delivers accurate carrier rating and rate shopping, proper carrier execution for increased cost reduction, and real-time shipment visibility.

VENDOR	PRODUCT	DESCRIPTION
<b>H</b> <b>Made4net</b> Paramus, N.J. made4net.com	<b>TransportExpert</b>	Supports and optimizes carrier selection; manages freight rates and carrier contracts; generates shipment documents; electronically communicates transportation needs to carriers; and provides real-time, exception-based shipment status visibility.
<b>L</b> <b>Magaya Corporation</b> Miami, Fla. magaya.com	<b>Magaya Cargo System</b>	Allows shippers to create import and export consolidations for air, ocean, and ground shipments; query and compare carrier rates; print labels to ID and track all packages; automate tariffs and billing; and receive proof of delivery, online shipment updates, and package tracking data.
<b>H</b> <b>L</b> <b>Management Dynamics Inc.</b> East Rutherford, N.J. managementdynamics.com	<b>International Transportation Management</b>	Manages ocean contracts and air rates; calculates rates with all assessorial fees; evaluates routing decisions and transit times; performs end-to-end freight bill audits; and optimizes carrier selection.
<b>H</b> <b>L</b> <b>Manhattan Associates</b> Atlanta, Ga. manh.com	<b>Transportation Lifecycle Management (TLM)</b>	Provides a global view of transportation across all modes - inbound or outbound - from bidding to billing, to reduce costs, reroute around trouble spots, and coordinate deliveries precisely.
<b>H</b> <b>L</b> <b>MercuryGate International Inc.</b> Cary, N.C. mercurygate.com	<b>MercuryGate TMS</b>	Delivers a multimodal TMS, allowing shippers and logistics providers to plan, execute, and settle loads. Used to consolidate loads, optimize carrier selection, and for process improvement.
<b>H</b> <b>myFreightWorld</b> Overland Park, Kansas myfreightworld.com	<b>myFreightWorld TMS</b>	Offers rate quotes, shipment tracking and tracing, pick-up and tender requests, client management tools, and shipping/receiving location data. Financial management tools include invoicing, management reports, and credit card payment.
<b>H</b> <b>L</b> <b>NTE LLC</b> Chicago, Ill. nte.com	<b>NTE Transportation Management</b>	Provides shipment planning, optimization, routing guide execution, financial settlement, track-and-trace capabilities, and alerting and reporting options.
<b>H</b> <b>Nulogx</b> Mississauga, Ont. nulogx.com	<b>TMS Online (TMSO)</b>	Supports activities necessary to manage and execute the full lifecycle of the transportation process, including order management, financial settlement, and shipment optimization.
<b>H</b> <b>L</b> <b>Oracle</b> Redwood Shores, Calif. oracle.com	<b>Oracle Transportation Management</b>	Offers tools for carrier sourcing and optimization, planning, execution, fleet management, global trade, landed cost, freight payment, claims, visibility, and forwarding to shippers and 3PLs.
<b>H</b> <b>L</b> <b>Precision Software</b> Chicago, Ill. precisionsoftware.com	<b>Precision Transportation Management</b>	Streamlines transportation planning and execution, manages asset utilization, automates business processes, and handles freight payments. Users can rate, route, produce labels, and manage service levels for any shipment mode.

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	VENDOR	PRODUCT	DESCRIPTION
<b>L</b>	<b>Prophesy Transportation Solutions Inc.</b> Bloomfield, Conn. mile.com	<b>Prophesy Trucking Software</b>	Manages inbound and outbound freight; optimizes loads and routes; consolidates and optimizes shipments; and handles crossdocking, pooled loads, split-state weights, stop-off charges, fuel surcharges, and carrier and pallet rating.
<b>H</b>	<b>Railinc Corporation</b> Cary, N.C. railinc.com	<b>RailSight Track and Trace Solution</b>	Receives data from more than 530 railroads to supply real-time railcar and rail shipment tracing. Manages multiple rail fleets and related rail event data, performs historical and demand tracing, and compiles customizable reports.
<b>H</b> <b>L</b>	<b>RedPrairie</b> Waukesha, Wisc. redprairie.com	<b>Transportation Management</b>	Supports global planning and execution for all modes, including parcel and fleet. Features freight settlement, client invoicing, event management, and trading partner Web portals.
<b>H</b> <b>L</b>	<b>Retalix Ltd.</b> Plano, Texas retalix.com	<b>Retalix TMS</b>	Integrates and manages all aspects of the transportation process, including inbound/outbound optimization, yard management, and dock scheduling.
<b>H</b>	<b>RMI</b> Atlanta, Ga. railcarmgmt.com	<b>ShipperConnect MTM</b>	Handles multimodal transportation planning, execution, terminal operations, carrier settlement, and exception alerts while providing shipment visibility across all carriers and modes.
<b>H</b>	<b>Roadnet Technologies Inc.*</b> Baltimore, Md. upslogisticstech.com	<b>Roadnet Transportation Suite</b>	Manages all aspects of transportation, from planning through execution. Determines optimal routes and loads; collects real-time shipment data; and analyzes results through reporting.  <i>*Formerly UPS Logistics Technologies</i>
<b>L</b>	<b>Royal 4 Systems</b> Long Beach, Calif. royal4.com	<b>Royal 4 TMS Suite</b>	Automates carrier communications, including contract negotiation, load tendering, invoice processing, and payment approvals. Allows shippers to build loads, group orders, and plan routes to maximize asset utilization and manage carrier selection and compliance.
<b>L</b>	<b>SAP</b> Walldorf, Germany sap.com	<b>mySAP Supply Chain Management</b>	Offers transportation planning and shipment completion capabilities, shipment cost calculation and settlement, freight billing, and service agent selection.
<b>H</b>	<b>ShipXpress</b> Jacksonville Beach, Fla. shipxpress.com	<b>RailSync</b>	Tracks rail shipments across multiple carriers; handles local and interline rail activity; manages and reports freight revenue; provides accurate car hire expense summaries; and synchronizes communication among train crews, office staff, and shippers.
<b>H</b> <b>L</b>	<b>Shippers Commonwealth</b> Charleston, S.C. shipperscommonwealth.com	<b>Transportation Management System</b>	Controls load consolidation; optimizes mode and carrier selection; links loads; and delivers automated execution for Web or EDI load tendering, shipment tracking, and payment/settlement.

	VENDOR	PRODUCT	DESCRIPTION
H	<b>Sterling Commerce, an IBM Company</b> Dublin, Ohio sterlingcommerce.com	<b>IBM Sterling TMS</b>	Enables shippers and suppliers to collaborate, optimize, and execute inbound transportation. Provides visibility into order and shipment processes.
L	<b>TECSYS</b> New York, N.Y. tecsys.com	<b>TECSYS TMS</b>	Integrates into a company's business flow, providing shipping automation with optimized rating, routing, manifesting, tracking, and post-shipment analysis for small-package and less-than-truckload shipments.
H L	<b>TMW Systems</b> Beachwood, Ohio tmwsystems.com	<b>Transportation Management Software</b>	Automates contract rating for least-cost carrier assignments across multiple shipping locations. Includes carrier management, cost tracking and allocation, shipment visibility, national rating index, and load optimization tools.
H L	<b>Transite Technology</b> Raleigh, N.C. transite.com	<b>Jaguar Transportation Management Suite</b>	Integrates the transportation process with internal systems such as enterprise resource planning, order management, warehousing, and other transportation systems. Automates mode and carrier selection, least-cost rating, financial reporting, and tracking information.
H	<b>TransportGistics Inc.</b> Bohemia, N.Y. transportgistics.com	<b>FreightTracing, InsourceAudit, RoutingGuides</b>	Manages and controls carrier pricing and performance, freight invoices, and payment information. Tracks and traces shipments; and produces, maintains, and distributes routing guides.
H	<b>Transwide</b> New York, N.Y. transwide.com	<b>Transwide TMS</b>	Sources, plans, executes, settles, and analyzes transportation with global deployment, systems integration, and a multi-lingual interface. Users can access real-time shipment data such as non-conformity reservations, loading and unloading times, and estimated arrival times.
H	<b>TransWorks</b> Fort Wayne, Ind. trnswrks.com	<b>TMS/Supply Chain Execution</b>	Ensures that transportation plans are executed as designed, automates communications with carriers, sends alerts when exceptions occur, and delivers scorecards and visibility.
H	<b>UltraShipTMS</b> Wilmington, Del. ultrashiptms.com	<b>UltraShipTMS</b>	Gives logistics managers total network visibility and control over inbound and outbound transportation, ensuring proper coordination, optimal planning, and consistent execution.
L	<b>USTC Live Logistics</b> Baltimore, Md. ustclive.com	<b>On-Demand TMS</b>	Provides all available carrier rates and terminal information, creates and stores bills of lading, and maintains carrier invoice records. Reports can be scheduled to run at pre-determined times.
H L	<b>Web Freight Pro</b> Fort Mill, S.C. webfreightpro.com	<b>Web Freight Pro</b>	Allows use of a core shipment entry and tracking system with optional add-on modules such as document imaging, warehouse management, and intelligent rate shopping.