

Looking to prioritize and select logistics technology? Need to use a TMS for shipment visibility and connectivity? Trying to make your holiday shipping less frightful? Wondering how to use expedited service for painless shipping to Mexico?

HOW

HELP IS ON THE WAY!

Matching supply to demand in today's volatile global environment requires tactical collaboration and strategic partnership to execute efficiently and cost effectively. *Inbound Logistics* is here to help guide you in the right direction. Over the past several years, we have solicited reader input and industry expertise to provide practical and instructive how-to guides that address fundamental transportation and logistics challenges. We are incrementally building a library of industry best practices to help readers turn interrogatives into imperatives.

Need more know-how?
Go online for these other informative H.O.W. articles:

How to Transform the Supply Chain for Omnichannel Retailing

bit.ly/Omnichannel_Retailing

How to Turn Data Into Supply Chain Action

bit.ly/SC_Action

How to Choose a Single-Source Logistics Provider

bit.ly/Singlesource

The next 4 installments in the H.O.W. library appear on the following pages:

62



How to Prioritize and Select Logistics Technology

64



How to Use a TMS for Shipment Visibility And Connectivity

66



How to Make Your Holiday Shipping Less Frightful

68



How to Use Expedited Service For Painless Shipping to Mexico

You'll find even more H.O.W. articles on our website: bit.ly/IL_HOW

How to Prioritize and Select Logistics Technology

Technology is the backbone of today's logistics systems, and shippers want to make the right choices for mission-critical systems. One key question is when to outsource technology development vs. managing it with in-house resources. It can be challenging to secure internal information technology staff to focus on developing and implementing essential functions such as transportation management, warehouse management, and purchase order management.

These three high-priority systems are typically outsourced, either directly or as part of a 3PL relationship that provides technology and customization. Shippers will face similar issues with emerging technologies that will enter the mainstream at some point.

Transportation Management System. A TMS delivers value in planning, decision-making, shipment follow-up, and KPI tracking. With a TMS, you can define the most efficient shipment schemes according to your specified parameters, and rank according to your priorities. Shipments can then be tracked using a status/event-driven design that enables you to select the best pricing, consolidate orders, customize and run reports, and audit freight bills. Contracted carriers are also integrated into the TMS; allowing them to tender shipments and specify routing. With the TMS tracking every event, you have true visibility into your Key Performance Indicators, supported by accurate reporting.

Warehouse Management System. A WMS enables your supply chain to maintain a tight and optimized inventory to reduce transportation costs, transit time and turnaround time to avoid shipment overlap. Using a WMS allows you to configure your supply chain for your business; enabling you to pinpoint the specifics of individual items, including data elements such as UPCs, vendor SKUs, min/max levels for replenishment, preferred storage/fulfillment locations, and weights/dims. It is most beneficial to use a WMS that features capabilities for asset tracking, lot control, barcoding, and kitting as needed to meet your requirements.

Purchase Order Management. If your company sources from five or more vendors, either domestically or internationally, a purchase order management system will help bring discipline to your operation.

Look for an outsourced PO management provider that delivers visibility within your supply chain and enables you to manage vendors by exception, with better control over inbound shipments and end-to-end visibility. Dashboards and reports deliver data-driven insights that help decrease shipping costs and keep production and delivery dates on track.

Emerging Technologies. Key technologies that are making their way into everyday application include artificial intelligence, Internet of Things, and blockchain. Blockchain has the potential to be the most disruptive to the industry status quo with data that is more secure and more available – removing friction from the system for all parties.



HOW TO SELECT A TMS

Selecting a TMS can have enterprise-wide implications. Here's a list of items to consider in your decision-making process.



- **CONFIGURABLE VS. CUSTOMIZABLE:** Configurable means you can select parameters aligned with your needs. Customizable offers the most flexibility, but usually requires costly IT development work.
- **INTEGRATION:** Choose a tool that will integrate with existing systems such as your ERP and WMS.
- **BUDGET:** Do some due diligence to understand the investment required in human resources, hardware, and software.
- **TIMELINE:** Design and implementation will take longer than you think, so allow your vendors the time to do the job well.
- **COMPANY:** Vet the company for its culture and experience. A good cultural fit will help pave the way for a successful project.
- **INTERNAL CULTURE:** What is your appetite for change? Often, major IT implementations fail because the internal resources were not prioritized to ensure the project's success.



Intelligence Delivered

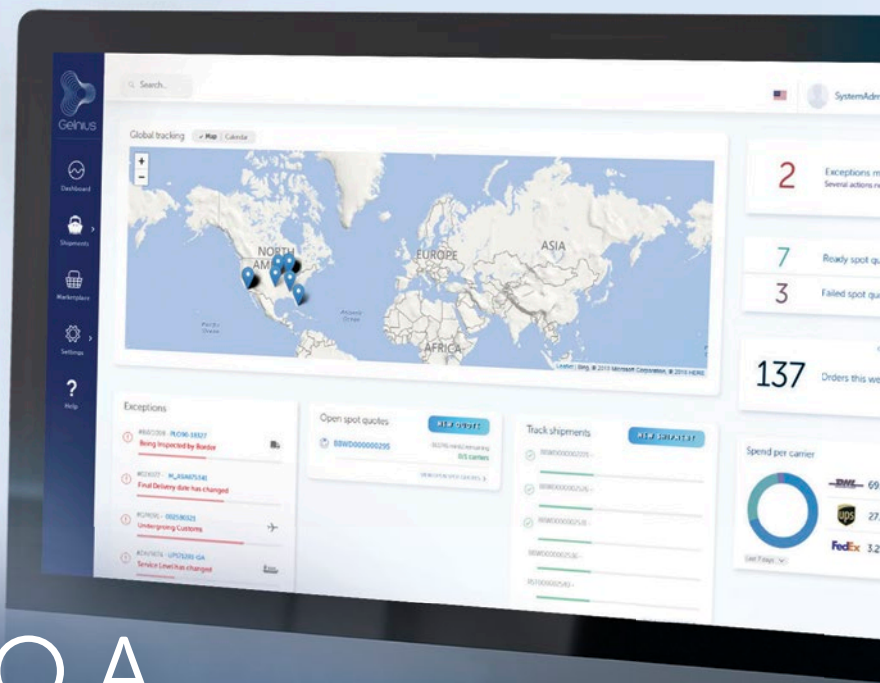
TRANSFORM YOUR BUSINESS WITH THE ORIGINAL DIGITAL FORWARDER

Demand more from your freight forwarder and leverage our bundled logistics and technology solutions to accelerate your growth and expansion into new markets.

To learn more, visit sekologistics.com or email hello@sekologistics.com



Manage your supply chain across all modes and geographies, while ensuring the lowest cost and appropriate service level. The Gelnius TMS Pro platform is fully configurable and brings the next generation of technology to your supply chain – consolidating all of your ERP systems for complete supply chain visibility.



SPRINT INTO A STATE-OF-THE-ART TMS

For more information visit gelnius.com or email info@gelnius.com

How to Use a TMS for Shipment Visibility And Connectivity



4 TMS TAKEAWAYS

Medium to large shippers may have millions of dollars of materials and inventory on the highway and often do not know exactly where it is located. Delayed shipments can have a significant economic impact on shippers and receivers, and the lack of visibility from a legacy transportation management system (TMS) into shipment status only exacerbates the problem.

For companies that are using an older transportation solution that is woefully out of date, or still trying to run their operations with spreadsheets and an Access database, a modern TMS will completely transform the efficiency of their supply chain.

With a full-featured TMS, shippers extend their capabilities in both strategic and tactical terms by going beyond the fundamental TMS functions of routing, rating, and payments to uncover the data-driven insights a modern system is capable of producing.

With a powerful transportation management system designed for the speed and complexity of today's supply chains, shippers for commercial and consumer customers can better manage modern connected commerce, in which receivers expect a constant flow of information and alerts about their shipments. A TMS helps deliver a personalized shipping experience, even for business-to-business (B2B) networks.

Users experience centralized information flows to all stakeholders, while the TMS automates functions such as rating, routing, mode optimization, and shipment tracking and reporting. Most companies should start with visibility and connectivity functions in order to quickly streamline their processes and reduce labor costs. The TMS will deliver visibility for both domestic and international shipments and connectivity with any partner in the ecosystem. Then organizations are ready to engage with the data generated by the TMS to enable sophisticated shipment planning and optimization.

Private fleet operators can even use the TMS to secure inbound vendor backhauls and other backhaul opportunities to optimize fleet utilization.

Users can automate alerts and exception management to notify all stakeholders of delays. Organizations see a rapid return on investment from more efficient processes and workflows and better customer service. Rather than staff call centers to handle customer service questions, a TMS can proactively provide self-service alerts to all stakeholders within the shipment lifecycle. Load planners stay focused on optimizing the network rather than dealing with exceptions.

With more efficient processes and workflows in place, users can be seen as shippers of choice by carriers to help ensure they have access to capacity in the marketplace.



- **AUTOMATE PROCESSES:** Improve customer service with automatic alerts and notifications while reducing labor costs. The TMS can integrate with other business processes such as purchase orders, accounting and warehouse management systems.
- **IMPROVE SERVICE:** With greater visibility and more efficient workflows from origin to destination, shippers will be better able to retain their customers. Executing shipments with track and trace functionality delivers companies visibility into their supply chain, making it easier to meet customer expectations.
- **LEVERAGE CONNECTIVITY:** Use shipment visibility to help carriers and shippers align their networks and operations so carriers are able to provide the level of service the shippers require. Pass information to supply chain partners to improve communication and eliminate duplication of data processing.
- **DIVE INTO DATA:** Use the data generated in the TMS to help improve the customer experience and identify areas where processes can be optimized. Analyze transportation costs to optimize the transportation spend in real-time.

TMS FROM THE WMS LEADER

The road to an exceptional operation starts here. Manhattan Associates Transportation Management System is designed to support your entire fulfillment needs across multiple industries in a single, easy-to-use logistics system. Gain greater value by automating processes to increase efficiency.



**PUSH
POSSIBLE®**

Ready to drive success?
Learn more at info.manh.com/tms

 **Manhattan**
Associates®

©2018 Manhattan Associates, Inc.

How to Make Your Holiday Shipping Less Frightful



5 STEPS TO HOLIDAY SHIPPING MAGIC

A month before Christmas, a major snowstorm blankets the Northeast. Traffic is snarled for weeks and truckloads of gifts are stuck in distribution centers and trailers. The Christmas buying rush could be in jeopardy for a large part of the country. Even Santa and his red-nosed reindeer friend are unable to save the day.



Without a solid 3PL relationship, the perfect storm could turn into a perfect disaster for a manufacturer or retail supplier's holiday revenue projections. With so much at stake this holiday shipping season, retail suppliers and 3PL partners must have a plan to deal with the inevitable disasters and near disasters.

Shipments from Asia could be delayed, eating into the timeline of a company's domestic supply chain. The effects from a major storm like Hurricane Florence or Michael could easily ripple for many weeks as trucking capacity is understandably rerouted to recovery efforts.

Trucking capacity is a challenging issue in the best of times. Severe weather events and other external issues can often exacerbate those problems. If a situation develops that requires you to resort to expedited shipping, work with a 3PL that has comprehensive experience in managing those moves, both ground and air freight.

One of the critical steps is to develop a long-term partnership, so you're not scrambling to find help when loads of products are behind schedule. You will not only have a better chance of avoiding problems during the holiday rush, but you could also maximize your logistics processes throughout the year.

Working with a 3PL can give you the technological edge to manage those problems quickly and comprehensively. With a robust TMS, you have visibility into the route, mode, price, and transit on one screen, so you don't have to manage the quoting process with individual carriers manually.

While it will not be quite the same as a red sleigh pulled by eight tiny reindeer, your 3PL relationship can help your holiday shipping season go down in history for the right reasons.



- **PARTNER WITH A COMPREHENSIVE 3PL.** Work with a partner that has an enterprise-level view of your operations, not one that is focused on transactions or filling their own trucks.
- **ENSURE YOUR 3PL SUPPORTS YOU.** Use a 3PL that can support all your needs, including international airfreight forwarding, ocean freight forwarding, customs brokerage, full truckload, less-than-truckload (LTL), and distribution.
- **SET SCHEDULES.** Look at time-definite delivery options to meet tight schedules for crucial shopping days and promotions.
- **LEAN ON TECHNOLOGY.** As supply chains become more complex with decentralized warehousing, drop shipping, and other wrinkles, use a platform that allows you to manage your shipments no matter who's carrying them.
- **BE FLEXIBLE.** Each year's holiday season is different from the one before it. A few years ago, Amazon's sales were huge, and UPS couldn't keep up. This year, Toys R Us is closed, so online sales could spike again, or other retailers could face toy shortages unless they plan ahead. Stay alert to what might make this year's challenges unique.

YOUR PARTNER FOR **PEAK LOGISTICS** PERFORMANCE



We are a full service global logistics partner focused on providing clients with innovative technology, customized solutions and highly individualized service. Our team is committed to going above and beyond to optimize your logistics performance and accelerate growth. Let our team of logistics professionals, supported by state-of-the-art technology, accelerate your climb to supply chain excellence.



Domestic
Freight Management



International
Freight Forwarding



Retail
Consolidation

1.800.614.1348
www.ascentgl.com

How to Use Expedited Service For Painless Shipping to Mexico

As the second-largest economy in Latin America, Mexico has long been a destination for economic opportunity. For U.S. companies, cross-border regulations, varying border operating hours, and differing procedures for both import and export may complicate shipping and cause significant supply chain delays.

One way to manage the complexity is by using an expedited carrier. With expedited service, it is not only the speed of the service but also the level of communication that is provided that can simplify the process of moving goods in either direction.

Expedited shipping isn't just for emergencies anymore. Many companies use an expedite carrier simply to ensure precise delivery requirements are met, or premium communication is provided. Expedited shipping means less handling and greater oversight for each step of the shipment. Services are available in a range of truck sizes as well as air freight.

Crossing goods in and out of Mexico can be a confusing and sometimes frustrating ordeal, so it is essential to use experienced carriers that can manage the process in a timely fashion.

Utilizing carriers that voluntarily participate in the Customs Trade Partnership Against Terrorism (C-TPAT) program with U.S. Customs and Border Protection provides an advantage, as they are less likely to be examined at U.S. ports of entry.

Standard truck freight bound for Mexico typically involves multiple lengthy steps. Once all the correct documents are obtained, a freight forwarder works with a Mexican customs broker to prepare the shipment to cross the border. The forwarder inspects the load to ensure correct quantity and description, and completes customs documentation.

Once this has been completed, and the consignee pays the duties in Mexico, the forwarder hires a local drayage company. The drayage company then moves the shipment over the border and through customs clearance. Once at the dray yard in Mexico, it is common that another carrier then completes the shipment. It is not uncommon for this process to take days, or even weeks, should any bit of information be missing, or an inexperienced carrier is not well versed in remedying these situations.

This process is much more streamlined when using an expedite carrier, as many of them will already have direct relationships with Mexican customs brokers and are set up to have their shipments receive preferential treatment to be processed due to the time-critical nature of their usual shipments. Also, there is often not another carrier involved for the drayage, as the expedite carrier itself will cross and deliver the goods to their final destination in Mexico.

Before you ship to or from Mexico, ensure you are working with an experienced trans-border carrier that can manage the complexities involved with this important trade partner south of the border.



KNOW YOUR MEXICAN CUSTOMS DOCUMENTS

Shippers must understand customs requirements for goods moving into Mexico.



- **PEDIMENTO DE IMPORTACIÓN:** The basic Mexican import/export document that must be completed for all commercial crossings.
- **PREFILE:** The document required for entry into the United States from Mexico.
- **CARTA DE INSTRUCCIONES:** A form that contains all the information for all parties involved to be on the same page.
- **COMMERCIAL INVOICE** (in Spanish).
- **BILL OF LADING**
- **GUARANTEE OF PAYMENT** of additional duties for undervalued goods (see Customs Valuation) if applicable.
- **DOCUMENTS DEMONSTRATING COMPLIANCE** with Mexican product safety and performance regulations if applicable.
- **NAFTA CERTIFICATE OF ORIGIN** for products qualifying as North American to receive preferential treatment. The exporter can complete this document, and it does not have to be validated or formalized.

20+ YEARS EXPERIENCE

Developing Connections

No one has the relationships and knowledge to get your shipment across the border more efficiently.

Complete management of the crossborder process and total visibility along the way.



Nashville TN • Laredo TX • Detroit MI • Queretaro MX • Monterrey MX

1-855-ShipCES • Mexico 011-52-442-477-07-02 • border.south@shipces.com • www.shipces.com