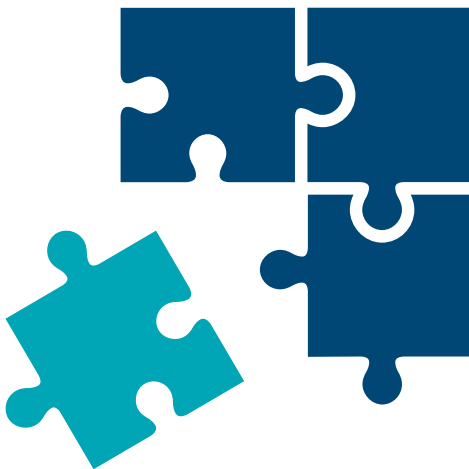


From providing distributors with supply chain visibility to increasing operational efficiencies at a customer's production site, these case studies highlight ingenuity and the ability to solve complex supply chain, logistics, and transportation challenges.



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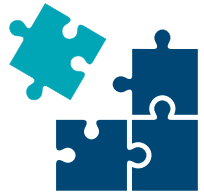
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Supply Chain Challenge? **SOLVED**



Custom TMS and Freight Management Solution Provides Industrial Distributor with Full Supply Chain Visibility

The Logistics Plus® MyLogisticsPlus™ cloud-based portal is customized to provide a direct interface with the client's WMS for its parcel, freight, and international order and shipping processing. The Logistics Plus Freight audit and payment solution offers the client complete invoice visibility with business intelligence reporting.

THE CHALLENGE

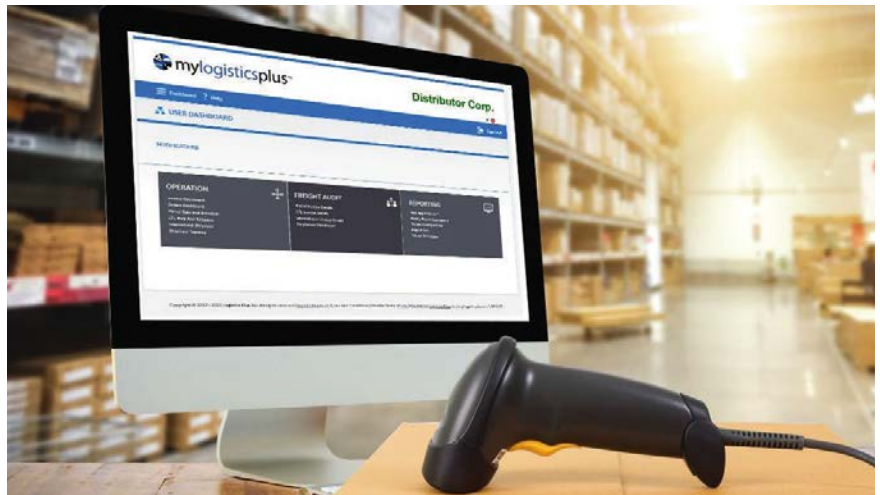
Logistics Plus (LP) is a leading worldwide provider of transportation, warehousing, fulfillment, global logistics, business intelligence, technology, and supply chain solutions. In early 2021, a global industrial distributor that serves leading manufacturers administered an RFP to find a third-party logistics (3PL) provider that could help it optimize outbound multi-modal shipping from its six warehouses, improve inbound vendor routing compliance, and provide a complete picture of its supply chain invoices to reduce costs.

THE SOLUTION

After an extensive review process, the client selected Logistics Plus for its impressive, customizable technology capabilities, complete, multi-modal transportation management expertise, and overall cultural fit. The designated LP solutions team immediately began working with the client to understand its general needs through a series of meetings and site visits.

Working with the client's in-house development staff, the LP technology team developed and implemented a custom-built version of its cloud-based MyLogisticsPlus™ portal.

This custom TMS would allow the client's warehouse personnel to instantly scan and weigh both parcel and freight orders, select the optimal carriers based on cost or customer routing preference,



and print all related documentation.

LP's international team worked with the client to assign proper HTS codes for all its imported and exported goods and create more efficient international shipping standard operating procedures (SOPs). Additionally, LP created an operational routing center to help the client's vendors cost-effectively route shipments moving inbound to its facilities.

Lastly, LP implemented its FAS (freight audit solutions) process and technology to facilitate contract and rate management, file carrier disputes, and provide critical business intelligence across all modes of the client's entire supply chain.

THE RESULTS

Now, with the ability to place greater focus on its core business, with less

diversion of resources on transportation and logistics, the client continues to enjoy record year-over-year sales and profitability results.

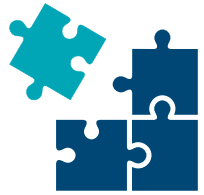
Using business intelligence derived from invoice aggregation through the freight audit and payment process, LP has also successfully renegotiated contracts with critical carriers to provide the client with more affordable shipping options for both parcel and LTL freight modes.



To learn more:
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Supply Chain Challenge?

SOLVED



Powering Up a Better Supply Chain

Aggreko ensures *business is always on* by delivering energy anywhere it's needed so that businesses can grow and communities can thrive. The power company found an ideal partner in RedStone Logistics.

At Aggreko, the focus is to *ensure that business is always on* by delivering power, cooling, and heating equipment and services anywhere they're needed so businesses can grow and communities can thrive. The company operates in high-stakes environments to deliver emergency solutions to customers including utilities, municipalities, petrochemical companies, refineries, and manufacturing firms.



THE CHALLENGE

Aggreko was struggling with gaps in shipment payment data and needed better visibility, accuracy, and supply chain efficiency. "Every time we sent a shipment, we were almost starting from scratch; we were constantly in reactive mode," explains Chad Thibodeaux, Aggreko NAM Transportation Manager. The company also wanted technology to help manage its complicated transportation network, improve procurement processes, and manage vendors.

"We're high-maintenance," quips James Hoogendoorn, Aggreko NAM Logistics Manager. "We needed a provider that wouldn't be scared off by that. We wanted a logistics partner with the same intensity-driven mindset as ours."

THE SOLUTION

Aggreko found an ideal partner in RedStone, a Kansas-based third-party provider (3PL). "RedStone didn't run from our challenges," Hoogendoorn says. In addition to the experienced

RedStone management team, Aggreko gained access to the RedStone Latitude technology solution. Latitude provides real-time information for tracking and exception management, sophisticated reporting and analysis, as well as a best-in-class transportation management system (TMS).

Thibodeaux describes their partnership with RedStone as a major success: "We now have a tailored solution that captures data for every shipment and provides full visibility to crucial information such as length of haul, type of truck, dollar-per-mile cost, etc."

RedStone helped Aggreko re-align procurement strategies by conducting a sweeping analysis to find opportunities for cost and performance improvements

throughout their vendor network. Today, Aggreko and RedStone work together to continually analyze procurement effectiveness, identify ongoing opportunities, and find new vendors.

Nailing down accurate freight rates got easier as well, thanks to the custom freight calculator RedStone created for Aggreko. "We've always struggled with pricing freight accurately because we operate in many different markets using many different vendors," Thibodeaux notes. The Aggreko team now uses this custom calculator as a quick, easy way to provide freight quotes.

RedStone also streamlined freight-payment processes by taking on accounts payable duties. Instead of paying hundreds of vendors, Aggreko makes one payment to RedStone, which manages individual payments.

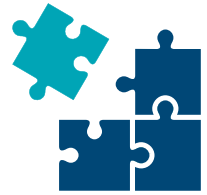
With closely aligned philosophies, Aggreko and RedStone have developed a strategic partnership that supports the Aggreko mission. "When facing crisis events, our customers count on us to engineer solutions that allow them to continue being productive," explains Hoogendoorn. "Ultimately, RedStone did exactly the same for us."

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LOGISTICS

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Supply Chain Challenge?

SOLVED



Visionary 3PL Leadership Turns Around a Production Site for Award-Winning Performance

A case study in 3PL management that creates a positive culture, improves the partnership, and builds synergy with stakeholders at a customer's production site.

THE CHALLENGE

WSI had a long-term relationship with a Fortune 500 company operating in multiple states, including dedicated WSI facilities. This client also worked with another 3PL that was not meeting goals in more than half of the agreed-upon key performance indicators.

One 24/7 production site was

struggling with poor asset utilization, high damage rates, low inventory accuracy, and high employee turnover. Also, the site was often hit with avoidable penalty costs such as receiver chargebacks

and carrier charges such as detention and canceled truck orders.

Having experienced working with WSI before, the client turned to their team to replace the struggling provider. WSI took over responsibility for all movements of inbound raw materials and outbound finished goods. The WSI team coordinates and moves about 80 trailer loads inbound and outbound through the facility each day.

WSI and the client's teams worked together to create a positive culture, improve partnership, and build synergy with production stakeholders at the location.

THE SOLUTION

WSI leadership adopted the "One Team, One Goal" vision which has resulted in an impressive turnaround, delivering a rapid improvement in leadership, culture, and results.

First, the WSI team focused on hiring, training, retention, and safety. The site is staffed by 101 newly trained hourly employees and 10 salaried leaders spread across four rotating teams.

The site leadership team, led by Carey White, provides positive recognition, clear expectations, and purpose, and holds teams and people accountable.

Second, the WSI team has built relationships with the customers' stakeholders by creating clear escalation processes. This allowed them to feel like their concerns mattered, were heard, and were addressed as quickly as possible.

Having a daily presence in the client's meeting structure made it possible to forge relationships and receive real-time information on wins, challenges, and support requests.

"As challenges or opportunities surfaced, we demonstrated partnership and capability by problem solving these concerns, identifying and containing root causes, and mitigating those to prevent reoccurrence," White said.

The consistent, responsive presence helped the client's stakeholders

understand that WSI was fully invested in supporting their needs and the same approaches drove incremental improvement in results over time.

At the client's annual conference for 3PL partners, the new WSI site was recognized as the most improved production site in recognition of the impressive turnaround in results. For example, WSI immediately improved asset service by minimizing downtime due to asset delivery and retrieval.

While all performance metrics trended in a positive direction, favorable metrics include a run of nearly two years without a recordable accident, much lower employee attrition rate, reduced product damage during delivery, and favorable Load Ready Time Conformance (LRTC) above 98% for months at a time.

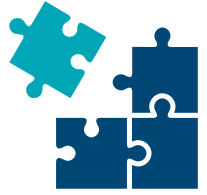
"Our One Team, One Goal focus has made a tangible difference on the work floor and led to great results for our client," White said.



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Supply Chain Challenge?

SOLVED



That's the Spirit! Partnership Brings Supply Chain Visibility Into the Mix

Non-alcoholic spirit company, Lyre's, turned to SEKO to gain access and visibility into every part of their supply chain and root out inefficiencies. Here's how SEKO delivered.

THE CHALLENGE

Operating in a rapidly expanding market, the Lyre's team found themselves leveraging multiple shipping channels across multiple states, leading to a very inefficient supply chain. Not only was it difficult for Lyre's to track operational and financial data, but due to their rapid growth, the company quickly outgrew their East Coast space.

In a race against time, Lyre's needed to find a new location within a matter of weeks.

The quick move shed light on the many operational inefficiencies the company faced due to their fragmented supply chain. Selling perishable products, Lyre's needed more cohesive systems in place for inventory management and shipment tracking.

Additionally, with part of Lyre's core team based in Australia, the juggling of multiple vendors within a supply chain that didn't accommodate global time zones resulted in a breakdown of communication, time wasted, and revenue lost.

THE SOLUTION

SEKO's flexibility and capability to offer nationwide support allowed them to quickly take over and fix Lyre's fragmented supply chain.

Within a matter of days, SEKO delivered a proposal covering multiple states and distribution centers (DCs), enabling Lyre's to receive and distribute



products without having to worry about added costs.

SEKO also alleviated a significant amount of stress that came with managing multiple U.S. shipping channels by implementing MySEKO Harmony.

The leading edge, web-based software solution provided access and visibility to every part of Lyre's supply chain—helping the company increase efficiencies across the board including managing batch numbers, tracking progress of both international and domestic shipments, and organizing and completing their finances with ease.

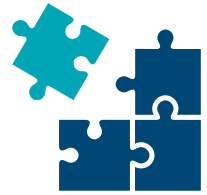
To ensure alignment, SEKO trained Lyre's entire team on MySEKO Harmony; enabling the company to make better decisions quickly, regardless of time zones, to solidify their position in the U.S. market and focus on future growth. SEKO's quick action and accessibility

throughout the transition helped Lyre's achieve a **100% move-out score**.

Since SEKO proved to be a trusted partner, Lyre's looked to the company for support beyond their logistics and warehousing needs; tapping into SEKO's network to outsource packaging within the United States. Impressed by their solutions-oriented mentality and emphasis on operating as an extension of the team, Lyre's continues to look to SEKO as a valued partner in the company's plan to expand their global footprint.



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Supply Chain Challenge? **SOLVED**

Holman Logistics Uses Artificial Intelligence to Increase Forklift Safety

Holman partners with OneTrack to bring AI solutions to the issue of forklift accidents.

THE CHALLENGE

For Holman Logistics, nothing is more important than the safety of its team members and the customers for whom they provide manufacturing logistics, warehousing, and transportation services.

“Our core values set the foundation for the work we do, and we have no more important core value than safety. We constantly seek technology, training, and other innovative resources to help us maintain our superior safety performance,” commented Brien Downie, president of Holman Logistics.

Holman operates forklifts in all its locations across the United States, and operations managers and customers understand the human and financial costs of forklift-related accidents. Holman currently monitors and tracks forklift activity; however, management wanted to understand the root causes of mishaps and find out if it was possible to create a system to warn of problems and prevent accidents from occurring.

THE SOLUTION

Along with ensuring that it hires, trains, and develops technically proficient forklift drivers, Holman chose to partner with OneTrack to leverage that company’s expertise in Computer Vision and Deep Learning, also known as Artificial Intelligence (AI).

Computer Vision refers to software processing images from an onboard camera. While the concept of Computer Vision has been around for a long time,



Holman custom logistics solutions are both cost-effective and safe. AI technology provides real-time feedback and detects patterns to prevent collisions.

recent advancements in Deep Learning allow computers to detect, recognize, and predict high-level concepts from images with superhuman accuracy and reliability.

A system powered by Deep Learning has the ability not only to detect that an incident occurred, but also to learn why that incident occurred. Most importantly, it can recognize the same pattern in the future and provide a real-time warning when it thinks a similar incident is about to happen. Such a system continues to learn while deployed, actively preventing incidents and continuously getting better at doing so. As the system learns, drivers become safer and more effective, and the number of accidents can be reduced over time.

These technologies create a safer, more efficient workplace for everyone, which is important for Holman because

processes, requirements, and workflows can vary greatly by customer and location across its network of facilities.

Brien Downie concluded, “I am confident that these AI tools, along with our never-ending safety focus, will help us achieve our goal of accident-free operations. AI technology is already having a positive impact on the safety performance of the entire industry.”



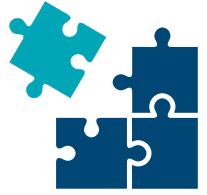
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Supply Chain Challenge?

SOLVED



A Good 3PL Partnership Starts With a Strong Systems Integration

From early involvement to robust support and continued flexibility, MD Logistics knows the fundamentals of systems integration and building a successful working relationship with customers.

THE CHALLENGE

As a third-party logistics provider we work as an extension of our customers' teams, treating their product as our own. Because the nature of our business requires intimate access to our customers' business, one of the very first aspects we discuss is integrating with their systems.

There is a common phrase in the industry that a good 3PL partnership is only as good as your integration. This is something that we keep top of mind with every new integration and over the years, we have learned what it takes to create mutually successful 3PL partnerships.

THE SOLUTION

An integration is so much more than just communicating back and forth with the customer and their team. It's ensuring the functionality that is built flows into the warehouse management system (WMS).

At the end of the day, the best integration is one that requires minimal effort to allow the flow of information between all parties. To build the most successful working relationship and systems integration, we've found the best formula is a mix of the following.

Early involvement. In our experience, we've found the earlier our integrations team is brought into a new customer



onboarding, the better their integration is. The speed at which our IT team is brought into the conversation also dictates the speed at which we can fully integrate.

Business support. Involvement and support in the integration process should not just be limited to the IT department. It's equally important to have operations teams from both sides involved in the process to ensure the correct bridges are built to support specific goals and reporting requirements.

Specialized teams. At MD Logistics, we have an IT department comprised of two, highly specialized teams of individuals, an integrations team and our WMS team. This specialization allows our team members to be experts in their field. This dynamic allows for collaboration to ensure the functionality that is built, works with and flows into our internal WMS.

Flexibility. As a 3PL, being flexible is a very integral part of our business and success as a provider. When we are building an integration, it's important to extend that flexibility into our process, building connections that are able to evolve as our customers' needs change.

Remain nimble. In any integration, our mindset is: "How can we work to make our customer's jobs easier?" This nimbleness allows us to build to our customers' standards for integration, using their specs and supplied documentation to build the bridges from our systems, to theirs.

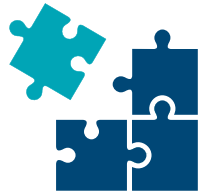
Secure connections. Securely protecting our customers' and their data is a vital aspect of the integration process. Each integration we perform is specialized and built specifically for the customer based on their business needs, but also to ensure we are properly protecting the information that is being sent.



To learn more:
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Supply Chain Challenge?

SOLVED



How Verst Logistics Powers Agility and Scale Utilizing Cleo Integration Cloud

Upgrading to a modern EDI solution helped the third-party logistics company scale to meet their customer demands and improve operations.

THE CHALLENGE

Before Verst Logistics came to Cleo, the 3PL's operations were dependent on an assortment of legacy systems that could not keep up with the growth Verst was experiencing.

At the same time, Verst's customers began to ask for more modern connectivity methods and file type support, such as XML, EDI, X12, and API, which Verst's legacy systems could not support.

Furthermore, the legacy systems utilized batch (not real-time) processing, which slowed Verst's response time to customers and resulted in missed service level agreements. This cycle resulted in delayed communication and SLA violations, causing damaged customer relationships and penalty fees. Additionally, a Verst employee had to resolve the issues, leaving less time for other pressing assignments.

THE SOLUTION

When Macy Bergoon, VP of IT, joined the Verst team a few years ago, he quickly realized his company needed to modernize beyond the numerous legacy systems it had in place.

Bergoon was familiar with Cleo from previous projects but he and his team wanted to assess all available options in the market.

After a thorough examination of the strengths and weaknesses of myriad integration category contenders, Verst



decided to move forward with Cleo, and the two businesses began working on a year-long migration project—swapping out legacy systems for a modern EDI ecosystem integration platform.

Harnessing Cleo's flagship product, Cleo Integration Cloud (CIC), Verst was able to tackle numerous EDI and integration challenges including:

- Faster setup of new connections with current and new customers since CIC supports a vast assortment of leading EDI document types, protocols, and standards.
- Using API-based integrations to respond immediately to trading partners, ship products to customers faster, and replace batch processing.
- Reducing service level agreement error rate from 4% to 0.24%.
- Spending less time resolving EDI and SLA errors, freeing employees to focus on meaningful tasks.
- Utilizing Cleo's flexible blended services model to meet customer demands when short on internal resources.

Additional benefits Verst experienced after partnering with Cleo include:

- Scaling business operations when demand rises.
- Offering its customers 24/7 support using CIC's cloud technology.
- Increasing credibility with potential customers and winning more business since Verst utilizes Cleo's reputable technology.

With countless integration projects in the pipeline for the years ahead, Cleo will remain a strategic partner—helping the 3PL scale operations as customer requests pour in and new businesses require onboarding.



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