

**nVision  
Global®**



# IMPACT TMS

**A Next Generation Tool That Transforms  
Supply Chain Decision Making**

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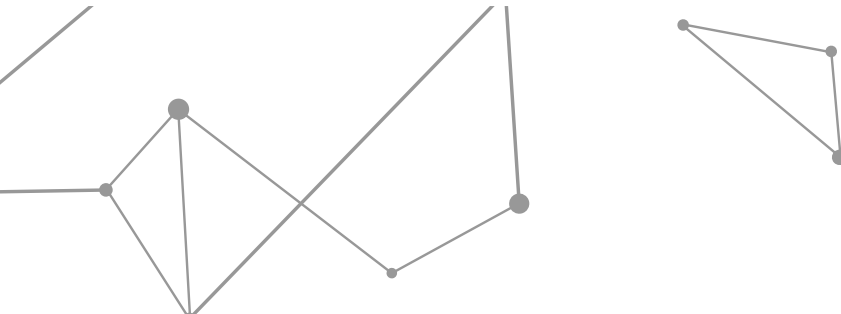
## In order to scale, tech solutions need to be adaptive

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Overall supply chain and logistics tech spending will rise to \$87.8 billion over the next three years. That's according to new research from Logistics Trends & Insights, LLC and American Global Logistics (AGL). The study shows that U.S. companies will spend more than \$2.5 billion in disruptive logistics and supply chain technologies by 2022. The report, "Supply Chain Technology Investment Outlook," explores the rapid growth in supply chain IT investment and which technologies are likely to take the lead in the next five years.

In transportation and logistics it can be hard to predict what's coming up. We saw a peak in market volumes and extremely tight capacity in July 2018, and then unpredictable softening in September, which few would have predicted. When SONAR data is studied it verifies current industry thinking regarding volumes and tech trends. Will things be soft or not? There are trends and seasonality but who knows about interest rates and tariffs for instance?





Bending the corner into 2020, there is a wide variety of interesting technology coming out. But it's really only interesting if you can get people to play (and pay!). There's so much fragmentation on the capacity side of the equation. It's impossible to get all those companies to adopt a single technology, and if you can't get to that tipping point a broker's always going to be able to find a better price. It's hard to get distribution and change the way a lot of companies do things. There are tens of thousands of truckers that actually value the relationship, and if someone's getting them down the road and making things connect, then they're going to value that. If a driver wants to use his TMS, he or she can do that. If someone wants to go online and automate, that can be done. The industry is extremely diverse, and you have to deploy to many levels. A slick tech solution might solve issues for one small niche of the market, but will it ever be widely adopted?

Predictive analytics can play their part, but sometimes the buzzwords get overused. Everyone wants to talk about artificial intelligence (AI) and blockchain and there are uses for both, but neither (or anything else) is a cure-all, end-all. If a company is really scaling you have to use analytics to improve service, processes, price discovery, and margins. It's all about applying mathematics to the situation. According to Ginni Rometty, chief executive officer of IBM, "One of the reasons why some people say they haven't gotten as much value from AI is that the workflow didn't change. You have to reimagine the kind of work and how it should be done for this to work the best."

Off-the-shelf solutions will work for a small company getting started, but the complexity of processes increases as a company grows. If a company's workflow has to be adapted to someone else's tech, you're out of luck. Will small brokers be able to reap the benefits of the tech and get to the critical mass to use the technology? Probably not. You need a large marketplace, high ratings for service, and the ability to automate.

Massively configurable technology is what you want. Those who have built to scale and have processes and automated it are likely more competitive and successful. You have to be fairly clever with how you develop it on the back-end and make it configurable on the front-end to do what the customer wants to do.

We recently discovered one such company with nVision Global. Their Impact TMS provides the visibility and management of global shipments from creation through delivery. A company can now, in effect, integrate all the features one demands in a TMS solution with nVision Global's other technologies, such as Freight Audit and Payment, Freight Claims, and Business Analytics. They are one of the few providers we have found that can offer these solutions in a single package and still offer a configurable TMS solution that meets a user's exact needs and specifications.

While some get swept away by the hype, success will mean being able to build tech and relationships. Yes, relationships still matter. Whether amongst each other or your customers. That's what life revolves around. That being said, tech makes people and companies more efficient, and that's the differentiator.

# What is iImpact TMS

A cloud-based TMS that Provides Real-Time Visibility.



Designed to provide the visibility and manage your global shipments from creation to delivery. iImpact TMS is a configurable solution that meets your exact needs and specifications. You can now integrate all of the features you demand in a TMS solution with other services such as Freight Audit and Payment, Freight Claims and Business Analytics.

iImpact TMS is the answer to customers who are seeking a closed loop, automated logistics solution. nVision Global's TMS application provides customers with control and visibility to their shipments, anywhere in the world and all modes of transport, beginning with order planning and tendering to invoice freight audit and claim filings of the very same shipment.



# Moving freight into the future: cloud-based transportation management systems

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Across the logistics industry, executives continue to rely on legacy transportation management systems (TMSs). Traditional TMS software exists on a single computer or unified internal network and, while these systems consolidate freight data, investing in cloud-based TMS tools can drastically improve overall company efficiency and revolutionize the way supply chain leaders handle transportation.

As opposed to outdated legacy systems, cloud-based TMS solutions integrate across multiple devices, aggregating data from internet-enabled components all along the supply chain. These modern TMS solutions are accessible from virtually anywhere on any device, making them exceedingly desirable for supply chain leaders. In fact, cloud-based TMS technology is potentially the greatest tool at the disposal of supply chain leaders in today's complex transportation industry.

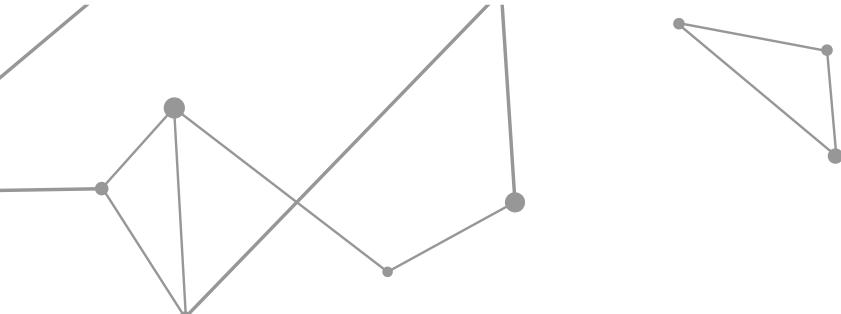
## Cloud-based TMS benefits

Shippers' supply chain decision-makers are updating to cloud-based systems to obtain a number of substantive benefits. Now leaders will have access to detailed data, to monitor, identify, and address inefficient points in the supply chain, ultimately saving them money.

In addition, using cloud-based TMS application allows companies to consolidate a number of managerial tasks into one easy-to-use platform as they can integrate contracts, monetary exchanges, and more into this single application.







Also, cloud-based TMS solutions provide shippers with the ability to rapidly and effectively adjust to changing industry trends. As transportation technology becomes more advanced and complex, today's transportation provider fleets must integrate more comprehensive communications systems. Providers' cloud-based solutions gather and consolidate real-time data into a user-friendly TMS dashboard. Having updated shipment information in one convenient place, along with all other operations information makes the data more usable for supply chain leaders. The data consolidation these applications now deliver leaves legacy TMS tools unable to fully utilize the benefits associated with modern transportation technologies.

Another primary benefit of cloud-based TMS technology is ease of implementation. Thanks to an increasingly interconnected world, supply chain leaders can now rely on integrated TMS software that provides real-time data regarding freight shipment updates around the globe. Because cloud-based TMS software is easily accessible from virtually any internet-enabled device, it's possible to manage the supply chain from anywhere in the world.

But these companies aren't just making the transition to cloud-based TMS tools to improve their own internal business workings. Changes in consumer demands are also requiring them to pursue more complex and involved supply and product delivery chains to benefit their customers and end users. The continued rise of eCommerce, for instance, is forcing logistics decision-makers to move products to shipment even more rapidly when they receive orders and invest more heavily in "last-mile" transportation solutions. Cloud-based TMS software makes it easier to track individual incoming shipments and product locations in warehouses, thus making it easier to mobilize them for last-mile delivery and allowing logistics leaders to provide clients with up-to-the-minute updates regarding the status of their individual shipments.



## Choosing a TMS

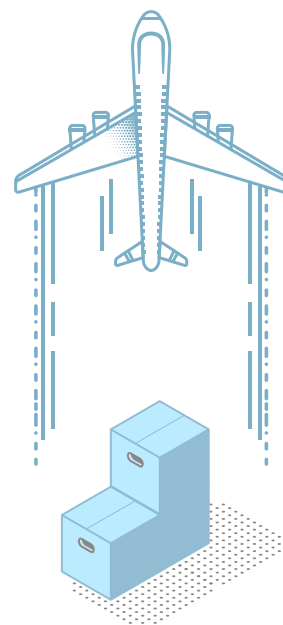
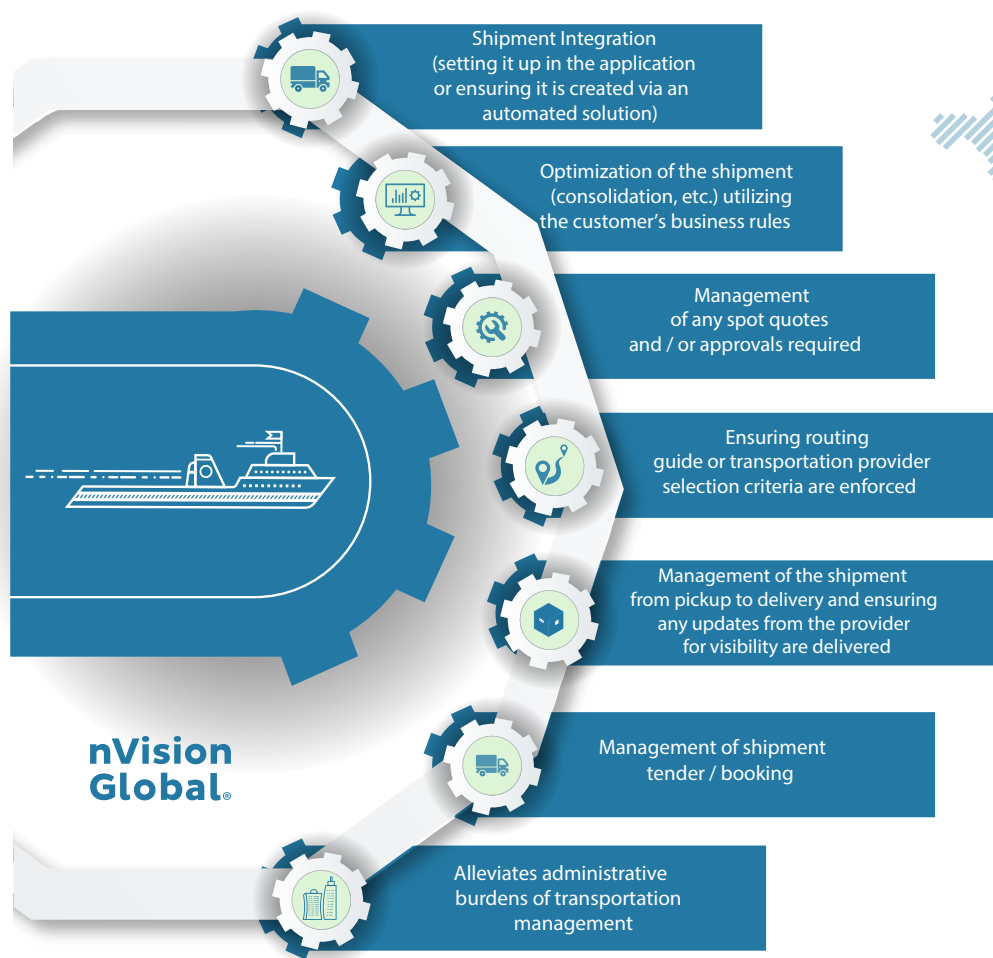
Supply chain leaders looking to leverage the benefits of a cloud-based TMS application have a number of variables to consider. Not all TMS solutions are created equal, which means those willing to invest in TMS software should carefully research which cloud-based solution will meet their needs most accurately.

Most comprehensive cloud-based TMS technologies that consolidate tasks such as vendor integration, shipment creation, order management, spot quote, shipment visibility, and more. While some period of adjustment after adoption is normal, the software should ultimately reduce inefficiencies and improve workflows while allowing supply chain leaders to provide a positive return on investment.



nVision Global's iMPact TMS offers a full suite of Logistics Management applications that allow shippers to have visibility to their supply chain beginning with negotiated rates to shipment creation/execution and management, all the way through the freight invoice audit and payment. By partnering with transportation providers, customers and their vendors around the world, nVision Global has developed solutions that allow seamless integration and visibility for everyone involved.

# The nVision Global difference





## Learn how a customer saved more than \$34 million in less than 24 months

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nVision Global's iMPact TMS is a revolutionary new application that can be configured to fulfill your company's needs and requirements. The application is developed in a modular format to allow you to add and remove functionality with minimum interruption to your everyday business processing.

### The challenge

Our customer was unable to prevent associates in their global location from moving shipments via expedited freight. Most times these shipments should have been placed on rail or ocean modes of transport, but they were placed on air. These costs were only visible once freight bills were audited and nVision Global captured the invoice data, and presented to them the results.

### The solutions

The shipper partnered with nVision Global and began utilizing their Global iMPact TMS platform. This solution required users to utilize only contracted providers. In addition, the iMPact TMS provided the shipper the capability for multimodal rating of any shipment and presents both negotiated and spot quote rates in the same view. This ensured the shipper's associates selected only approved transportation providers and the optimal mode of transport.

## The results

As a result of utilizing nVision Global's iMpact TMS, our customer has saved over €30,000,000 to date by avoiding expedited freight costs. By using the iMpact TMS solution, they have improved transportation planning and optimization capabilities. They have also seen increased accuracy upon execution, improved workflow management and exception handling. In addition, there has been further savings due to tactical and strategic carrier sourcing and load consolidation. Our customer also utilizes other nVision Global services including Freight Audit & Payment, Business Intelligence and Claims Management to further their cost savings, gain access to vital data and ultimately they have achieved visibility to their entire global supply chain.

## Routing guide help

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Do your employees and suppliers for inbound shipments know which transportation provider to use for every shipment?

If a shipment originates in Shanghai, China and is destined for Amsterdam, Netherlands and it is to be moved via ocean, do they know which provider should be used? Do they know which service level should be utilized? Do your suppliers know what compliance standards must be followed when shipping products to you or your customer? Even more, do they know how much you have agreed to pay for the movement of this product?

If you answered yes or you aren't sure of the answers to these questions, contact nVision Global today. The development of a routing guide may be your solution. nVision Global will work with you to determine if a routing guide is the solution you need and what the next steps are to helping you save money and stay in compliance.

### If a routing guide is something you need, be prepared to receive the following benefits:

- ✓ Reduce costs by utilization of compliant transportation providers
- ✓ Implementation and utilization of vendor compliance standards
- ✓ Simplify the shipping process by showing users which transportation provider to use
- ✓ Ensure correct service level is utilized
- ✓ Establish rate negotiation leverage by combining like shipments to the designated providers

nVision Global utilizes a variety of data sets to help you generate your custom routing guide. We can analyze your past freight expenditures to help you determine the optimal mix of providers and modes to move your shipments. Or, we can partner together to utilize current shipment data and the use of our Procurement and Impact TMS modules to not only create the optimal routing guide, but to ensure its compliance.

## How do global freight audit and payment services help you in heightening business profits?

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In the ever-expanding world of Global Logistics Management, there are two factors that help any business in leading the pack-Time and Money. These two elements are interrelated. The speed of moving Freight to and fro market determines the overall cost.

Research shows that up to 15 percent of total outflow on Freight can be saved if the work is handled by firms that specialize in Global Freight Audit and Payment services. The cost of instilling an in-house department for the auditing and payment of Freight invoices often lead the balance sheets to a negative. Outsourcing the same work can considerably decrease processing expenses.

A firm that has expertise and experience in these services can better determine any kind of overcharge, fraud claims, loss and damage expenses and accessorial charges that may need review in the invoices. Also, Shippers can easily check the cost structure they have set for the logistics management and the actual expense they are incurring. A check on one's own tvbusiness rule compliance is a fundamental move towards saving any extra cost that otherwise goes unnoticed.



Moreover, while the post-audit process goes on, an entire set of professionals usually focus on managing Loss and damage claims for the shippers. The professionals ideally have detailed knowledge of various modes of transports and geographical location enabling them to process claims for global clients and carriers.

These services usually are kept online by the service providers with detailed business reports through interactive dashboards. These customer-curated reports are created through advanced business intelligence tools. This leads to a cost-effective analysis of one's Freight spend due to visible and immediate information available to be used as deliberated assets.

Another crucial aspect that Freight Audit and Payment service providers handle is Transportation Management. To have a clear view of where and how your product is moving is an asset when it comes to making commitments to your valued customers. This information also helps you in planning goals and strategies for your business. Usually experienced service providers like nVision Global have advanced shipment locating cloud-based tools that keep the data updated and online. They also have industry knowledge of Global and Domestic Auditing needs, keeping the shippers ahead of any error.



Thus, working with a Freight Audit and Payment services provider helps businesses keep any accessorial cost and loss & damage cost at bay. This leads to essential cost saving which amounts to heightened profits.



# Claims management

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When shipments are transported, they are inevitably vulnerable to loss, damage, service failures, and incorrect freight charges. The best strategy in that case is to have a claims management service provider to assist you. nVision Global is the leading logistics management service provider and delivers the best possible claims return.

We have extensive experience in the domain of transportation consumer protection. Our trained professionals guide customers and work with them towards claims management for all transportation modes. Our claims collection rate is greater than 85%, which has resulted in savings of more than \$15.5 million for our customers.

## Claims that we process

### **Loss & Damage**

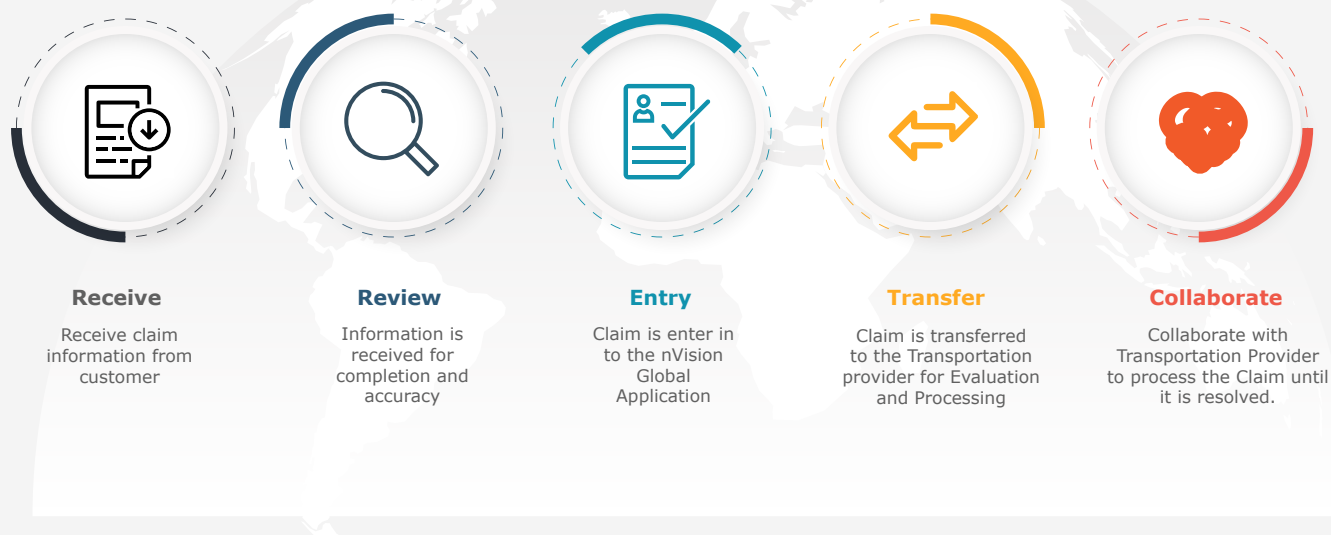
One of the reasons businesses face issues is the Loss or Damage of shipments in transit. These losses may include: prorated freight costs, labor costs, markdowns etc.

### **Service Failure**

While you make every effort to choose the best transportation provider for your shipment, mistakes can happen. If you face any sort of service failure on the part of your transportation provider, nVision Global comes to the rescue and pursues the claim.

### **Overcharge**

This offering of our Claims Management services was designed precisely for companies that wish to post audit freight bills after the payment has been made. nVision Global's software determines whether the bill has been overpaid; after that, the software allows you to submit an overcharge claim to the corresponding transportation provider for the estimated refund.



## Rate negotiations

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We provide software, service or a combination of both. Our services include an nVision Global team that will work with you to establish key project goals and objectives, establish the selected transportation provider base and build your project to your specific needs. Once the project is created, we'll work with you and your transportation providers throughout the bidding and tender process until everything is complete.

### **Rate negotiations include:**

- ✓ Review of your current negotiated rates
- ✓ Possible benchmarking of your rates against like companies/lanes
- ✓ In Depth conversations/review of your upcoming shipments and lanes
- ✓ Utilization of the nVision Global procurement solution
- ✓ Import and visibility of all rates and lanes in the procurement solution
- ✓ Coordination and discussion of rates and lanes with your transportation providers
- ✓ Train your transportation providers how to Submit their Bids Using our procurement solution
- ✓ Ensure the procurement project is completed and you are updated the entire way
- ✓ Review all transportation provider bids with you and suggest the optimal provider matrix
- ✓ Work with the selected transportation providers to verify rate procurement
- ✓ Possible creation of a routing guide from selected transportation providers

## Procurement

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Procurement teams spend countless hours every year working with transportation providers to establish new rate bases. This results in countless hours, spreadsheets, emails and phone calls. It's a never ending process whereby no two spreadsheets are the same and you are constantly comparing apples to oranges in trying to determine the optimum provider for any given lane to obtain the right capacity at the right rate.

This is where our procurement solution comes in!

Our procurement solution is a cloud based application that automates the process of issuing, receiving and analyzing freight rate bids on a global scale. You no longer have to normalize all the spreadsheets you receive from all of the different providers and then try to determine which provider is offering the most competitive rates. Now there is an application that can do all of this and more for you.

# What sets our procurement solution apart



## Contact us today to learn more about nVision Global's solutions!



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