

ArrowStream Inbound Transportation Management

It's not just freight. It's Inbound Freight. Time to change the rules.

Supply Chain Organizations take over management of inbound freight because their freight volume, their backhaul capability, and their ability to control purchasing patterns position them to move products significantly more cheaply than the outbound shipper. The savings advantage can be significant.

So why be limited to technologies that deliver only the savings that an outbound shipper can achieve?

ArrowStream Inbound Transportation Management (ITM) is built to capture the true savings that are available only in an inbound freight program, through collaboration between Purchasing and Logistics decision-making. ITM is not a better Transportation Management System. It is not a better Purchasing System. It is a wholly unique, patented approach that compliments these systems to tap into opportunities they cannot reach on their own.

- 🔗 ITM optimizes both ordering patterns and routing simultaneously to find dramatic new savings
- 🔗 ITM plans, executes, and reports at the PO line item level, to expose sku-level profitability impact
- 🔗 ITM gives you the tools to drive an aggressive program to bring new freight under management
- 🔗 ITM highlights load margin loss prior to tender to enable proactive recovery
- 🔗 ITM exposes current inventory levels to identify the true stock impact of delivery issues
- 🔗 ITM enables powerful drill-down root cause analysis on margin erosion, and tracks corrective action workflow

The result is 20-30% more savings than the most sophisticated transportation systems deliver today.

ArrowStream Inbound Transportation Management (ITM)

ArrowStream ITM combines four distinct yet fully integrated modules. Each plays a critical role in a closed-loop profitability management model that delivers the full margin potential of an inbound freight program.

The modules leverage a powerful supply chain visibility platform called the ArrowStream Information Management System (AIMS). AIMS ensures that the key master data and transaction detail that supports inbound freight management is complete, timely, monitored for accuracy, and easy to manage.

AIMS houses more than just shipping points and purchase orders. Effective inbound planning requires item-level detail, rates for freight revenue, product values, inventory levels, and sales visibility. With this information, ITM enables proactive decision-making based on overall supply chain profitability, rather than reactive fire-fighting based on freight costs alone.



The approach to savings might be next generation, but the simplicity, automation, and focus on up-front planning means a more efficient logistics team devoting more time to high-value strategic planning, and less to tactical execution.

Delivered in an intuitive web interface (Saas or on-premise), ITM is easy to implement, quick to learn, and simple to use.

A new approach means new savings, for large networks and small.

Technology has driven many organizations to pursue purchasing and inbound logistics as a two-step linear process. Inbound logistics personnel are forced to work outside their systems to find opportunities to influence “upstream” purchasing. This is a tedious, haphazard effort, with tremendously sub-optimal results.

ArrowStream ITM Profitability Optimizer automatically solves for both optimal routing and optimal ordering simultaneously, considering the millions of new permutations that can emerge when buying frequency and volume can be shifted within the bounds of acceptable inventory constraints.

Working without this automation, the largest and most sophisticated of logistics teams won’t find a fraction of the savings uncovered by one person through ITM. The savings are significant and real, for small networks and large.

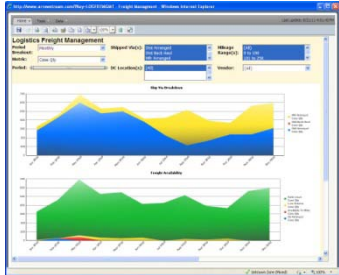
ITM Profitability Optimizer

Identify 30% increase in savings over current TMS

How would 10% more Freight Under Management impact your business?

ITM Freight Converter

Accelerate growth of Freight Under Mgmt



Every additional freight lane brought under management is the end result of a massive effort to obtain actionable freight allowances or (even harder) true invoiced freight costs from manufacturers across a range of shipping lanes.

ITM provides the analysis, the workflow management, and the freight allowance/rate tracking to drive a higher % under management with lower resource investment.

The Profitability Optimizer will then make maximum use of the results, by finding margin in lanes that had never been on the radar.

It’s not how easy it is to use. It’s how easy it is not to use it.

Management by exception is the key to efficient freight execution. With full EDI support, automation, and robust exception alerts, ITM Freight Manager automatically builds, tenders, tracks, completes, and receives expenses for the straightforward loads, enabling you to focus on the real issues of the day.

And when those issues arise, a comprehensive end-to-end execution platform helps you manage your carrier base, conduct carrier sourcing events, resolve transit issues, investigate claims - the value-added activities that make a good logistics program best-in-class.

ITM Freight Manager

Lower freight costs, improve service levels, gain resource efficiency

Not seeking to replace your current TMS? The modular design of ITM allows deployment of the Profitability Optimizer, Freight Converter, and Profitability Manager as extensions to an existing TMS platform. You can still achieve the ITM savings benefit while maintaining current operations, and derive greater ROI from that original TMS investment.

Wouldn’t it be nice if actual margin matched projected margin?

ITM Profitability Manager

Prevent margin erosion proactively

Unmonitored and unmeasured, the savings potential found in planning slips away, whether through non-compliant buying patterns, non-compliant routing, unplanned expenses, freight allowance increases, or a host of other reasons. Only robust compliance measurement and root cause analysis can counteract margin decay.

ITM takes it a step further, enabling corrective action prior to tender – *saving margin before it is lost* – by highlighting issues and dollar impact to the planner during the load building process. ITM also includes a rigorous drill-down style root cause analysis tool to find and fix lane-level margin problems, and a workflow process for tasking out and tracking margin recovery. It’s your bottom line, and ITM is focused on it like no other system on the market.

Order Rules			Financial Targets			
Wgt*	Cube*	Pfts	Frt \$	Rev \$	Exp \$	GM \$
		>28		3501.72	2351.12	1150.60 (32.9%)
36718	1498	25.0	3369.68	3369.68	2516.12	853.56 (25.3%)

About ArrowStream www.arrowstream.com

ArrowStream is a leading innovator in supply chain solutions. Our best-of-breed technology and logistics innovations give businesses end-to-end, real-time supply chain data that better informs strategic decision making, improves operations, and reduces product costs as well as logistics costs. Our \$20 billion Network of more than 7,100 shipping locations has made us the long-term solution provider of choice for chains, distributors and manufacturers.

Call 312-267-4400 for more information