



RAVEN LOGISTICS, INC.

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- Founded: February, 1994
 - Employees: 24
 - Managers Years of Experience: 20+ (*avg.*)
 - Customers: 55+
 - Products and Services:
 - Transportation Management
 - Warehouse/Reload Management
 - Technology/Software Development- Supplier
 - Railcar Management

TMS AS A COMPETITIVE ADVANTAGE

- Minimize expenditures by means of more effective route planning, load optimization, carrier combination as well as mode selection.
- Enhanced accountability with exposure to the transportation chain improves communication and streamlines business operations.
- Improved flexibility to make modifications in delivery plans based on realizations of important supply chain execution demands.
- Key Performance Indicators (KPI) are more easily analyzed and recorded for management's use

TMS AND THE RAILROADS

Organizations that utilize railroads to ship freight can benefit from a TMS's ability to automate and manage business processes from a single platform:

- Data driven insights for rail industry customers
- Optimize network and serving yard efficiencies
- Automate the rating process
- Centrally managed asset configurations
 - Optimizing the efficiency of lease car fleets etc.
- In general, a TMS should provide enhanced visibility and knowledge to the shipper.
 - Critical in business development w/ the carriers

WHO IS RAVEN LOGISTICS?

- 4PL vs. 3PL
- Front line representation
 - Freight Payment and Audit
 - Site selection
 - “Full Service” – Rail cars quantities
- Technology Offerings:
 - R-Demurrage
 - Rate Select
 - R-BOL
 - R-Tracker
 - R-Shipments
- Strategic partnerships for multi-modal expertise.
 - One stop shopping for modal comparison; truck, intermodal, railcar and barge.

TECHNOLOGY INTEGRATION TOOLS

- RBOL
 - Bill of lading submission and management software.
 - Integrated optimization at time of shipment.
- R-Shipment
 - Supply chain management / SKU level visibility.
 - Tool to connect with Supply chain partners.
- R-Tracker
 - Rail car tracking / reporting software.
 - Improved forecasting w/ Metrics defined from last mile to carrier interchange dwell.
- R-Demurrage
 - Demurrage management software.
 - Facility management tool
- Rate Select
 - Rate and route optimization software.
 - Future rate updates loaded 30 days prior to effective date
 - All rates are guaranteed with 100% accuracy
 - Business intelligence measuring modal cost comparison.

Technology Products That Improve Your Supply Chain Performance

RATESELECT
Provides lowest, optimized delivered cost across all railroads.

RSHIPMENT
Provides SKU level visibility to manage inventory flow.

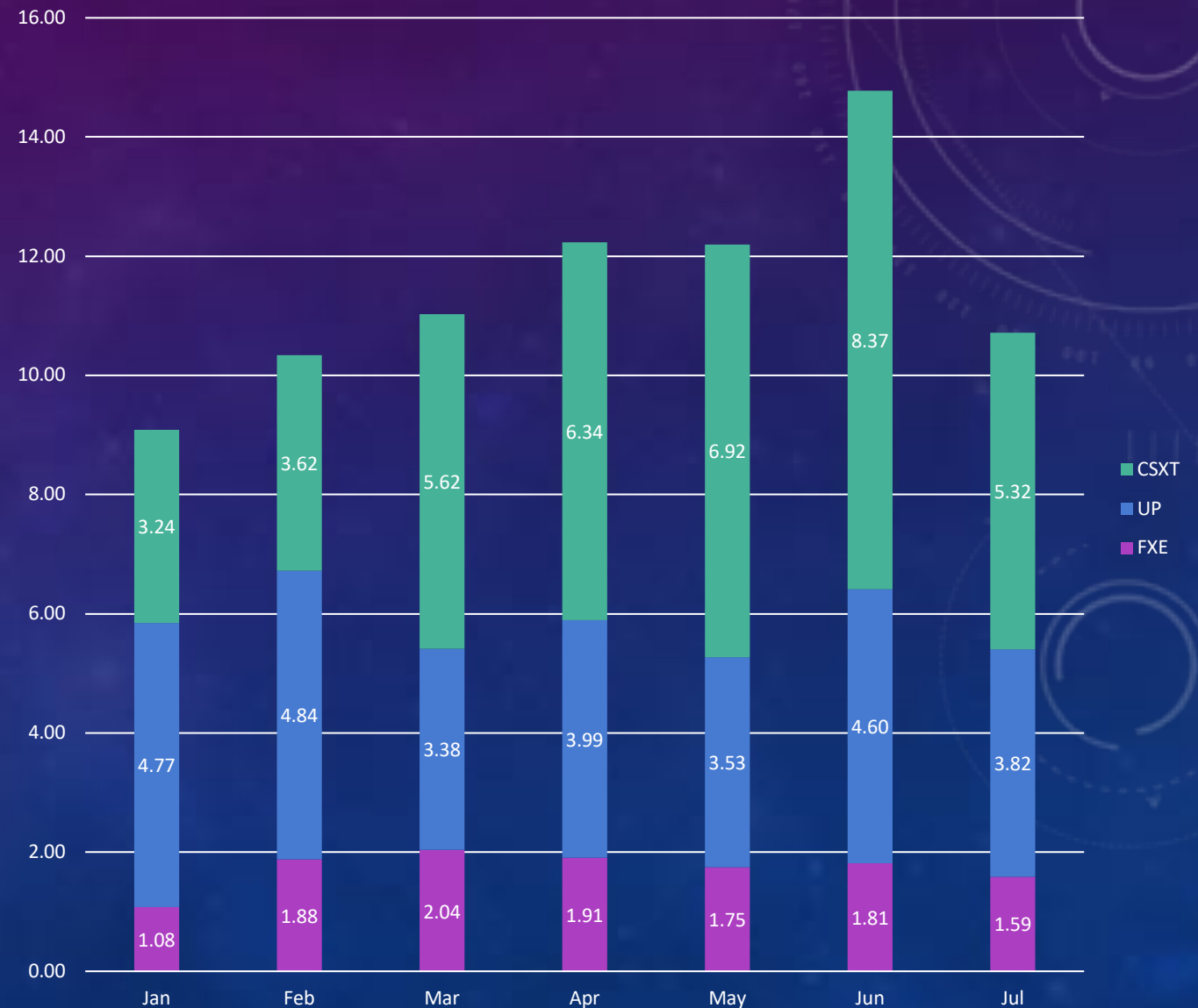
RTRACKER
Provides dynamic real time ETA's across the North American rail network.

RDEMURRAGE
Provides the tools to minimize your labor and demurrage expend.

To master your business you need to understand your supply chain!

TECHNOLOGY INTEGRATION TOOLS

- Site Select
 - Facility optimization software.
 - Utilizes data obtained through Raven solutions' in conjunction with critical information supplied by the customer.
- Raven Dashboard reporting
 - KPI's visible upon logging into a Raven application.
 - Hundreds of options for customization and data display
 - User specific set-up with endless amount of business intelligence provided.
 - Transit by SCAC report show to the right.



THE RAVEN ADVANTAGE

- Acts as a fully functioning Transportation department
 - Understands the value required from our technology systems.
 - Home grown products have continually improved. Customer feedback has been primary source of enhancement schedule.
 - Our state of the art technology drives our transactions.
- Size and scalability allows us to customize our offerings
 - A La Carte approach vs. full integration.
 - Highly customizable integration approach – establishing the “Raven Standard.”
 - Life cycle / progression of growth with existing customer base.

THE RAVEN ADVANTAGE

- Increases the transportation experience level in your company.
 - 4PL support – 8am-6pm EST
- Provides complete shipment visibility- “Door to door” – Rail car quantities
- Offers a catalyst to change
- Offers a wide range of knowledge from working with all transportation carriers.
- Offers a company the ability to hire an outside source to perform a function more effectively and for less cost
- Identifies opportunities to increase supply chain efficiencies and lowered costs through decision support tools and technology.
- Offers the pooling of business to increase leverages.
- Offers transportation alternatives to current transportation sources.

TRANSPORTATION SERVICES – 4PL

Accounting Module (R-Pay):

- Freight Payment and Pre-auditing.
 - Create integrated freight payment authorization levels
- Audit rail accessorial and demurrage bills.
 - Create reports to dispute / accept charges assessed by the carriers.
 - Significant cost savings and improved freight accruals.

Rail Operations Module:

- Prepare and submit Bill of Lading to carriers via EDI.
- Trace railcars, proactively and reactively.
- Contact railroads to expedite delayed railcars.
- Divert and/or re-bill cars
- Railway claim intervention
- Provide rail route and billing information to procurement
- Manage Demurrage spend.

Rail Carrier Management Module:

- Negotiate rail rates and allowance contracts.
- Analyze Rates – Compare rail and route alternatives.
- Train internal users on Raven systems.
- Optimized rail rate reports to facilities.
 - Bi- Monthly to account for tariff and FSC updates
- Manage carrier documents (contracts, tariffs etc...)
- Equipment management.
- Identify and execute common business opportunities
 - Create synergies with existing customer base.
- Manage facility track and rail expenditures.
- Manage rail allowance claims.
- Provide rail education / training.

Strategic Analysis and Design Module:

- Facility, DC and Reload rationalization
- Inbound rail logistics
 - Improve rail management technology and standard operation procedures at all facilities.
- Continuing modal analysis
 - Take advantage of market conditions to reduce / leverage existing rail and truck rates.
- Supplier preference analysis
- Site selection and development

Reporting Module; Examples:

- Compile and distribute rail carrier performance metrics
- Daily railcar tracking report
- MyDemurrage critical usage report
- SKU level reports
 - Visibility though the total pipeline with forecasts.

INDUSTRY TRENDS

*The Transportation Management System Market is expected to grow from USD **9.22B in 2015** to USD **19.03B by 2020**, at a Compound Annual Growth Rate (CAGR) of 15.6%.*

-- Markets and Markets

The major growth factors that are driving the implementation of transportation management systems includes:

- Decreasing prices of RFID-based devices and sensors
- Increased collaboration between hardware providers and content suppliers
- Growing popularity and cost efficiencies of SaaS-based solutions
- Surge in global trade and e-commerce



QUESTIONS AND
COMMENTS?