RAVEN LOGISTICS, INC.

• 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-Shipments
  - 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 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.
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?