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**Technology & Logistics: Shippers Perspective on TMS**  
**Transportation Logistics Council**  
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# TMS – A shippers perspective

## The *Why?*

- Maturity curve of Supply Chain
- Evolve in the age of Amazon
- Embrace digitization



Establish a new suite of logistical capabilities at Columbia by implementing a Transportation Management software platform that will automate, optimize and enhance processes and visibility to activities throughout the Supply Chain.

# TMS – RFP Requirements and Solution Approach

## List of business requirements

- Exception management
- Optimization routines
- Pool Point
- Parcel Zone Skip
- Multi-Stop Loads

## Technology Expectations

- API SAS
- Out of the Box solution

## Approach

- Embrace TMS industry best practice
- No custom work







# TMS - Do your Homework

## Freight contracts

- All contracts in usable format
- Understanding of contract applicability
- Upcoming contract/rate changes
- RFQ schedules

## Inform Carrier / LSP

- Interface changes

## Constraints

- Document business rules
- Interface design - partners
- Source data – ERP, WMS, 3PL, etc.



# TMS – Opportunities

## **Mile wide & Inch Deep**

- Dive in deep on areas of opportunity
- Surface only approach on non-criticals

## **Resources**

- No easy button
- Enable success
- Gift that keeps on giving

## **Surprises**

- Be prepared
- Mitigate and be ready to root cause



# TMS - Areas of Success



## **TMS led Optimization**

- Remove barriers!
- Respect and limit tribal knowledge

## **Embrace change**

- Communicate early and often

## **Challenge the why**

- Build trust
- Data standards
- Company processes



