

Shippers, intermediaries and carriers are turning to technology solutions to meet the rapidly changing demands of E-Commerce for the transportation and delivery of goods, particularly consumer products. Panelists will discuss how information technology, transportation and warehouse management systems can help to optimize capacity use, routing and shorten delivery times.

Technology & Logistics: Perspective on Systems
Transportation Logistics Council

March 26th, 2019



Technology & Logistics: 3PLs Perspective on TMS

Transportation Logistics Council
March 26th, 2019
By Kevin Boyce

The Constraints on Supply Chain

- **Labor**
 - Unemployment is at 50 year record breaking lows < 4%
- **Time**
 - Customer expectations at all time highs – “2 days free”
- **Cost**
 - IT, Transportation, Storage, Labor
 - poor performing companies may be paying in excess of 15% of revenue on Supply Chain costs

The Result – Everything is on the table when it comes to
“Optimizing your Supply Chain”

Systems

Multi-Platform Solution

- **OMS** – Order Management System
- **WMS** – Warehouse Management System
- **LMS** – Labor Management System
- **YMS** – Yard Management System
- **TMS** – Transportation Management System
 - Parcel Systems
- **Visibility Platform**
 - Data Warehouse
 - Consolidated Dashboard



-Your Supply Chain Management System-

Solution Considerations

- Integration Methods
 - FTP, AS2, Webservices vs.
“Swivel Chair Integration”
- Traditional TMS planning “Speed”
 - Parcel Ship Station Only
 - Weight Break/Dim Considerations/Haz/ORMD
- Business Rules
 - System Determined Ship/Pick dates
 - Service Level Management
 - Exception Handling – Rules in the Systems
 - Carrier capacity Management



Warehouse Automation



Cart Picking: Cluster & Batch



Pick to Light



Put to Light



ASRS: Replenishment & Picking



Unit Sortation



Autonomous Robotics



Goods to Man



Outbound Sortation



Box Manufacture



Print & Apply



RFID Tunnel

Transportation Automation

- Customer Routing Requirements
- Black-Box Planning
- Freight Audit
- Track & Trace
- Delay Notifications
- Electronic POD retrieval
- Route Geo-fencing



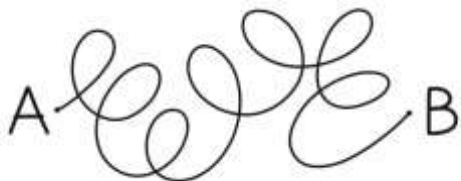
Amazonization & Walmartization



- Expectations in the marketplace
- On time Performance
 - Charge backs
- E-com vs Traditional LTL/TL
 - Zone Skipping – Postal Injection
 - Cross Border
- Rise of the Regional Carrier
 - Same Day Delivery
 - Last mile
- Transparency
 - Ship Notice

Industry Misconceptions

- “More complicated solution is better”
 - Multi-stop/Creative moves
 - Bad Decisions – “Just throw money at it”
 - “We hired 2 people to make sure that doesn’t happen anymore”
- “More volume always lowers my costs”
- “Single carrier sourcing is better”
- “I’m smarter than the system is”
- “We have always done it this way, and can’t change it”



Outsourcing to a Provider

Advantages	Dis-advantages
Speed to Implement (time to see ROI)	Cost to Implement
Access to more Density	Another Layer in the Supply Chain
Continuous Investment in Functionality	“Control your own Destiny”
Expertise in different areas	
Immediate access to scalable systems	
Force you to learn your processes	
Access to Lessons Learned	

****Either way you have to have fully invested Sponsor and Stakeholders**

Technology & Logistics: Shippers Perspective on TMS
Transportation Logistics Council
March 26th, 2019
By Jerrod Slaughter

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.

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 – RFP Selection Criteria



- Global Solution
- Vendor capability ability / experience
- Intra-Regional NA and Europe
- Optimization capabilities
- International modes
- Well established solution
- Intuitive user interface

TMS - Starting the Adventure

Timeline Review

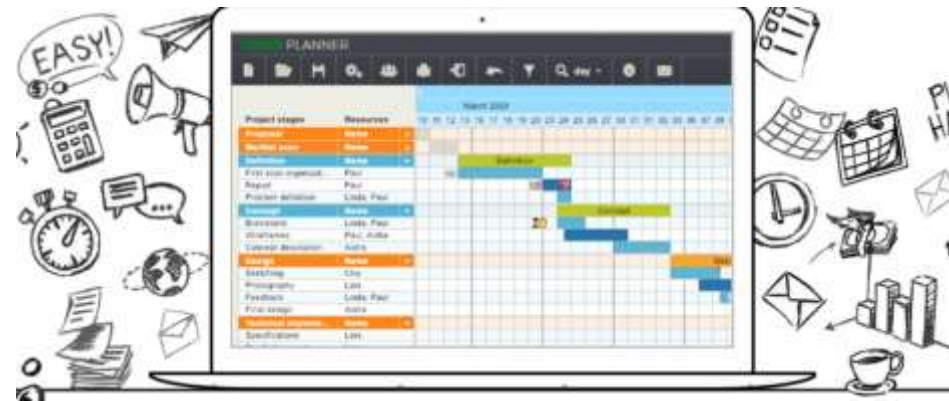
- Business Black Out periods
- Solution Design, Functional User Test, User Acceptance Training

Push for Results

- Set savings target
- ROI based prioritization

Resources

- Project Manager assigned



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

 Columbia



MOUNTAIN
HARD WEAR 


prAna

