

## BIDSMART™

*Optimize your transportation network. BidSmart™ will show you the way!*

BidSmart™ is Schneider Logistics' proprietary bid optimization software. It was designed to identify a shipper's optimal transportation solution—one that maximizes value at the lowest possible cost.

### KEY FEATURES

- **Bid Preparation** (*Assistance with data cleansing, lane definition, mileage validation and baseline creation*)
- **Web-Enabled** (*Excel-based downloads*)
- **Customizable** (*Bid package adapts to any rate structure, mode type, equipment type, or other operational consideration*)
- **Package Bidding** (*Collaborative bidding based on shipper and/or bidder defined "packages" of lanes*)
- **Real-Time Feedback** (*Rank information and/or distance can be made available to bidders on demand*)
- **Scenario Analysis** (*Apply filters, add constraints and/or weightings*)
- **Reporting** (*Outlier analysis, scenario-based summaries, provider sensitivity analysis, access to "all bids"*)

Using BidSmart™ allows shippers to reduce the amount of time needed to analyze bids, and make better decisions in the midst of complex situations:

- **Large Number of Bidders**
- **Extensive Transportation Network** (*modes, lanes and/or shipments*)
- **Operational Constraints** (*trailer pool requirements, sensitivity to transit times*)
- **Capacity Constraints** (*carrier-defined capabilities at the lane-level and/or facility-level*)
- **Non-Price Factors** (*switching costs, supply chain disruption, historical service levels, strategic relationships*)
- **Innovative Solutions** (*conditional offers, continuous move and/or dedicated fleets*)

### ADDITIONAL HIGHLIGHTS



- **World Class Optimization Technology**
  - Flexible template-based system
  - Web-enabled, secure, & carrier friendly
  - Optimization / scenario analysis ("What if...")



- **Engagement Flexibility**
  - End-to-end event management
  - Flexible customer resource participation
  - Complete software license



- **Extensive Procurement Knowledge**
  - \$2 billion annually in managed freight; 1,300+ contracted carriers
  - Over 40 purchasing managers and analysts
  - Subject matter experts in: truckload, LTL, ocean, air, small package, flatbed, rail, refrigerated, bulk, fuel, hazmat...



- **Dedicated & Experienced Bid Team**
  - Over 30 bids executed annually
  - Proper bid design & set-up
  - End to end event support
  - Analysis & decision support



- **Risk Mitigation**
  - Knowledge base of carrier qualifications
  - Available implementation capabilities; Rate Server w/maintenance, online routing guide, compliance reporting, carrier management...



- **Sustainability Gains**
  - Utilize partners in SmartWay and other green initiatives
  - Improve network efficiency
  - Standardize & assess fuel programs
  - Optimize mode utilization

### KEY FACTS:

- Bid sizes range from \$1 million to \$500+ million in spend
- \$4.2 billion in bids since 2006; \$1.7 billion since 2009
- 6.0% average savings in 2010
- Fast payback, high ROI potential
- Experience with diverse customers and industries

### CONTACT INFORMATION:

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### IN THE BIDDERS' WORDS:

- "...Thanks for a great job on updating and keeping us carriers informed every step of the way on this bid process!"
- "This was the first SLI informational conference that I have personally had the pleasure of attending... I was more than impressed by the info and cooperative nature of the BidSmart™ process."
- "Simply put, I want you to know that BidSmart™ is the best tool out there for carrier use! It is simple to maneuver through, simple to download and simple to upload, without the unnecessary excessive edits that other tools have... When asked by shippers whose tool is the best to use, I always recommend BidSmart™."