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EXPERT SOLUTIONS FOR TRANSPORTATION PRICING



Transportation Pricing at Work

BatchMark XL

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FastClass

Electronic Access to Freight Classifications – page 17

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LTL Base Rates for the U.S., Canada and Mexico – page 3

POINTS OF PROFITABILITY

SMC³ HAS YOUR PRICING SOLUTION

When you ship freight, you want to know how much it will cost and how long it will take to get there. SMC³ has the pricing expertise you need to get your shipment from point A to point B in the most cost-effective, timely manner. As the foremost provider of pricing data, rating technology and industry education, we have your transportation pricing solution.

- Start Price Negotiations with a Uniform Base Rate
- Partner with the Best Carriers for Your Transportation Needs
- Comprehensively Manage Your Carrier Pricing Agreements
- Achieve Advanced, Custom LTL Batch Shipment Rating for Pricing Analysis
- Stay On Top of Individual Carrier Information
- Apply the Correct Classifications to Your Freight Every Time

Ultimately, it's about saving time and money for a higher return on your transportation investment.

START WITH A UNIFORM BASE RATE

A uniform base rate serves as a pricing benchmark from which all carriers can base their overall pricing offers. Without one, it is virtually impossible to determine which carrier has given you the best bottom-line pricing on your shipments. SMC³ CzarLite[®] is the basis for thousands of LTL contracts that account for billions of dollars in managed transportation. The focal point for successful shipper, carrier and third party transportation agreements, CzarLite enables shippers to make informed LTL purchases by negotiating their transportation spend using the same base rate system, regardless of the carrier.

CzarLite[®]

The CzarLite LTL base rate is the industry benchmark for successful shipper, carrier and third party pricing agreements, because it provides unrivaled accuracy and usability:

- Compare pricing from various carriers using a carrier-independent base rate
- Understand how carrier discounts and FAK classifications affect net rates
- Ensure the competitiveness of carrier rate offers
- Simplify business processes such as negotiations, contracts, payment and costing
- Evaluate the impact of carrier rate adjustments
- Easily incorporate pricing data into your transportation management systems

WHY CZARLITE SHOULD BE YOUR BASE RATE

As an LTL shipper, you face a multitude of pricing and service options in a highly competitive carrier market. Establishing CzarLite as your benchmark for negotiating and

The CzarLite[®] LTL base rate is the industry benchmark for successful shipper, carrier and third party pricing agreements because it provides unrivaled accuracy and usability.

comparing carrier pricing offers is a smart move, because it is independent of any individual carrier's system of rates. Furthermore, geographic components in CzarLite assure that whether your shipments are short haul, long haul, regional, multi-regional or national, you will be using pricing levels that are updated to reflect economic drivers as they change on a geographic basis.

CzarLite's hybrid base of LTL rates reflects marketplace pricing, eliminates the local mileage premiums associated with some carrier systems, and prevents any individual carrier's operational and marketing objectives from overtly influencing the pricing system. Because CzarLite does not react to momentary economic issues (such as stock market fluctuation, severe weather impacts or carrier lane adjustments), there is less volatility in the CzarLite rates.

A BORDERLESS BASELINE PRICING SOLUTION

The standard CzarLite base rate covers pricing between all points in the contiguous United States and has been used in thousands of national and regional LTL contracts. SMC³ CanadaLite[™] base rates can be combined with CzarLite for base rates covering cross-border traffic between the United States and Canada. Class, weight and minimum charge structures have been equalized so that both CzarLite and CanadaLite use the same rating and classification logic.

SMC³ developed MexicoLite[™], its "south of the border" CzarLite rates, by adding Mexican rates to the standard CzarLite rates. That is, a shipment between any point within the United States and a Mexican border crossing point continues to move under the standard, established CzarLite rates, while the distance from the border crossing point to the Mexican destination determines an applicable rate for the Mexican portion of the move. The structural characteristics of these "intra-Mexican" rates are identical to CzarLite's southern U.S. rates.

Combine MexicoLite with CanadaLite and CzarLite and you receive door-to-door transportation pricing (i.e., through rates) domestically, as well as across North America. This seamless approach is typical of the CzarLite rating methodology and fulfills the requirements for a borderless baseline pricing system.

CZARLITE DENSITY PRICING

Global shipping patterns are now calling for density-based shipment pricing, as opposed to or in addition to traditional, classification-based pricing. SMC³ has developed door-to-door CzarLite structures that utilize density or classification-based

pricing. The CzarLite density rates are the first of their kind and are gaining momentum in the transportation marketplace. To read more about SMC³'s density benchmark pricing, download our white paper at www.smc3.com/go/density.

INTEGRATING CZARLITE WITH YOUR INTERNAL SYSTEMS

Both large and small shippers benefit from integrating their transportation pricing within their business systems and technology platforms. SMC³ recognizes this and has built collaborative relationships with shippers, carriers and their technology vendors to simplify integration as well as operating and profitability strategies. This means that implementation is rapid and painless, requiring only a simple installation procedure.

When you license CzarLite base rates you adopt nationally-recognized data structures with programming interfaces for your information technology needs, leading to rapid implementation of systems and productivity gains for your IT department. Your technical experts will choose the CzarLite supporting technology that best integrates the data with the systems that drive your order processing, distribution, freight payment and other logistics and accounting systems.

SMC³ has technology and software available for use with a multitude of platforms, including the latest in service oriented architecture (SOA) product delivery. This helps eliminate paperwork and redundant procedures for entering and processing information. SMC³ also teams with leading software providers in all areas of the industry to ensure the tightest integration capabilities. For more information on SMC³ software alliances and integrating CzarLite into your business, see page 18 of this brochure.

RATEWARE[®] XL INTEGRATION

When you want at-a-glance access to CzarLite and other industry pricing data, SMC³ RateWare[®] XL will distribute the information throughout your business enterprise. Like CzarLite itself, RateWare XL technology is designed to work seamlessly within your current technology systems, meaning that you can plan your shipments with more flexibility through quick access to the latest information. Learn more about this no-hassle solution to shipment rating on pages 9 through 11 of this brochure.

Figure 1: CzarLite[®] Pricing by Region

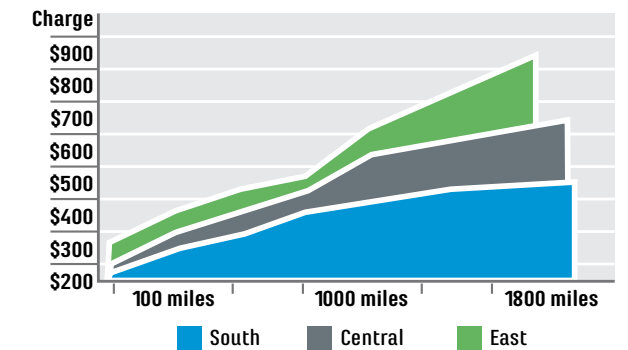
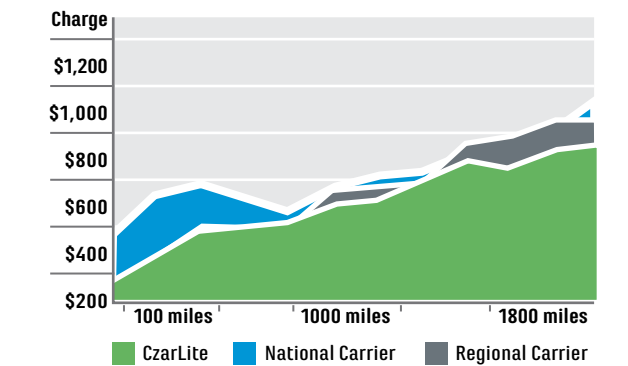


Figure 2: Rates by Mileage Segments



SMC³ CzarLite reflects the cost of transportation on a regional basis (Figure 1). When analyzed on a mileage basis (Figure 2), national and regional carriers' pricing conforms to their unique operational costs, while CzarLite's rates perform in a predictable and uniform manner in a given region.

OTHER CZARLITE TECHNOLOGIES

The fastest way to access CzarLite is via the SMC³ Web site, www.smc3.com. The CzarLite online rating system contains many features that allow users to establish the pricing details that correlate with each of their carrier agreements. Included in these settings are discounting, minimum charges, fuel surcharges (by individual carrier or national average), FAKs and a multi-purpose rate adjustment factor to handle other rate increases or decreases. The discounting feature is robust, allowing you to use simple discounts, weight break

discounts or discounts attached to very specific geographic lanes, and apply the discounts to the rate or charges. Try the demo at www.smc3.com/go/demo.

Another way to achieve pricing visibility without systems integration is through the CzarLite Windows rating system, an extensive software program for managing the LTL pricing results from carriers in your transportation RFP process. In addition to the LTL rating function, the system provides custom setup capabilities for managing individual carrier pricing agreements. The system is simple to use and has several default settings that allow you to optimize the programs to the way you work. For projects requiring analysis, the system allows you to capture individual shipment records for importing into your spreadsheet and database programs. You can also save individual transaction images to a file. Both are excellent methods for carrier bid analysis and the support of freight audit, payment, quote verification and billing functions.

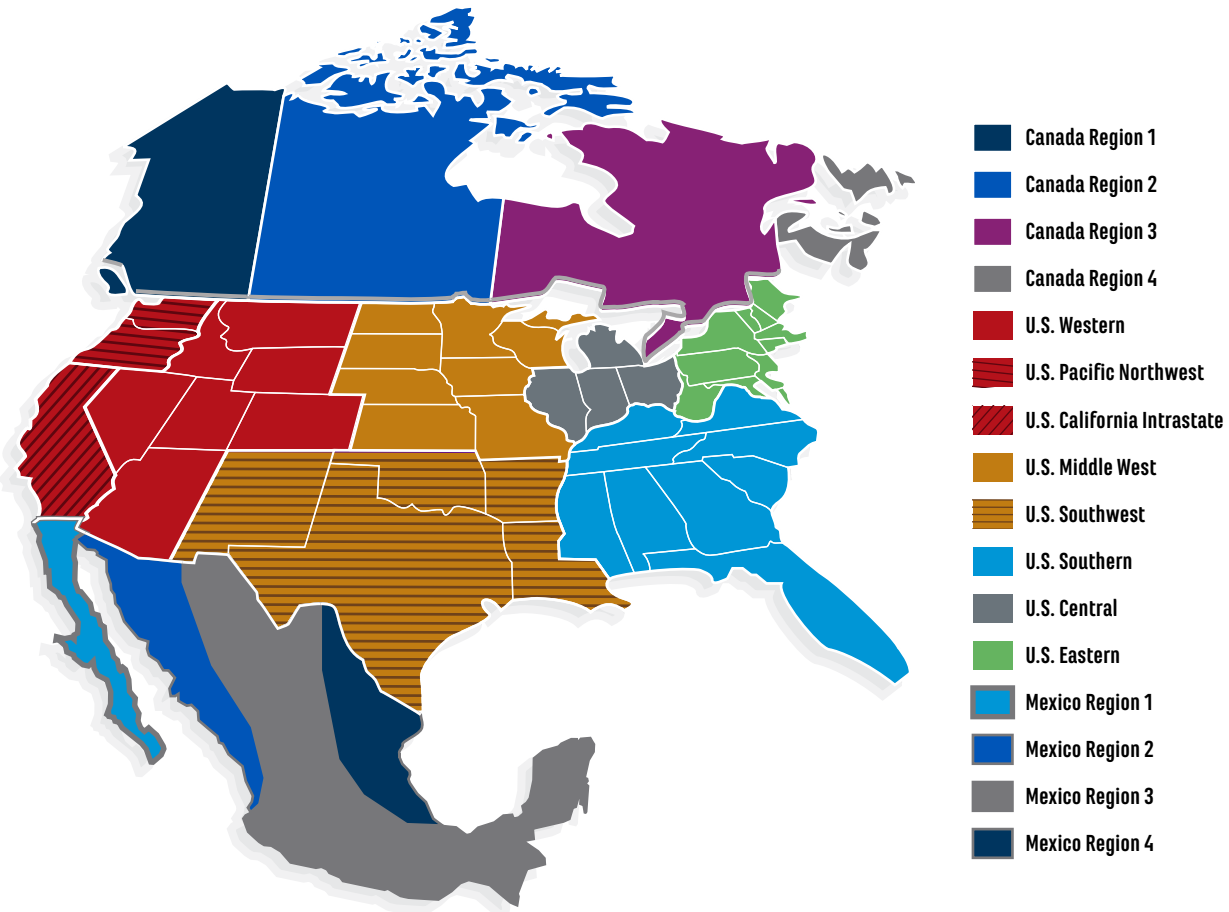
If you are operating in an IBM iSeries (AS/400), HP-UX or Linux environment, SMC³ can provide technical APIs for CzarLite integration. All SMC³ APIs come with programming instructions and test files for use in your development process. For more information on SMC³ supported operating systems go to www.smc3.com.

IT'S THE SHIPPER'S PRICING STANDARD

Shippers of all sizes have utilized CzarLite to better understand and evaluate individual carrier pricing. CzarLite has been licensed to more than 1,500 shippers, as well as over 300 logistics intermediaries. Shippers have confidence in SMC³ because we have applied years of industry connectivity and hard science to our pricing formulas. Our investment in data and technology "done the right way" means that you don't have to worry about accuracy, integrity or usability.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to get started with your CzarLite LTL pricing benchmark.

Figure 3: CzarLite Territories



PARTNER WITH THE BEST CARRIERS FOR YOUR TRANSPORTATION NEEDS

LTL transportation buyers face a dizzying array of options in preparing and administering a standard LTL request for proposal (RFP). Multiple layers of management and communication are involved, from gathering the appropriate in-house information, to evaluating carrier data, to managing the RFP event itself. The end result can be frustration and best-guess decisions. Recognizing this, SMC³ created Bid\$ense® – a true, end-to-end LTL transportation procurement process that combines detailed pricing scenarios with powerful tools for carrier response analysis. A Web-based solution, SMC³ Bid\$ense facilitates and manages a collaborative bid process between shippers (or their logistics service providers) and carriers.

Bid\$ense® puts you in control with an automated, easy to use process for LTL bid preparation, administration, evaluation and award.

- Identify and remove overspending on transportation services
- Set up and execute your LTL bids with minimal hassle
- Receive more accurate, usable information from carriers
- Evaluate carriers on service and performance levels, rather than price alone
- Re-use key information from bid to bid
- Improve your core carrier relationships through win-win scenarios

Bid\$ense is all about simplicity. As a shipper, it's about getting the most out of your RFP process by eliminating the numerous, manual steps previously required. And, a successful outcome from your RFP can form the basis for establishing a long-term working relationship between you and the carrier(s) you choose to partner with.

SMC³ Bid\$ense® – a true, end-to-end LTL transportation procurement process that combines detailed pricing scenarios with powerful tools for carrier response analysis.

EASY RFP PREPARATION

Preparation for a Bid\$ense RFP is made simple through a step-by-step process for gathering and managing various inputs. At the same time, both accuracy and relevancy of results are guaranteed through a clear-cut guide for requesting carrier pricing and service attributes. Throughout the setup process, you have the ability to upload and attach pertinent documents, spreadsheets and image files to relevant sections of the bid detail.

With Bid\$ense, months of preparation are reduced to days and accuracy is exponentially improved. By guiding you through the qualities you need to consider in a carrier, you can be sure you haven't missed any key inputs to your decision-making process. Print mail is eliminated, confusion of terms reduced and the entire process is streamlined, saving significant administrative time and cost while improving result accuracy.

UNIFORM RFP EXECUTION

The Bid\$ense RFP is distributed to multiple carriers on behalf of the shipper or logistics service provider. Invited carriers are notified of the RFP via email, and can view bid information online. With a simple click, they then have the option of participating in or declining the RFP.

Each carrier involved in a Bid\$ense bid receives the same, complete description of your needs so that they can respond with their best, most accurate offer. In turn, you receive uniform responses from each carrier so that you can make the best decision for awarding your business. Best of all, the seamless integration of SMC³ CzarLite™ base rates means that common rating structures are shared across all participants, giving you a true, "apples to apples" comparison of rates between the carrier responses.

SIMPLE, YET SOPHISTICATED BID ANALYSIS

The most important step in any RFP process is the analysis phase. Once the carrier bids are received, you must have the ability to easily and accurately manipulate the data for what-if scenarios and birds-eye views. The Bid\$ense solution incorporates SMC³'s expertise in LTL pricing structures and processes carrier bid responses accordingly.

Bid\$ense has an inherent ability to simultaneously analyze multiple layers of response information and present you with simple, easy-to-understand comparisons. Based upon your individualized inputs, key elimination criteria are automatically flagged and carrier qualifications, transit time

WHY CARRIERS LIKE BID\$ENSE

Carriers are often presented with inaccurate data and many widely varying formats when receiving an RFP. These inaccuracies result in poor decisions and incorrect pricing that affect all parties involved. When carriers have the opportunity to take part in a Bid\$ense RFP, the outcome is win-win. This is because Bid\$ense is about a fair playing field for the carriers involved, where bid responses receive equal treatment. The complete shipper data provided to them removes costly steps from their process, reducing uncertainty about pricing decisions and allowing for greater flexibility in their response to the shipper.

With Bid\$ense, carriers can work with shipper data online or, if they choose, via a simple download to their existing pricing system. The carrier simply uploads the lane data responses and the information becomes available to the shipper. Online alternative processes automatically link to standard pricing through CzarLite®, CarrierConnect® XL and other SMC³-related products. For the carrier, the key is choice in determining the best way to evaluate the data. Bid\$ense also enables the carrier to view the package as a whole – not simply as lane-by-lane data. This helps the carrier to better optimize their network and operations to present the best pricing to the client.

SMC ³ Bid\$ense® Meets All Your Transportation Bid Goals:	
Goal	
Automate RFP distribution and carrier bid collection	✓
Supply detailed data to carriers for accurate bid responses	✓
Allow corporate and divisional team members to jointly analyze bid responses regardless of their office location	✓
Analyze carrier responses based on transit times, special handling capabilities, locations served and technology provided (i.e., a more thorough analysis)	✓
Consolidate the number of carriers used by the company	✓
Improve supply chain efficiencies through an applied bid strategy	✓
Modify specific carrier contract terms	✓
Enhance relationships with core carriers	✓
Save the company money on overall transportation spend	✓

requirements and pricing are all scored and evaluated. This “scorecard” type layout makes it easy to see which carrier is the best fit for each shipping lane.

Easy drill-down menus allow you to zoom in on multiple layers of a specific scenario or lane. Relative levels of importance can be easily assigned to specific areas or even incumbent carriers. Transit time alternatives are easily included, further refining your selection options. Scoring breakdowns and summaries are on-line to assist you in your evaluation. Prints and scenario downloads are always available should you wish to link interim results with other evaluation processes.

All analysis is performed on historical shipping information at a transaction level, meaning that complete carrier pricing information can be evaluated on a lane-by-lane basis. Additionally, Bid\$ense applies alternations, deficit considerations, FAKs, multiple weight break discounting, minimum charges and minimum charge discounts by lane. This, combined with historical pricing information, provides unrivaled accuracy when evaluating carrier pricing and services.

Once a lane or grouping of lanes is ready to be awarded, simple click and save options allow you to optionally electronically award or notify carriers of your decisions. Pricing files are created, making easy addendums to final contracts and providing standard input into contract management or other pricing processes.

SUCCESS WITH BID\$ENSE

Today’s shipping managers and logistics professionals are eager for practical technology solutions that reduce excess steps and unnecessary manual labor. Nowhere is this truer than with the LTL transportation procurement process.

SMC³’s characteristic understanding of LTL pricing and processes has made Bid\$ense a unique solution in the area of transportation procurement. Shippers, logistics service providers and industry consultants have used this tool to streamline their RFP process, cut their overall LTL spend and award their business with confidence. But don’t take our word for it – read the case studies at www.smc3.com/go/bidsense.

Strategic LTL bidding is a win-win for you and your carriers. Contact SMC³ today at sales@smc3.com or 800.845.8090 to get started with Bid\$ense.

Shippers, logistics service providers and industry consultants have used SMC³ Bid\$ense® to streamline their RFP process, cut their overall LTL spend and award their freight business with confidence.



COMPREHENSIVELY MANAGE YOUR CARRIER PRICING AGREEMENTS

You've got your benchmark pricing and your carrier agreements in place. Now you want to efficiently and accurately manage shipment pricing and transportation analysis in one comprehensive system. SMC³ RateWare[®] XL allows you to do just that – manage all of your carrier-specific pricing, including calculating discounts, minimum charges, deficit rating and FAK charges. RateWare XL is available as a Web service, able to run anywhere on any platform.

RateWare[®] XL

RateWare XL combines carrier-

specific rates with CarrierConnect[®] XL points of service and transit times to provide a complete view of LTL pricing across your enterprise.

- Experience dramatic performance in rating speed, accuracy and agility
- Plan your shipments with more flexibility through quick access to the latest information

- Integrate with ease into enterprise-wide business and supply chain applications
- View carrier service and pricing data seamlessly throughout your organization

WHY OTHER SOLUTIONS AREN'T REALLY SOLUTIONS

Transportation shipment rating involves multiple structures and inputs that combine to produce a net price. To get the most accurate pricing, these intricacies must be accounted for on a carrier-by-carrier basis. Many technology offerings miss key inputs, such as line item discounts, FAK charges, floor minimums, and other shipment rating details. These omissions cause errors that can result in selecting the wrong carrier or unexpected shipment charges.

Additionally, many technology solutions apply workarounds that rely upon estimates and rate modeling instead of specific rate calculations. This naturally creates quality errors through discrepancies in the pricing results generated by transportation planning, execution and payment applications.

Your net price isn't the only factor. Time-sensitive supply chains require an approach that considers service method and transit times in conjunction with the cost calculations. A solution isn't a solution if it doesn't equate to the most realistic, time-based mode selection decisions based upon exact rates and time requirements.

RATEWARE XL APPLIES INTELLIGENT RATING PROCESSES

RateWare XL is the fastest, most comprehensive rating and pricing solution of its kind. RateWare XL supports LTL, as well as class and density pricing, with rating speeds of over 80,000 rate requests per second. Regardless of whether rating is used for transportation procurement, planning, management or settlement, RateWare XL utilizes SMC³ pricing science to bring you immediate, accurate results.

At SMC³, we've equated intelligent rating with realistic, time-based mode selection decisions based upon exact rates and time requirements. The comprehensive rating engine found in RateWare XL provides a critical component of intelligent rating, reducing the number of tools required for supply

chain pricing and enabling a more sophisticated analysis of the trade-offs involved in comparing and selecting from multiple modes of transportation.

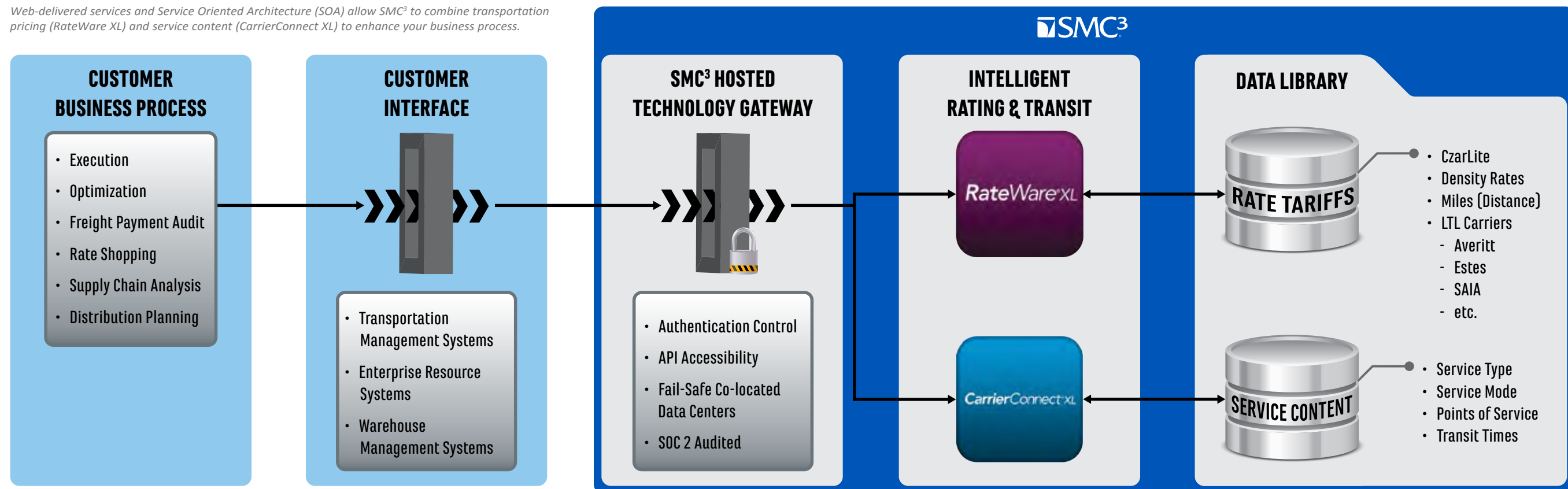
What's more, RateWare XL applies this definition of intelligent rating because it is designed to work with SMC³ CarrierConnect XL to use transit times and produce a service-qualified rate. With this approach, service is an inherent part of the equation when determining the rate. And with CarrierConnect XL, the transit time, points of service and detailed service guide information accessed by RateWare XL are maintained on a consistent, timely basis.

RATEWARE XL UTILIZES LEADING EDGE SOA TECHNOLOGY

Today's complex supply chains require ultimate flexibility in technology architectures, IT systems and integration capabilities to accommodate rapid changes associated with customers, vendors and business strategies. RateWare XL provides this flexibility by using Service Oriented Architecture (SOA) to deliver complete freedom of choice among a myriad of hardware, operating systems, databases and software applications.

Figure 4: SMC³ XL Technology Architecture

Web-delivered services and Service Oriented Architecture (SOA) allow SMC³ to combine transportation pricing (RateWare XL) and service content (CarrierConnect XL) to enhance your business process.



Among the pricing data is a complete history of CzarLite[®], CanadaLite[™], MexicoLite[™] and CzarLite[®] Density, as well as a comprehensive list of individual carrier price lists, such as ABF Freight System, FedEx Freight, Old Dominion Freight Line, Roadway Express, USFreightways and Yellow Transportation. These individual carrier modules are date-effective and cover pricing within the U.S. and between the U.S. and Canada. Also included are other “benchmark” price lists, like MARS, FCAC intra-Canada and major shipper base rates.

RATEWARE XL AND OTHER BEST OF BREED TECHNOLOGY

SMC³ teams with leading software providers in all areas of the industry, including ERP, SCM, TMS, WMS and optimization, to ensure the tightest integration capabilities. Companies like Oracle, JDA, SAP, MercuryGate, and Manhattan Associates are just a few of SMC³'s alliance partners. With proven, seamless integration of RateWare XL into their application modules, we are recognized and recommended by these companies and their customers as the transportation pricing solution provider of choice.

For companies who want to conduct their own integration, RateWare XL has multiple application program interfaces (APIs) designed to support and work within these and other best of breed technologies. In fact, RateWare XL APIs have been used to connect SAP and internally developed systems to RateWare XL's pricing data and functions. SMC³ can also assist you by providing consulting and programming assistance for developing your own interface to RateWare XL.

RATEWARE XL MAKES YOUR LIFE EASY

Managing multiple carrier price lists and service information can be a hassle. SMC³ RateWare XL technology manages this information for you, eliminating manual steps and inaccuracies that can plague the transportation procurement process. What's more, the use of intelligent rating means your organization will reap the rewards of accurate and thorough transportation planning. RateWare XL is the industry's gold standard solution for managing shipment rating and pricing, and is used by hundreds of transportation and technology professionals every day to apply intelligent rating processes within their supply chains.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to learn more about RateWare XL technology and how it will benefit your organization.

RateWare XL employs state-of-the-art technology, leveraging Web services to eliminate systems integration hassles. RateWare XL can run anywhere on any platform and can be modified as your business processes change. The fully hosted RateWare XL solution gives you access to the most current carrier data at all times, because your carriers use SMC³ SOA to dynamically update their service information.

PRICING AND SERVICE DATA FOR RATEWARE XL

The SMC³ transportation database consists of data from over 3,000 price lists, as well as mileage and carrier service data. You choose the pricing data you need and it is delivered with your RateWare XL system. All SMC³ pricing modules can be easily installed to SMC³'s programming APIs, software interfaces and rating tools.

SMC³ RateWare[®] XL APIs have been used to connect SAP and internally developed systems to RateWare XL's pricing data and functions.

ACHIEVE ADVANCED, CUSTOM LTL BATCH SHIPMENT RATING FOR PRICING ANALYSIS

Using the accuracy and agility of RateWare XL as its rating engine, SMC³ has created a user interface that allows you to analyze and predict freight transportation costs at a detailed level. BatchMark XL is a pre-bid tool that provides you with a fast, easy to use interface that doesn't require Web services expertise and gives you the ability to request the custom responses that you require.

BatchMark[®] XL

A Web-delivered (SaaS) solution, BatchMark XL returns rates for up to 100,000 records simultaneously in seconds. A user-friendly template for quick and easy data formatting incorporates columns for discounts, minimum charge floor and other factors, producing a highly detailed, .csv-formatted response. BatchMark XL also includes seamless access to a dynamically updated content library of 6,000+ carriers, private shippers and other industry base price lists, including SMC³ CzarLite[®]. You'll instantly work with all SMC³ pricing modules that you license.

FOR SHIPPERS AND LOGISTICS SERVICE PROVIDERS:

Analyze LTL freight shipping costs by benchmarking your base rates against historical and/or industry numbers. BatchMark XL supplies critical information for identifying opportunities in your supply chain.

- Utilize standard benchmark base rate CzarLite in your pricing analysis
- Analyze and compare multiple base rate discounts at one time
- Process an unlimited number of class/weight combinations
- Conduct site location studies
- Determine distribution maximization
- Uncover freight bill auditing costing efficiencies
- Carry out vendor/supplier analysis to optimize supply chain relationships

BatchMark XL ensures seamless access to dynamically updated SMC³ pricing content within a secure, reliable SaaS (Software as a Service) delivery model.

FOR CARRIERS

Manage your freight flow volatility, changes within your traffic segments, and competitive pricing to accomplish revenue and yield goals. BatchMark XL helps you analyze discounts, minimum charges, class/weight combinations, surcharges and other pricing features to improve your overall operating ratio.

- Perform pricing system analysis
- Develop FAK best practices
- Determine competitive discounting
- Conduct rate base comparisons to determine a revenue-neutral number
- Statistically validate processes
- Manage deficit rating with stop alternation feature
- Utilize surcharge feature that calculates percent used and net amount

STAY ON TOP OF INDIVIDUAL CARRIER INFORMATION

Which carriers provide service to your shipment's destination? And how long will it take each of these carriers to deliver from your pickup point? SMC³ CarrierConnect[®] XL combines the operational capabilities, points of service, transit times and detailed contact information from your carriers into one easy-to-use system that integrates the information into your system.

CarrierConnect XL

The comprehensive CarrierConnect XL database provides pertinent information collected directly from carriers and other transportation industry data sources:

- Choose from more than 200 separate data files representing the industry's leading national, super regional and regional LTL carriers plus select truckload carriers
- Add your niche carrier to the system (if not already included) with one call to SMC³
- View detailed, terminal-level carrier contact information at a glance via web delivery

- Identify operational capabilities, including points of service and transit times, terminal hours of operation and terminal-to-terminal networks
- Make accurate routing decisions with automatic data updates

SMC³'s SOA delivery system enables CarrierConnect XL carriers to update their service and contact information electronically. This means every time you access the tool you receive the very latest carrier information. The new XL technology also introduces a "shipment mode" feature, to support a broader range of carrier offerings both domestically and internationally.

After the routing files are established in the system, additional features enable you to correctly identify your supply chain shipment sources and delivery points, as well as the transit times between them. Further refinement of the routing logic allows you to quickly and accurately route shipments to meet critical dates.

KNOW YOUR CARRIERS INSIDE AND OUT

SMC³ makes it easy for you to have the latest, most accurate carrier contact and service information. With the CarrierConnect XL database at your fingertips, you don't have to spend time searching multiple carriers' Web sites or hanging on to hardcopy carrier directories and publications.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to learn more about CarrierConnect XL.

SMC³ CarrierConnect[®] XL combines the complete carrier database with leading-edge SOA technology and Web delivery systems to keep you on top of important carrier information.

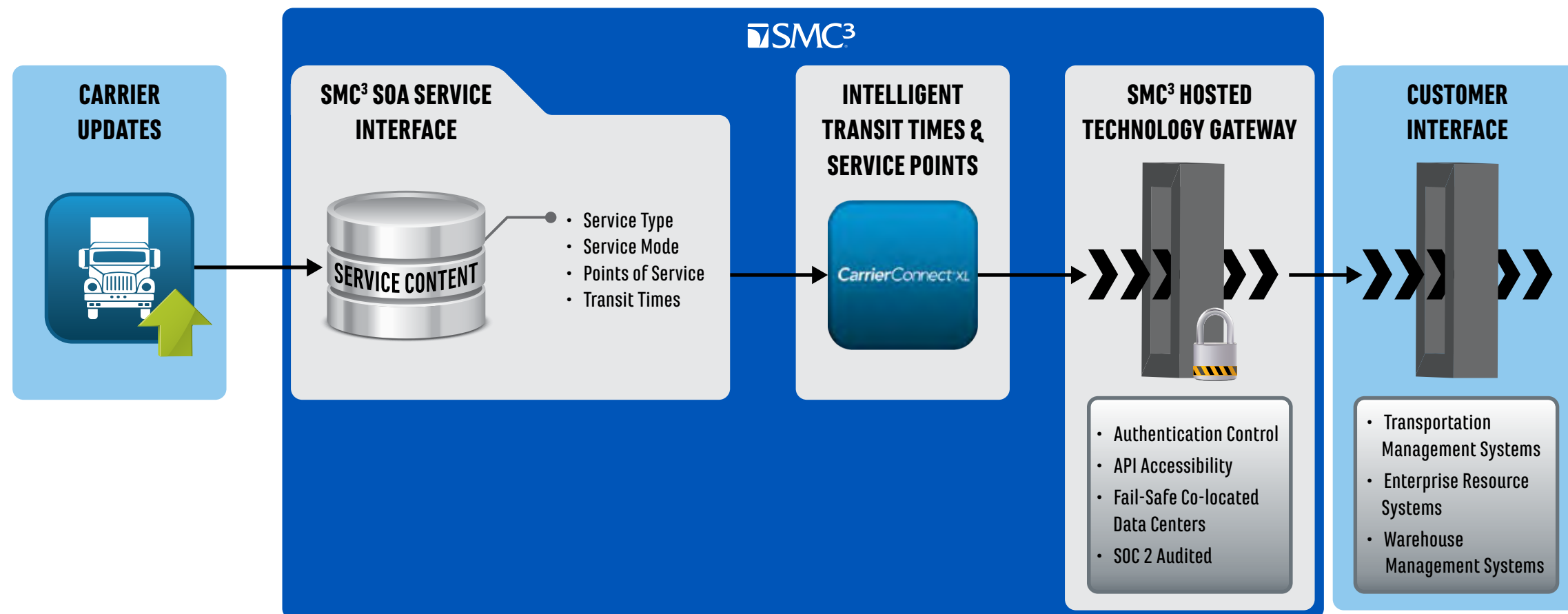
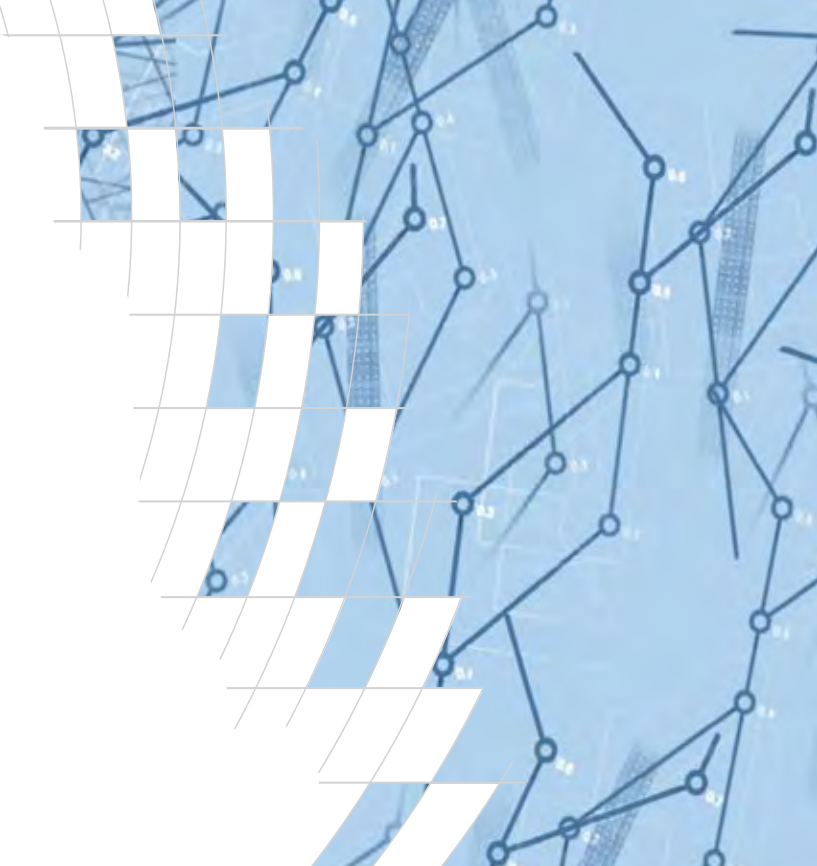


Figure 5: Carrier Interaction with SMC³ SOA Technology

Carriers use SMC³ SOA to dynamically update their service information contained in CarrierConnect XL. This means shippers and 3PLs have access to the most current carrier data at all times.

INFRASTRUCTURE

While supply chains have become increasingly complex, those who manage them are expected to streamline and simplify the movement of goods, with virtually no room for error. This requires ultimate flexibility in technology architectures, IT systems and integration capabilities. The SMC³ products highlighted in this brochure* provide this flexibility through a service oriented architecture (SOA) delivery model.

Your IT department can choose to access a fully hosted solution or a local install, either of which give you access to the most current data at all times:

- Foster both data sharing and control with user-level access rights
- Benefit from mission critical support and 24/7 security architectures
- Experience hassle-free integration with your current hardware, operating systems, databases and software applications
- Accommodate rapid changes associated with customers, vendors and business strategies

The open architecture technology found in SMC³ products offers the tremendous advantage of information visibility and sharing throughout your internal and partner operations. You have the ability to quickly and easily set up rules and data accessibility for your internal and external customers, and tailor these settings on a user-by-user basis. This key benefit means that you have the control necessary to access and update information according to what is suitable to your operations.

Web technology is rapidly becoming the backbone of the global supply chain. As the volume of applications and information moving through Web channels continues to increase, security and reliability become decisive requirements. SMC³ places the utmost importance upon its

Web delivery support and security network. Figure 6 depicts the SMC³ application infrastructure that ensures high-level security and redundancy.

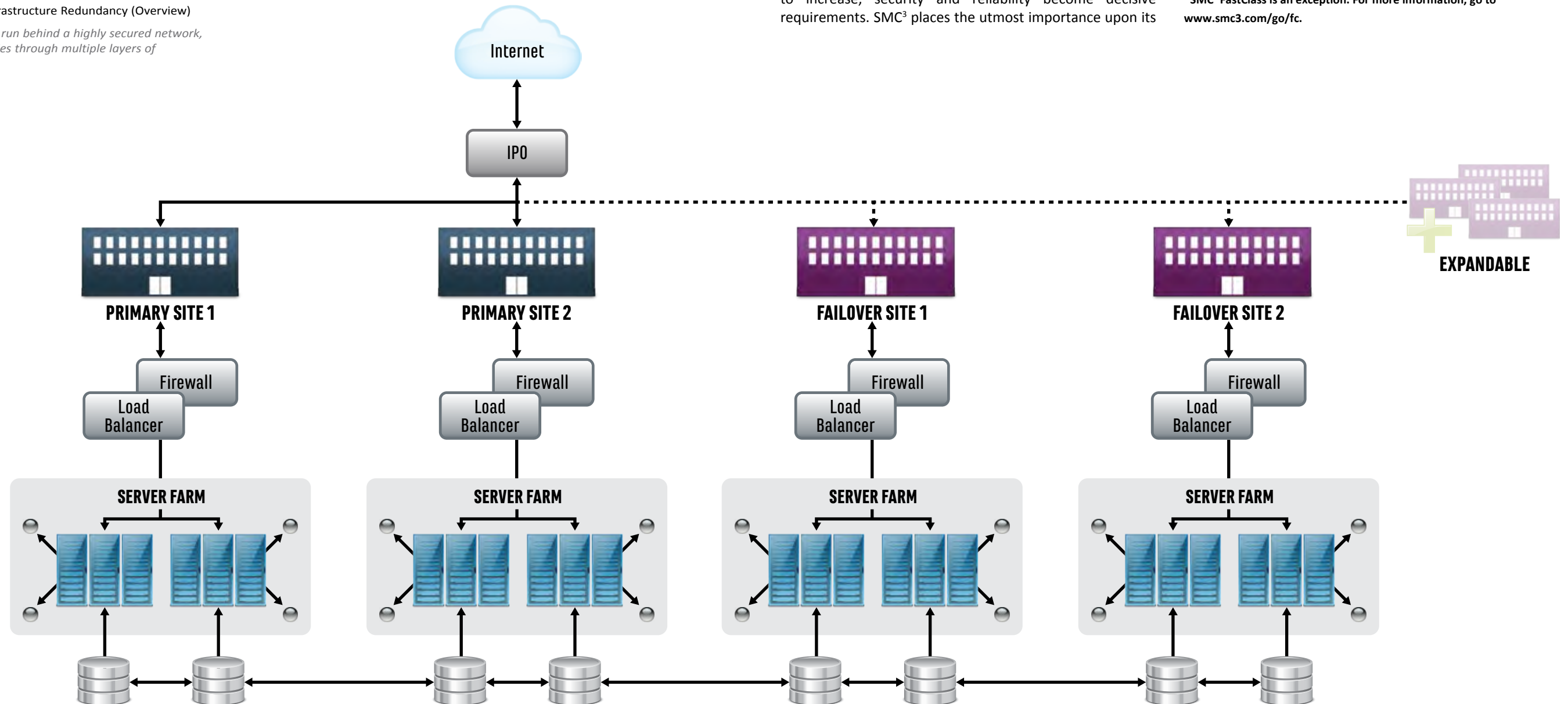
You can expect ultimate reliability from SMC³ Web hosted applications. Our clustered environment was designed with multiple layers of server and database redundancy, offering the most advanced methods to keep your hosted solutions available and accurate 24 hours a day, 7 days a week.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to learn more about SMC³'s SOA delivery model.

*SMC³ FastClass is an exception. For more information, go to www.smc3.com/go/fc.

Figure 6: SMC³ Technology Infrastructure Redundancy (Overview)

Your hosted SMC³ solution will run behind a highly secured network, protecting your data and queries through multiple layers of security protocols.



APPLY THE CORRECT CLASSIFICATIONS TO YOUR FREIGHT EVERY TIME

When you ship LTL, a sophisticated shipment classification system comes into play. The system, called the National Motor Freight Classification, or NMFC*, makes sense of the variety of commodities traveling through our nation's marketplace by assigning specific classifications based upon shipment's density, stowability, handling and liability.

FastClass[®] The overall classification of a shipment signifies how easy and cost-effective it is to transport; this classification is a key contributor to the net price you pay. As a shipper, it is imperative that you know and use the appropriate classification for each of your shipments. To manage this process SMC³ developed FastClass[®], a suite of software and online products that simplify the classification process by applying powerful search technology to the NMFC data.

With FastClass, both shippers and carriers can:

- Plan new product packaging and distribution scenarios with shipping costs in mind
- Avoid unexpected carrier "rerates," which almost always involve a higher net price
- Package your freight according to industry standard, minimizing loss and damage

USER-FRIENDLY FEATURES

FastClass contains the exact data of the NMFC and searches the information for you through a variety of easy-to-use features and functions. Best of all, FastClass is updated with each new NMFC-related release, including the annual publication re-issue and all supplements. These timely updates guarantee that you have the most accurate and up-to-date source of NMFC information.

The FastClass program makes your job easier with many useful features. From a powerful search engine to enhanced export functions, FastClass provides you with all the tools you need for instant access to the NMFC. FastClass also includes a simple density calculator, allowing you to calculate densities that may be needed for classifying your freight. And, unlike the NMFC book, FastClass gives you a quick view of the articles, rules and packages that were changed in any NMFC supplement contained within your subscription.

SIMPLIFIED ACCESS TO YOUR CLASSIFICATIONS

FastClass is available in several formats, so that you can choose the accessibility that works for your classification needs, whether for an individual, a group or company wide. Purchase FastClass as a software program for the Windows environment or access it online at www.smc3.com. For those who want to develop their own system or load the classification data into existing systems, SMC³ maintains the data to accurately reflect changes as they occur.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to classify your shipments the easy, accurate way with FastClass.

* The NMFC is developed and maintained by the Commodity Classification Standards Board (CCSB), an autonomous classification-making board comprised of full time employees of the National Motor Freight Traffic Association (NMFTA).

SEAMLESSLY INTEGRATE PRICING INFORMATION TECHNOLOGY

SMC³ is committed to developing and maintaining cutting-edge delivery systems for our transportation pricing solutions. We have established business relationships with application software developers and third party providers in all areas of the industry, including ERP, SCM, TMS, WMS and optimization. These software alliance partnerships offer those who utilize larger technology applications a smoother, more rapid system implementation.

With proven, seamless integration into their application modules, SMC³ is recognized and recommended by its alliance partners and their customers as the transportation pricing solution provider of choice:

- CT Logistics
- Harte Hanks
- Infor
- Logistics Planning Services
- One Network Enterprises, Inc. (ONE)
- Oracle USA
- TMW Systems
- and more (see www.smc3.com/go/alliances)

SMC³'s dynamic relationship with its alliance partners provides an all-encompassing solution in which the customer receives the highest level of service possible. These partnerships enhance both companies' products and services, and provide partners with the most resources for handling business opportunities as they arise.

Contact SMC³ today at sales@smc3.com or 800.845.8090 to learn more about how SMC³'s pricing technology integrates with other best of breed systems.



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