

STREAMLINED TRANSPORTATION SOURCING

SMC³

Bid\$ense[®]

In Procurement, Total Visibility is Key

Transportation procurement is an integral part of the modern supply chain, and success requires a strategic implementation plan. Shippers and 3PLs focused on optimizing the RFP process turn to BidSense, an over-the-road cloud-based solution for transportation sourcing, bidding and pricing negotiation for LTL and truckload transportation.

Manually handling strategic sourcing events not only costs significant time and money, but it can lead to aggravation when choosing from a small pool of potential carriers. In fact, without the ability to accurately assess carriers' complex services and fees, any procurement professional is essentially operating blind. When procuring transportation services, keep these tips in mind:

- Securing the cheapest carrier pricing can easily mean choosing the wrong carriers; overspending; poor carrier service; increased claims or late payments; and even undermined profits and diminished corporate credibility.
- The hidden value and efficiencies different carriers provide are invisible, making it difficult—at best—to build core carrier relationships or successfully secure reliable capacity over the long term.

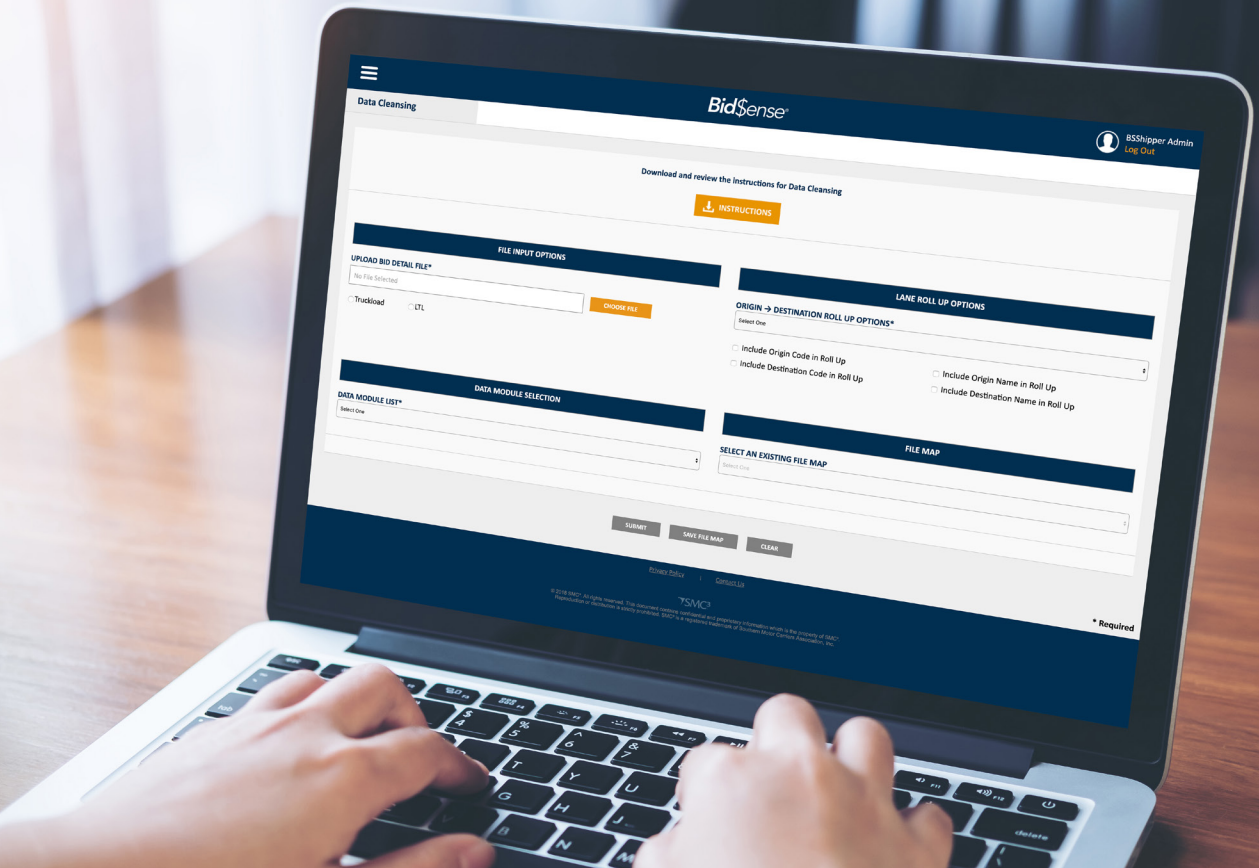
Using BidSense to automate bidding widens the scope of each sourcing event. By adding more carriers, shippers increase competition, which can lead to a more aggressive RFP process. In addition to finding the optimal carriers, past BidSense users save an average of 15 percent on RFP events.

Work with the Optimal Carriers

Effective transportation sourcing means smart information sharing between shippers and carriers. So instead of using a constantly shifting carrier mix, paper quotes and complicated, disjointed bid information, join the savviest shippers and logistics service providers in North America.

- Lock in sourcing pricing quickly in today's ever-shifting, volatile transportation market, with connections to more than 500 carriers
- Collaborate among buyers and suppliers in a sourcing marketplace, managing bid events from a single portal





SMC³ designed BidSense for complete procurement transparency. Move ahead with ease and confidence toward best-choice carrier qualification and truly strategic transportation procurement.

- With a clear request for pricing goals in place, BidSense can do its work, drawing on best-practices protocols to streamline the bidding communication process.
- Easily load quality data from various sources, enabling bidding carriers to respond accurately and confidently to RFP parameters.
- BidSense does all the distribution work, electronically submitting RFPs to carriers based on their actual service capabilities and performance records.
- BidSense automation alerts carriers with timely prompts for RFP deliverables and collects accurate, comprehensive carrier responses from more than 500 national and regional LTL carriers.
- Each bid has more than one best outcome. With uniform responses from each carrier, rank results and create an unlimited quantity of “what-if” scenarios to make the optimal procurement decision.

Flexibility and Granularity

BidSense enables carriers to be more flexible with their pricing, keeping accessorial charges to a minimum and providing lane-specific discounting. (A contractual “across-the-board” discount can actually eliminate the carrier’s ability to provide lane-by-lane discounts that reduce overall transportation costs.) And unlike many procurement tools that do not take minimum charges into account, BidSense factors them into the results—a vital attribute, since minimum charges can account for up to 30 percent of transportation charges.

Necessary Record-Keeping and Compliance

Save, rate and rank the best transportation scenarios, and easily rate and re-rate shipments. BidSense functionality also assures you compliance with corporate routing guides and that post-implementation carrier performance is clearly defined and measured.

The BidSense Dashboard: A Personalized Bid Command Center

Locate the best carriers for the job. BidSense provides a 360-degree view of carriers’ service qualifications so users can:



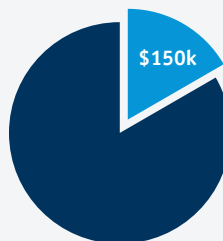
Successfully meet all RFP criteria and objectives, including maximum savings



Build relationships with carriers tailored to specific business needs



Evaluate carriers on performance metrics, rather than price alone



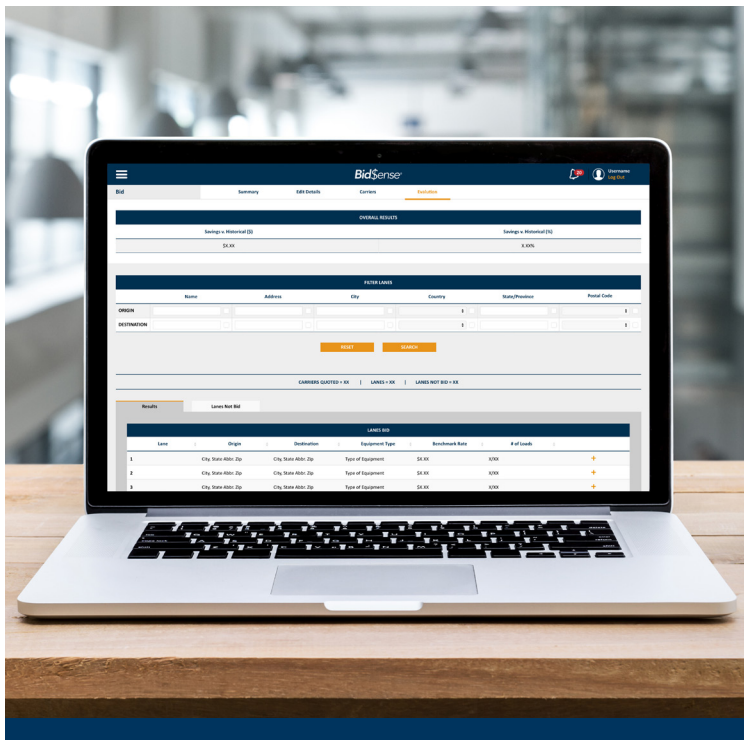
Save an average of \$150,000 per \$1 million in freight spend

Comprehensive Savings and Simplicity

Bid\$ense helps customers automate transportation purchasing within their overall procurement process, a crucial step when looking for a competitive edge in the fast-paced supply chain arena. Bid\$ense easily integrates with into existing business processes and practices. Once you decide which carriers will be awarded your business, SMC³ saves each carrier response into a CSV file. This consistent information is easily reloaded and released to your internal or third-party TMS, warehouse management system, enterprise resource planning system, and or freight payment and procurement departments. All team members will have the information they need, when they need it, to do the job they need to do.

With its robust, efficient communication and analysis protocols, Bid\$ense achieves significant savings measured not just in dollars, but also in hours for IT, freight payment and procurement departments. The days of choosing the wrong carriers, the wrong service levels, the wrong discount scenarios, and even the wrong base rates are gone.

Optimize the strategic transportation procurement process from a single, cloud-based portal with Bid\$ense. Give us a call at 800-845-8090 or email sales@smc3.com to get started on optimizing your procurement strategy.



Why SMC³?

Bid\$ense leverages SMC³'s lifetime of transportation purchasing knowledge, allowing customers to incorporate pricing, claims ratios, on-time performance and transit times into their bidding analysis. With its range of solutions that integrate seamlessly into current business systems, SMC³ supports customers' needs as they grow, whether they're dealing with 10 shipments or 10,000 shipments per day. Shippers and 3PLs use SMC³'s peerless rating solutions to optimize their transportation spend, saving time and money on their freight shipments throughout North America.



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