



## Establishing a Partnership with SMC<sup>3</sup> Allows Technology Providers to Give their Customers a Smoother, More Rapid System Integration

### About SMC<sup>3</sup>

Shippers, carriers, logistics service providers and technology providers look to SMC<sup>3</sup> for the technology, industry data, educational services and general know-how to achieve greater success in the transportation marketplace. Founded in 1935, SMC<sup>3</sup> has established a firm reputation among industry professionals as a central knowledge base for decision support, improved collaboration and streamlined processes in the movement of freight via motor carriers.

### SMC<sup>3</sup> RateWare<sup>®</sup> XL

The implementation of RateWare XL enables full realization of the advantage of a durable rating engine with a library of more than 4,000 data modules. This robust rating simplifies LTL pricing and eliminates the costly tasks of sourcing, programming and maintaining data from multiple carriers. Use RateWare XL to:

- Manage LTL shipment costing and pricing, including carrier-specific discounts, minimum charges, deficit rating and FAK charges.
- Quickly and easily convert and validate data for updating motor carrier tariff information and expiration dates
- Support rating requirements with various lookup and discounting activities
- Incorporate CzarLite<sup>®</sup> base rates in your logistics platform

### SMC<sup>3</sup> CarrierConnect<sup>®</sup> XL

With SMC<sup>3</sup> CarrierConnect XL you can build a custom carrier selection system or an integrated component that runs alongside RateWare XL to access CarrierConnect XL data and return points of service, transit times and detailed service guide information. The product includes both detailed transit data for carriers, and the technology to use the data and interface it to your supply chain applications. The data in CarrierConnect XL includes more than 300 top carriers and allows SMC<sup>3</sup> to provide the latest points of service and transit times for national, multi-regional and regional carriers. Data updates are automatic, guaranteeing the most up-to-date and accurate information.

### SMC<sup>3</sup> CzarLite<sup>®</sup>

No matter where you ship in the United States, Canada or Mexico, SMC<sup>3</sup> CzarLite base rates provide a flexible decision support tool to assure total pricing visibility and empowerment to make your best LTL purchases.

Achieve optimal shipping agreements with a uniform base rate where you can:

- Simplify business processes like negotiations, contracts, payment and costing to enhance operating and profitability strategies
- Quickly evaluate the impact of carrier rate adjustments and conduct “apples-to-apples” base rate comparisons





- Assure your shipments are rated using timely, accurate, carrier-independent base rates, so the effects of line items such as discounts and FAK classifications are apparent
- Create your own flexible, borderless international pricing system with stable base rates for freight movements between the U.S., Canada and Mexico.

### Direct Contact for Shippers

**Jeff Royster**  
*National Account Executive*

SMC<sup>3</sup>  
500 Westpark Drive  
P.O. Box 2040  
Peachtree City, GA 30269

770.486.5886 p  
800.845.8090  
770.486.5963 f  
jroyster@smc3.com

### Direct Contact for Logistics Service Providers

**Jason Shelnett**  
*National Account Executive*

SMC<sup>3</sup>  
500 Westpark Drive  
P.O. Box 2040  
Peachtree City, GA 30269

770.486.5875 p  
800.845.8090  
770.486.5963 f  
jshelnett@smc3.com

Copyright © 2015 Southern Motor Carriers Association, Inc. SMC<sup>3</sup>, RateWare, CarrierConnect and CzarLite are registered trademarks, and Transportation Pricing at Work is a service mark of Southern Motor Carriers Association, Inc. Other brand and product names are the property of their respective owners. Pi# 20326-L

### Some of Our Technology Partners Include:



For more information on SMC<sup>3</sup> and our hosted technology solutions, please contact your SMC<sup>3</sup> representative or visit [www.smc3.com](http://www.smc3.com)

For a full list of our software Alliance Partners, visit: [www.smc3.com/partners.htm](http://www.smc3.com/partners.htm)