

“Before RateWare XL, getting a rate was a labor-intensive process and one of the barriers to entry to some of the markets we are now playing in. With RateWare XL, we run thousands of freight bills through our system and do analysis for our customers in 5-10 minutes—what would have taken days or weeks before. It’s not only the quality of RateWare XL’s information and the number of carriers you can use at one time; it’s also the efficiencies you gain. I can’t imagine trying to operate a business like ours—and work efficiently for our customers—without a product like RateWare XL.”

Chad Earwood,  
President & CEO  
eShipping

## High-Quality, Real-Time LTL Data

RateWare XL is an extremely fast and comprehensive transportation rating engine, delivering exceptional accuracy and up-to-date data and pricing information for less-than-truckload, density and mileage rating. It accesses the SMC<sup>3</sup> transportation pricing library of more than 4,000 data modules including CzarLite<sup>®</sup>, CanadaLite<sup>™</sup>, MexicoLite<sup>™</sup>, CzarLite Density and other pricing benchmarks, as well as a comprehensive set of individual carrier price lists such as those from ABF Freight System, FedEx Freight, Old Dominion Freight Line and YRC Worldwide.

## How Fast is RateWare XL?

On a weekly basis there are over 3 million LTL shipments in the United States, and RateWare XL can rate all of those weekly shipments in less than 10 minutes. Imagine what that kind of speed could do for your transportation procurement, planning, management and settlement processes.

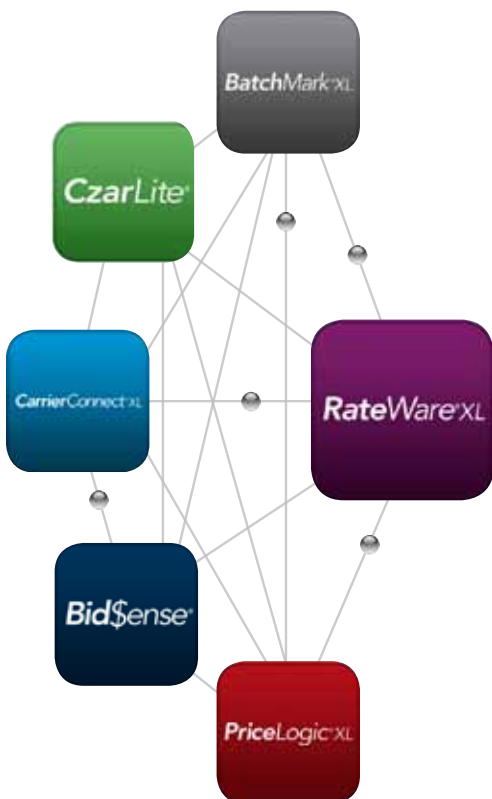
Furthermore, benchmarking and analysis across carriers and modes is no longer a cumbersome, time-consuming task. RateWare XL is able to deliver rapid pricing information — enabling you to do quick analysis and make better transportation decisions.

## No More Dependence on Estimated Costs

RateWare XL captures key inputs such as line item discounts, weight break discounting, floor minimums and other shipment rating details, unlike other technology offerings where these omissions can prompt inaccurate carrier selection or unexpected shipment charges. In addition, many technology workarounds rely on estimates and rate modeling instead of specific rate calculations, creating quality errors through discrepancies in the pricing results generated by transportation planning, execution and payment applications.

## Utilize Our Secure, Reliable & Dependable Hosted Technology Platform

Available as a hosted application, RateWare XL’s web services delivery integrates seamlessly with any platform and easily accommodates rapid changes associated with customers, vendors and business strategies. Our application framework is supported by multiple layers of data and network redundancy across two primary and two secondary data centers. In addition, network monitoring is performed both internally and externally and is monitored 24x7x365.



---

## Highlights

- Enables the planning of shipments with more flexibility through quick access to the latest information
  - Applies discounts, minimum charges and deficit rating during the shipment rating process
  - Easily integrates into enterprise-wide business and supply chain applications
  - Provides access to ALK PC\*Miler®
- 

## Available Web Services

**RateWareXL** – a standard web service that supports the methods detailed below

**RateWareXL\_MTOM** – identical to RateWareXL except it supports MTOM to more efficiently send and receive binary data when executing the LTLRateShipmentMultipleOpt Method

## Available Web Methods

**AvailableTariffs** – used to determine the data modules available to you

**isReady** – used to determine if the web service is accepting requests

**DataModuleValidClassesAndWeights** – used to retrieve a list of valid classes and weights for a specified data module

**LTLRateShipment** – used to rate a single shipment

**LTLRateShipmentMultiple** – used to rate multiple shipments

**LTLRateShipmentMultipleOpt** – used to rate multiple shipments from binary input

**LTLRateShipmentSimple** – used to rate a single shipment with optional parameters excluded

**LTLPointList** – used to retrieve a list of points for those data modules requiring point selection

**DensityRateShipment** - used to rate a single shipment using density-based data modules

**DensityRateShipmentSimple** - used to rate a single shipment using density-based data modules without optional parameters

**DensityRateShipmentMultiple** - used to rate multiple shipments in a single request using density-based data modules

**DensityRateShipmentMultipleOpt** - used to rate multiple shipments using binary input

**LinearRateShipment** – used to rate a single shipment using linear-based data modules

**LinearRateShipmentSimple** – used to rate a single shipment using linear-based data modules without optional parameters

**LinearRateShipmentMultiple** – used to rate multiple shipments in a single request using linear based data modules

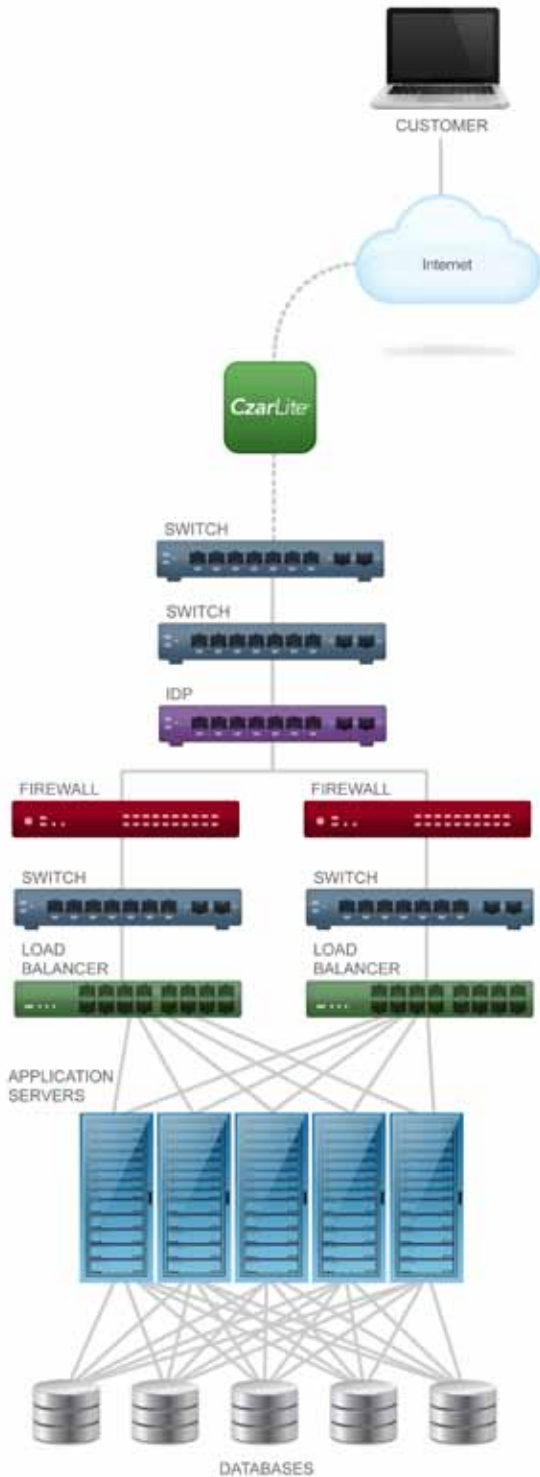
**LinearRateShipmentMultipleOpt** – used to rate multiple shipments using binary input

**Mileage** – used to find the distance between two points

# RateWare<sup>®</sup>XL

Access Fast, Accurate and Effective Shipment Pricing

## Key Technology Features



### Accelerated Development Cycle

- RateWare XL has no complex API to understand, so developers can prepare their prototypes in days and have them ready for production in weeks
- Any system capable of sending and receiving simple object access protocol (SOAP) messages over HTTP or HTTPS can use SMC<sup>3</sup> architecture

### Real-Time System

- SMC<sup>3</sup> solutions will always have the most accurate and up-to-date data, rate and ZIP code information

### Composite Application Design

- SMC<sup>3</sup> enhancements and services are immediately available to you at the point of release
- Development cycles are shorter, so you can build as you go instead of constantly upgrading and managing existing APIs

### Reduced Hardware Costs

- There is no hardware to purchase or maintain. You don't need to build your own data centers—we have already done that work for you

### Location Independent

- Our service is available anywhere anytime through the Internet. Your sales force in the field can receive the same information that your back-end billing system personnel are using, to help form more accurate quotes

### Platform Independent

- Many organizations maintain multiple systems but with an SOA they can now access identical information in the same way

## Why SMC<sup>3</sup>?

SMC<sup>3</sup> is the leading LTL data and solutions provider to the freight transportation community. More than 5,000 North American shippers, carriers, logistics service providers (LSPs) and freight-payment companies rely on our sophisticated LTL base rates, content, and expert bidding and planning tools to make the best business choices, achieve higher return on their transportation investment, and meet the dynamic demands of the market.

When SMC<sup>3</sup> products and services are part of your transportation strategy, your organization succeeds, with increased information visibility and accessibility, decreased costs, and better planning and transportation results.

To find out how transportation pricing can work for you, visit [www.smc3.com](http://www.smc3.com) or contact SMC<sup>3</sup> Sales at [sales@smc3.com](mailto:sales@smc3.com) or 800.845.8090.

# RateWare<sup>®</sup>XL

*Access Fast, Accurate and Effective Shipment Pricing*