

White Paper

Smart Customers Make Informed Buying Decisions.

SUPPLY CHAIN'S NEW COMPETITIVE ADVANTAGE

There is a huge opportunity for leading companies seeking improved supply chain visibility that will enable better collaboration with trading partners, significantly reduce costs, and improve overall supply chain efficiency.

Companies now recognize that the trailer yards, where trailers and shipments are dropped, are the last mile of the visibility gap in the supply chain. While corporations have made significant advances with their transportation (TMS) and warehouse management systems (WMS), they now realize that without real time, accurate trailer and shipment status information across their facilities, these companies cannot gain full value for these TMS and WMS investments.

While enterprises do leverage EDI to collect and share trailer and shipment information, EDI does not address the inaccuracy of information manually entered by workers. Additionally, most EDI systems operate in batch mode and represent a significant information delay across the supply chain. It is typical for EDI updates to arrive long after trailers do. And, according to the Gartner Research Group*, this information delay can be as long as 24 hours.

Further, the average trailer shipment, between one facility to another facility, takes three days. Of that shipment time, over two-and-a-half days (80%) is spent in the yard idle, either empty or loaded. These loaded shipments represent idle inventory. Also, this idle time is the result of trailer status information delays and information inaccuracies along the supply chain.

Without real time yard management, the actual arrival and departure times of trailers, locations in the yard, and load status are not properly tracked -- the entire supply chain is adversely impacted at each facility within the distribution chain. Errors and inaccurate information are repeated throughout this chain. A late shipment or a misplaced trailer in the yard will impact all warehouse and transportation plans managers have in place. Delayed shipments can result in poor customer service, and they further impact the operation at the destination facilities.

PINC Solutions developed the first passive RFID based Real-Time Location Systems (RTLS) for precise yard management and supply chain visibility. PINC's advanced yard management and supply chain visibility solution, Yard Hound™, was designed for quick deployment, ease of integration with other enterprise and supply chain systems, lowest total cost of ownership (TCO) and rapid time to benefit.

By enabling real time visibility for all participants of the supply chain, manufacturers, retailers, third-party logistics companies and carriers all gain visibility of their trailers and shipments across the supply chain. This visibility results in higher efficiency, velocity, and reduced costs. PINC provides the necessary visibility that will accelerate and compress your supply chain end-to-end activities, increasing productivity while reducing product inventory, reducing trailer fleet assets, and detention and demurrage costs. The solution is now widely deployed in yards across North America where the productivity gains and cost reductions enabled by PINC have been proven and confirmed with a typical payback time of 6 to 9 months.

*Chad Eschinger, Dwight Klappich, "Lessons Learned from the 2011 Gartner Supply Chain Management User Wants and Needs Study.", Gartner Inc., 2011, p.5, p.7.

DEPLOYMENT

PINC Solutions' advanced yard management and visibility solution standard deployment time is 8 weeks or less. The deployment includes hardware installation, product customization, and training. PINC is a one-stop solution for customers with 24-7 customer care and three nines (99.9%) availability. The system was designed with a very light and reliable hardware footprint, and architected for rapid installation in less than one week.

As a Software-as-a-Service (SaaS) solution, very minimal support is required by IT teams. Additionally, because the system does fit into existing processes, training is straightforward and can typically be completed in a single afternoon. with extended online training support and 24 x 7 customer care. PINC Solutions' industry leadership ensures our clients gain the benefit of a large install base with best in practices to optimize our customers' operations. Once the system goes live, PINC Solutions' Customer Care Team provides 24 x 7 support connected to make sure that our clients are getting maximum value from this investment.

INTEGRATION

PINC Solutions understands how important it is for organizations to have access to accurate real-time information and to be able to share this information cross functionally within the enterprise and among trading partners. Ease of integration is built into PINC's open architecture. PINC Solutions is also SAP® Extended Warehouse Management (SAP EWM) certified and has integrated with a number of different systems, including other warehouse and transportation management solutions.

ROI and PAYBACK TIME

Real-time visibility and management of these assets can both accelerate and compress the supply chain, providing companies a reduction in trailer assets, inventory and in the associated carrying costs. These benefits include better inventory turnover through efficient trailer and shipment management. The thousands of trailers sitting in distribution centers, warehouses, and plants yards represent millions of dollars of idle inventory. PINC Solutions advanced yard management typical payback time is 6-9 months and provides a full range of benefits and cost reduction opportunities such as

- Reduce days on hand by as much as 14%
- Reduce detention/demurrage costs 20%-100%
- Reduce trailer fleets by as much as 25%
- Increase resource utilization/productivity 20%-50%
- Increase communication/productivity improvements of 30%-50%
- Reduced in the associated fuel & operating expenses 20%-25%
- Increased visibility across all plants and/or distribution centers to remove one (1) day of inventory

With better speed, control, and productivity, PINC customers are able to improve customer services, reduce inventory level, improve on-time delivery through on-time departure, and improve sustainability efforts by reducing fuel and carbon footprint.

For more information, please visit PINC Solutions' website and watch our most recent webcast featuring Gartner's analyst and VP of Research, Dwight Klappich at www.pincsolutions.com.

PINCSolutions

PINC Solutions is North America's leading supplier of supply chain visibility and advanced yard management solutions with Fortune-500 customers in the manufacturing, retail, logistics, and transportation sectors. PINC has pioneered the development of cost- effective RTLS using passive RFID technology that minimizes capital investment required in the infrastructure. PINC's award-winning products are designed with a scalable architecture for businesses of any size, and are expandable with modular components as customers needs grow. Available as turnkey solutions and delivered through a Software-as-a- Service (SaaS) model, these systems have proven their value through immediate efficiency improvements in customers daily operations, typically generating positive ROIs in less than a year. To learn more about PINC Solutions, please visit www.pincsolutions.com.

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