

*Ongoing measurement of the savings your initiatives generate and targeted opportunities to manage additional costs out of your supply chain.*

## Overview

Managing and reducing your transportation costs isn't all about lowering your rates. How your shipping locations and vendors choose to ship; via what mode, carrier and frequency typically is the largest single opportunity to improve your "transportation yield".



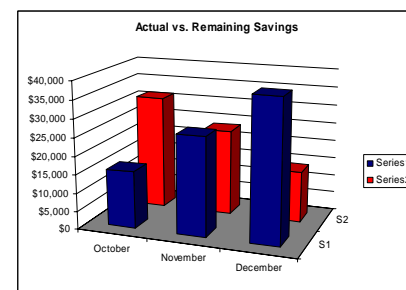
Simplified's **TrueYield™** service is designed to compare your actual practices against "your best case practices". You have negotiated rates published routing guides on how and where to use your selected carriers. What happens when your people or vendors do not follow these instructions? What if your TMS is not up to date or has erroneous data in it? The answer is you spend more than you should or planned for. Our **TrueYield™** service quantifies this "excess cost" on a per shipment level and identify the preferred method which should have been utilized. Our services are frequently used to measure the savings of new initiatives (like centralized rate negotiations) as well as quantify the remaining opportunity to be realized through operational changes.

## Process and Deliverables

- Works in conjunction with any internal or external freight payment system
- Re-rating to generate – prior year cost, current best practice, actual and potential savings
- Carrier Compliance Reporting
- Vendor Routing Compliance and Chargeback creation
- Mode selection verification and excess cost calculation
- Service based least cost comparison for additional savings opportunities Actual Savings calculations to prove your savings initiatives
- Weekly "Top 10 List" of highest value change opportunities
- Lost consolidation opportunities based upon defined service requirements
- Vendor specified routing report - identifies your excess cost in using your vendors preferred carriers.

## The Big Picture

Period	Historical Cost	Dollars Paid	Realized Savings	Excess Cost	Total Savings Opportunity	Realized % of Savings	Actual Yield %
October	\$312,416	\$296,796	\$15,621	\$31,242	\$46,862	33%	5%
November	\$336,917	\$309,964	\$26,953	\$23,584	\$50,538	53%	8%
December	\$351,334	\$312,688	\$38,647	\$14,053	\$52,700	73%	11%
Quarterly	\$1,000,668	\$919,447	\$81,221	\$68,879	\$150,100		



## The Bottom Line

Simplified's **TrueYield™** service has been utilized by shippers nationwide to close the gap between opportunity and actual bottom line savings. Coupled with our **TrueRate™** decision tool clients have been able to transform opportunity into operational change generating bottom line savings.

**Simplified's TrueYield™ Reporting allows you to closely monitor progress of compliance to fully maximize the yield of your supply chain savings**

Division Summary Savings Report  
By Month  
Report 910



1/10/04

Month	# Bills	Weight	Historical Amount	Dollars Paid	Optimal Cost	Realized Savings	Excess Cost
Div 1 Oct	598	402,050	\$74,980	\$71,856	\$65,607	\$3,124	\$6,248
Div 1 Nov	618	423,692	\$80,860	\$75,469	\$69,424	\$5,391	\$6,045
Div 1 Dec	648	454,896	\$84,320	\$76,591	\$74,012	\$7,729	\$2,579
Div 2 Oct	1071	720,339	\$134,339	\$125,747	\$108,564	\$8,592	\$17,183
Div 2 Nov	1108	759,114	\$144,874	\$131,817	\$115,562	\$13,057	\$16,644
Div 2 Dec	1161	815,022	\$151,074	\$129,818	\$119,142	\$21,256	\$11,316
Div 3 Oct	822	552,819	\$103,097	\$99,192	\$91,382	\$3,905	\$7,811
Div 3 Nov	850	582,576	\$111,183	\$102,678	\$96,782	\$8,505	\$895
Div 3 Dec	891	625,482	\$115,940	\$106,278	\$105,480	\$9,662	\$158
Overall Oct	2491	1,675,208	\$312,416	\$296,796	\$265,554	\$15,621	\$31,242
Overall Nov	2576	1,765,382	\$336,917	\$309,964	\$286,380	\$26,953	\$23,584
Overall Dec	2701	1,895,401	\$351,334	\$312,688	\$298,635	\$38,647	\$14,053

## Division Summary Savings

Monitor divisional compliance across the entire company. This report will outline the "Realized Savings" (actual savings achieved as well as "Remaining Savings" (Potential savings left on the table) to give you a snapshot of areas of improvement company wide.

## Monthly Carrier Compliance By Division

Monitor carrier compliance across the entire company broken out by individual locations or divisions. This report will outline the "Realized Savings" (actual savings achieved as well as "Remaining Savings" (Potential savings left on the table) by individual locations or divisions to help you drill down to the slower complying divisions to help speed up the yield process.

Division Carrier LTL Compliance



1/10/04

Report 913

Carrier	# Bills	Weight	Historical Amount	Dollars Paid	Optimal Cost	Realized Savings	Excess Cost
<b>Division 1</b>							
PJAX	65	24,199	\$ 4,853.98	\$ 4,238.95	\$ 4,253.50	\$ 615.03	\$ 20.50
Roadway Express	2	983	\$ 283.88	\$ 263.44	\$ 216.50	\$ 20.44	\$ 46.94
USF Red Star	81	35,664	\$ 5,693.99	\$ 5,244.67	\$ 5,133.84	\$ 449.32	\$ 110.83
Ward Trucking	26	14,699	\$ 2,468.73	\$ 2,046.12	\$ 2,007.62	\$ 422.61	\$ 38.50
Yellow Freight	42	39,207	\$10,386.64	\$ 9,201.01	\$ 9,173.83	\$1,185.63	\$ 27.18
<b>Total</b>	<b>216</b>	<b>114,752</b>	<b>\$23,687.23</b>	<b>\$20,994.19</b>	<b>\$20,785.29</b>	<b>\$2,693.04</b>	<b>\$ 243.95</b>
<b>Division 2</b>							
Oak Harbor Fgt	22	9,010	\$ 2,643.10	\$ 2,221.23	\$ 2,079.41	\$ 421.87	\$ 141.82
Roadway Express	21	24,190	\$ 6,945.60	\$ 6,771.04	\$ 5,088.86	\$ 174.60	\$1,682.15
Yellow Freight	24	40,841	\$12,530.93	\$11,215.34	\$10,982.80	\$1,315.59	\$ 232.54
FedEx Freight West	36	24,585	\$ 5,050.41	\$ 4,259.64	\$ 4,559.15		\$ 78.96
GI Trucking	1	2,069	\$ 226.29	\$ 699.63	\$ 248.39		\$ 451.24
<b>Total</b>	<b>104</b>	<b>100,715</b>	<b>\$27,396.35</b>	<b>\$25,166.85</b>	<b>\$22,958.61</b>	<b>\$1,912.06</b>	<b>\$2,586.71</b>

LTL Opportunity for Improvement



1/10/04

Report 950

Carrier	Div	Pro Number	Destination	Dollars Paid	Optimal Cost	Carrier	Realized Savings	Excess Cost
SEFL	007	696091364	Miami, FL	\$614.18	\$506.43	SUTV	-\$195.42	\$107.75
HMES	006	58781218	Cape, MO	\$678.36	\$344.45	SERJ		\$333.91
HMES	006	58781216	Medina, OH	\$558.05	\$354.58	SERJ		\$203.47
V I K N	002	799324066	Woodland, CA	\$699.63	\$248.39	YFSY		\$451.24
RDWY	002	8217990029	Westlake, OH	\$859.73	\$491.27	SERJ	-\$137.15	\$368.45
RDWY	002	8217964244	Springfield, OR	\$418.55	\$220.77	OAKH	-\$147.95	\$197.78
RDWY	002	8217983346	Harvard, IL	\$428.11	\$244.64	SERJ	-\$ 65.30	\$183.47
RDWY	002	8217983364	Jonesboro, GA	\$355.52	\$203.16	SERJ	-\$ 54.25	\$152.36
MTRG	002	0319924821	Pocatello, ID	\$298.17	\$156.35	OAKH	-\$120.36	\$141.85
RDWY	002	8217963373	Harvard, IL	\$284.18	\$182.39	SERJ	-\$ 43.35	\$121.79
<b>Grand Totals</b>				<b>10</b>	<b>\$5194.48</b>	<b>\$2932.43</b>	<b>-\$763.80</b>	<b>\$2262.05</b>

## LTL Opportunity for Improvement

This report is the "TOP TEN" savings opportunities for the period being reviewed. This allows to quickly locate high potential savings opportunities missed to quickly adapt and capture future yield.