

## Transportation & Logistics Management



## JDA Software: Synchronizing Supply Chain Execution with Complete Visibility into Inventory, Costs and Performance



Companies are achieving optimum supply chain execution by effectively managing their complex, demand-driven logistics networks.



# Achieving Real Results

## Sample of JDA's Transportation & Logistics Management Customers

**Why have companies worldwide relied on JDA's Transportation & Logistics Management solutions for nearly 25 years? Real Results. Fast.**

**JDA Software helps the world's leading companies achieve supply chain success through integrated transportation and logistics processes. The following are some of the real results that our customers have achieved by leveraging JDA's proven Transportation & Logistics Management solutions\*:**

- Improved service levels including on-time delivery by 20-40 percent
- Reduced order cycle times by 50-75 percent
- Improved transportation asset utilization by 5-20 percent
- Improved available transportation capacity by 20-40 percent
- Reduced total freight expense by 3-20 percent
- Improved productivity by 30-40 percent
- Increased sales up to 25 percent
- Improved inventory turns and reduced inventory carrying costs
- Reduced average cost per load by 18-20 percent
- Decreased carrier turn-down rate by as much as 40 percent
- Reduced transportation rates by 3-10 percent
- Reduced overall transportation costs by 10-20 percent
- Reduced duration of carrier bids from months to weeks
- Improved customer fill rates by 20-30 percent
- Reduced cost to serve by 5-10 percent
- Improved in-stock position by 5-35 percent
- Reduced lead and cycle time by 25-75 percent
- Reduced inventory levels by 10-12 percent
- Improved inbound freight capacity from 55-75 percent
- Enhanced visibility into freight run rates, inventory and financial/efficiency key performance indicators
- Synchronized communications throughout the supply chain
- Improved carrier negotiations and relations
- Improved forecast accuracy
- Achieved full ROI in 10-12 months
- Grew business by 25 percent in one year

\* Represents actual results realized by JDA customers.

Academy Sports & Outdoors, Ltd.  
C&S Wholesale Grocers, Inc.  
Campofrio Alimentacion SA  
Canadian Tire Corp Ltd.  
CAT Logistics  
Cemex  
Chatham Steel Corporation  
ConAgra Foods, Inc.  
Cooper Tire & Rubber  
DHL Solutions  
DSC Logistics  
Federal-Mogul Corporation  
Frito Lay  
Giant Eagle, Inc.  
Gordon Food Service Inc.  
Haworth, Inc.  
Henkel Iberica SA  
HNI Corporation  
Hormel Foods Corporation  
Hub Group Logistics  
J.M. Huber Corporation  
James Hardie Building Products Inc.  
JC Penney  
Johnson & Johnson Sales and Logistics Co, LLC  
Kimberly-Clark Corporation  
Landstar Logistics, Inc.  
Loblaws Companies Limited  
Lowe's Companies, Inc.  
MasterBrand Cabinets, Inc  
McCormick & Company, Inc.  
Michaels Stores  
OfficeMax Inc.  
Pactiv Corporation  
Penske Logistics  
Pepsico  
PetSmart  
Pfizer Inc.  
Procter & Gamble  
QVC  
RadioShack Corporation  
Rite Aid Corporation  
Ross Stores, Inc.  
Ryder Integrated Logistics  
Sara Lee Corporation  
Save Mart Supermarkets  
Schreiber Foods Inc.  
ShopKo Stores, Inc.  
Staples, Inc  
SUPERVALU INC.  
SYGMA Network, Inc.  
The C.F. Sauer Company  
The Goodyear Tire & Rubber Company  
The Schwan Food Company  
The TJX Companies, Inc.  
Tibbitt & Britten  
Tree of Life, Inc.  
Unilever Brasil Ltda  
United Biscuits (Holdings) Plc  
USF Logistics  
UTi Worldwide  
Wakefern Food Corporation  
Winn-Dixie Stores, Inc.



# Visibility, Flexibility & Control

## Challenge: Driving Profitability in Today's Complex Global Market

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Fundamentally, the role of transportation and logistics management is simple: get the right product to the right place at the right time and at the lowest cost. Competition in terms of transportation and logistics depends on speed and intelligence – making the best decisions, quickly turning decisions into action and monitoring the operation every step of the way to deliver the superior service customers expect. Achieving this objective is no small feat in today's complex global environment. Companies are under intense pressure now more than ever to streamline their operations and overcome unprecedented economic, environmental and industry challenges while still satisfying the ongoing expectations of a rapidly evolving customer base.

Additionally, global trade is significantly rising – depleting fuel and energy resources, lengthening and straining supply chains and ultimately inflating overall supply chain costs. Companies must navigate supply chain bottlenecks and higher freight costs because of network congestion, uncontrollable delays and longer transit times. In addition to offsetting increasing costs, companies now also face progressively stringent security and governmental regulations, as well as global pressure to reduce emissions by making their operations greener. Confronted with these and many other challenges, how can organizations strategically streamline their transportation and logistics processes to maximize supply chain efficiencies, customer satisfaction and profit margins?

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“For a consumer goods sector in Mexico that has 13,000 shipments, 18,000 lanes and 1,500 locations, JDA Transportation Modeler helped us to define the baseline and identify consolidation opportunities. In this particular case, we found 7 percent savings directly attributed to better optimization, better use of vehicles and stops per vehicle. We found that once you create a baseline and let JDA Transportation Modeler apply specific business rules, the biggest savings occurred.”

*Lucas Vaquero  
Transportation and Logistics,  
DHL-Exel Supply Chain*

## Solution: Achieving Real Results with Proven Transportation and Logistics Management

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For nearly 25 years, JDA Software has led hundreds of on-premise, licensed deployments of our world-class, integrated Transportation & Logistics Management solutions at some of the biggest names in retail, manufacturing and wholesale distribution. Our customers have reported the real results needed to strategically advance their multi-modal, global logistics networks, including reduced costs, maximized efficiencies, improved service levels and increased profit margins.

Featuring a broad footprint, rich functionality and unparalleled scalability, JDA's comprehensive solutions effectively manage the entire closed-loop transportation process – from long-range strategies and operational planning to day-to-day execution. Whether looking to improve the design of your network, procurement strategies, business constraint-based planning and optimization, shipment visibility, payment and billing or performance analysis initiatives, JDA's integrated yet modular solution set is easily configurable to meet your current and future needs. Providing keen logistics optimization and demand-driven supply chain visibility, JDA empowers you to boost profits and shareholder value by significantly reducing costs, streamlining productivity, improving customer service and enhancing trading partner collaboration.

## Positively Impacting Your Demand-Driven Supply Chain

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To truly achieve demand-driven operations, companies must have keen insight into consumer demand and understand the impact that their decisions have on their supply chains. Though simplistic, this objective is often difficult to attain. JDA's Transportation & Logistics Management solutions can help your company reach this ultimate goal while still delivering the traditional benefits you expect, including lower freight costs and improved asset utilization. To create unparalleled high-velocity flows of materials and information, logistics constraints must be accommodated further upstream in the supply chain planning process – such as during initial master or replenishment planning and order promising activities – rather than being viewed after the fact as constraints that must be overcome in order to meet the master plan. With a logistics component in every phase of your supply chain, JDA solutions empower you to implement transportation and logistics planning processes that are driven by consumer demand and replenishment policies.





# Optimal Transportation Efficiency

# High-Speed ROI

You can also exploit valuable information captured during order-transaction execution to more rapidly respond and adapt to constantly changing operational, market and environmental realities. With real-time visibility into your physical supply chain combined with historic performance intelligence, you and your partners can make precise decisions throughout your strategic, operational and execution processes.

## Controlling Costs and Streamlining Productivity

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Time is money. JDA Transportation & Logistics Management solutions automate and streamline your business processes, thereby significantly reducing administrative and operating costs while increasing productivity and visibility. Providing standardization throughout your procurement, planning, execution and freight audit processes in addition to centralizing logistics visibility, JDA's easy-to-use solutions quickly capture and distribute accurate information to sharpen decision making across your supply chain. By automating day-to-day tactics, JDA reduces the need for manual user overrides, resulting in considerable time and monetary savings. Empowering you to manage processes via user-defined exceptions and constraints, the solutions automatically detect and resolve all straightforward issues, only requiring intervention and stakeholder notification on unique exceptions. You will be able to reallocate resources to more value-added activities that create profitability for your company.

## Leveraging Logistics to Support Profitable Growth

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Leading shippers and service providers alike are leveraging transportation and logistics operations as a key strategic weapon to gain a competitive advantage and improve profit margins by determining the best mix of business to yield the highest profits. These market leaders are combining the best people, processes and technologies to create centralized logistics groups that offer services to both internal and external customers. Such companies are focusing not only on cost reduction but are also concentrating on service-level performance and the strategic importance of logistics in creating shareholder value. For multi-divisional enterprises, managing logistics in a centralized shared-services environment can deliver significant value, and the JDA transportation and logistics solutions provide the industry-leading capabilities you need to drive profitable growth in your organization.

## Improving Trading Partner Relationships with Effective Collaboration

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Maximizing supply chain efficiencies and delivering world-class services require effective trading-partner collaboration. Beyond classic shipment execution, JDA Transportation & Logistics Management strategically fosters partner relationships to dramatically reduce purchasing and expediting costs plus improve service levels and in-stock positions. Leveraging Web-based technologies, JDA enables you to electronically share and control detailed purchasing, ordering, shipping and delivery information in real time with your vendors, service providers, brokers and customers. You can easily analyze partner performance to continually improve relations and results – from carrier capacity and asset utilization to fill rates, order cycle times, lead times and more. With order-to-delivery visibility and collaboration, the optimum balance between trading partner service requirements is easily achieved.

## Flexible Deployment Models

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Chief information officers today are challenged to prioritize projects and ensure alignment with corporate goals and objectives. Although advanced transportation management solutions are among the fastest-growing applications proven to deliver significant return on investment (ROI), transportation executives are competing with a long line of other business teams all demanding resources. And faced with tighter budgets and maxed-out internal resources, transportation applications may not make the cut when monetary allocations are made.

JDA is pleased to offer our Transportation & Logistics Management solutions through flexible deployment models to meet your current and future needs. We have combined our extensive domain knowledge and real-world experience to deliver a flexible yet preconfigured transportation management solution offered through a hosted, managed service. Your company can realize a lower overall total cost of ownership by eliminating the hefty initial capital investment and costs associated with software, maintenance, network and infrastructure upgrades, as well as reducing specialized IT staffing needs.

Your team will be empowered to focus on what they do best while JDA leads accelerated delivery and ongoing solution management with the flexibility to scale from the simplest, regional logistics network to the most complex, multi-modal global network.

## JDA Delivers Integrated Transportation and Logistics Capabilities that Maximize Profit, Supply Chain Visibility and ROI

Requirements	JDA Capabilities	Benefits
<b>Logistics Network Design &amp; Optimization</b>	<ul style="list-style-type: none"> <li>Provides multi-modal, multi-echelon logistics network design</li> <li>Optimizes based on actual costs, distances and service levels</li> <li>Qualifies modal tradeoffs with service level requirements</li> <li>Honors private fleet and third-party carrier volume requirements</li> <li>Easily evaluates multiple business scenarios to determine optimal transportation policies</li> <li>Provides an optimization engine that is consistent with the daily planning engine to ensure realization of anticipated results</li> <li>Develops green network strategies</li> </ul>	<ul style="list-style-type: none"> <li>Reduces transportation expense through efficient network design</li> <li>Offers rapid time-to-value enabled through flexible strategic decision-making tool</li> <li>Ensures profitability of owned assets through benchmarking and engineering studies</li> <li>Enables rapid adaption to changing business needs</li> </ul>
<b>Logistics Sourcing &amp; Contract Management</b>	<ul style="list-style-type: none"> <li>Manages online rate/capacity bidding, plus carrier-contract management</li> <li>Considers expressive bidding, accessorial charges, carrier capacities and rates</li> <li>Provides robust bid optimization and awarding scenario analysis</li> <li>Standardizes transportation procurement processes</li> <li>Enables 24/7 access to RFQs</li> <li>Integrates awarded contracts to planning/payment functions</li> <li>Provides environmentally friendly, paperless contract management process</li> </ul>	<ul style="list-style-type: none"> <li>Speeds bid cycle times</li> <li>Improves capacity availability</li> <li>Reduces contracted rates and freight expenses</li> <li>Minimizes rate increases</li> <li>Controls transportation, administrative and incremental costs</li> <li>Enhances carrier relationships</li> </ul>
<b>Collaborative Capacity Management</b>	<ul style="list-style-type: none"> <li>Aligns transportation forecasts with demand and supply</li> <li>Enables carrier collaboration</li> <li>Manages online capacity sourcing</li> <li>Considers promotional and seasonal impacts on capacity requirements; quickly reacts to causal factors</li> <li>Identifies potential capacity bottlenecks</li> <li>Integrates capacity commitments to carrier assignment functions</li> </ul>	<ul style="list-style-type: none"> <li>Improves cycle time, on-time delivery and service levels</li> <li>Optimizes capacity availability</li> <li>Decreases carrier turn-downs</li> <li>Reduces transportation rates and incremental costs</li> <li>Controls market-driven rate increases</li> </ul>
<b>Freight Order Management</b>	<ul style="list-style-type: none"> <li>Provides real-time, centralized tracking of the entire inbound delivery process</li> <li>Enables supplier collaboration</li> <li>Captures requests for dynamic routing and shipment confirmation</li> <li>Issues electronic routing instructions</li> <li>Provides case-level visibility</li> <li>Manages key vendor compliance milestones</li> <li>Generates VICS- and UCC-compliant shipping documentation</li> <li>Detects and resolves business process exceptions</li> </ul>	<ul style="list-style-type: none"> <li>Increases inbound order visibility</li> <li>Improves lead time and performance</li> <li>Speeds order cycle times</li> <li>Improves service/in-stock levels</li> <li>Advances optimization opportunities</li> <li>Reduces expediting costs</li> </ul>
<b>Load Planning &amp; Optimization</b>	<ul style="list-style-type: none"> <li>Enables multi-site, inbound, outbound and backhaul load planning</li> <li>Provides deep support for private fleet and third-party carrier environments</li> <li>Supports complex, multi-modal planning and optimization</li> <li>Provides advanced carrier selection and load optimization</li> <li>Leverages real business and operational constraints for load planning and optimization</li> <li>Includes optimization for load building and containerization, inventory-sensitive transportation and dock-sensitive routes</li> <li>Includes a robust, interactive planner workbench</li> <li>Provides robust rate management and cost allocation</li> <li>Delivers seamless planning-to-execution transition</li> </ul>	<ul style="list-style-type: none"> <li>Improves asset utilization and service levels</li> <li>Reduces freight expense and incremental costs</li> <li>Decreases carrier turn-downs</li> <li>Increases planner productivity</li> <li>Improves cost-to-serve visibility</li> </ul>
<b>Shipment Execution</b>	<ul style="list-style-type: none"> <li>Automates load tendering and status messaging</li> <li>Supports EDI or Web portal communication</li> <li>Provides multi-modal shipment execution capabilities</li> <li>Includes easy-to-use, configurable carrier interface</li> <li>Provides self-service dock and appointment scheduling</li> </ul>	<ul style="list-style-type: none"> <li>Improves visibility and planner productivity</li> <li>Streamlines partner communication</li> <li>Reduces cycle times and administrative expenses</li> </ul>
<b>Logistics Event Management &amp; Visibility</b>	<ul style="list-style-type: none"> <li>Monitors and manages logistics milestones</li> <li>Manages ad-hoc shipment and order tracking</li> <li>Provides configurable business rules for exception management</li> <li>Detects and resolves business process exceptions proactively</li> <li>Delivers a real-time, centralized view of the entire trading network</li> </ul>	<ul style="list-style-type: none"> <li>Increases inventory in-transit visibility</li> <li>Improves service/in-stock levels</li> <li>Minimizes late orders and costs</li> <li>Improves productivity and communication</li> </ul>
<b>Freight Audit &amp; Payment</b>	<ul style="list-style-type: none"> <li>Provides robust buy-side and sell-side financial management</li> <li>Automates freight audit processes and initiates carrier payments</li> <li>Calculates, audits and validates freight charges against actual shipments/invoices</li> <li>Allocates freight and accessorial charges to the line-item level</li> <li>Supports self-invoicing/match-pay environments</li> <li>Generates detailed freight accruals</li> <li>Measures financial performance against plans</li> <li>Ensures Sarbanes-Oxley compliance and integrates to financial systems</li> </ul>	<ul style="list-style-type: none"> <li>Increases productivity</li> <li>Reduces freight expenses</li> <li>Enhances financial accuracy and compliance</li> <li>Strengthens carrier relationships</li> <li>Reduces administrative costs</li> <li>Improves working capital and cash flow management</li> </ul>
<b>Performance Management &amp; Analysis</b>	<ul style="list-style-type: none"> <li>Measures performance of all transportation and logistics activities</li> <li>Provides scorecards and portals for internal and external teams</li> <li>Enables predefined, customizable reporting/delivery and custom reports</li> <li>Leverages data from external systems</li> <li>Satisfies business reporting requirements without technical support</li> </ul>	<ul style="list-style-type: none"> <li>Increases performance trend visibility</li> <li>Improves service levels and communication</li> <li>Reduces administrative overhead</li> <li>Speeds actionable decisions</li> </ul>

# Transportation & Logistics Management

“The transportation solutions from JDA have helped us serve our customers better by being able to deliver on our lead-time commitment and providing them with accurate information on time. We are able to also monitor our costs. We’ve saved at least \$300,000 for the year, and we’ve brought up our gross profit from 18 percent to 28 percent in some areas.”

*Dena Clemente*  
*Assistant Vice President, Central Resource,*  
*2GO*



## About JDA Software Group, Inc.

JDA® Software Group, Inc. (NASDAQ:JDAS), The Supply Chain Company®, is a leading global provider of innovative supply chain management, merchandising and pricing excellence solutions. JDA empowers more than 6,000 companies of all sizes to make optimal decisions that improve profitability and achieve real results in the discrete and process manufacturing, wholesale distribution, transportation, retail and services industries. With an integrated solutions offering that spans the entire supply chain from materials to the consumer, JDA leverages the powerful heritage and knowledge capital of acquired market leaders including i2 Technologies®, Manugistics®, E3®, Intactix® and Arthur®. JDA's multiple service options provide customers with flexible configurations, rapid time-to-value, lower total cost of ownership and 24/7 functional and technical support and expertise.

Now you can be among the JDA Transportation & Logistics Management customers reporting outstanding results and an unsurpassed customer experience with the following components:

- Transportation Modeler
- Logistics Sourcing & Contract Management
- Freight Order Management
- Transportation Planner
- Transportation Manager
- Freight Audit & Payment
- Shipment Execution
- Fleet Management
- Logistics Event Management & Visibility

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