

MercuryGate TMS

The 800 lb. Gorilla in Transportation Management Systems for 3PLs and Freight Brokers



Invite the gorilla into your business and learn how top performing 3PLs and freight brokers are succeeding.

You'll go ape over the savings and the enormous functionality and flexibility you get by using a TMS that was architected from the ground up to support a logistics business.

The gorilla will show you an end-to-end freight management tool that will support all of your customers, no matter what modes they need. No more monkey-ing around with multiple systems to handle parts of your business. The gorilla will take care of everything! With the rapid pace of change in the industry today, you're going to need the 800 pound gorilla on your side.

- **Support your small, medium and large customers from the same platform**
- **Manage your brokerage business using an internal sales force or nationwide agency model**
- **Manage shipments using any mode (parcel, air, LTL, TL, rail, ocean, intermodal)**
- **Use the most powerful rating engine in the industry**
- **Consolidate across your customer's shipments and modes**
- **Support any geography (domestic and international)**
- **Use multiple margin calculation methods (buy/sell, mgt fees, gain share)**
- **Access the TMS as a Software-as-a-Service (SaaS) or fully deployed**

Primary Features to Support Freight Management & Brokerage Operations

Sell, implement and board new clients rapidly

- Manage customer database with CRM tool
 - Track activities with built-in calendaring function
 - Email reminders to sales staff
- Calculate complex commissions
- Setup default configurations for all customers
- Create templates for different business models
- Establish hierarchy to allow inheritance of configuration

Broker shipments

- Drive coverage of loads using workflow tool (ex. finding trucks, dispatching, tracking deliveries, etc.)
- Interact with load boards with multiple portals
- Add shipments and loads with fast and intuitive UI
- See mileage and maps during load coverage
- Select optimal carrier based on service, rate, and/or route guide
- Create spot quote to designated carriers via email
- Interact with preferred carriers on private bid board
- View heuristics on loads in similar lanes to ID potential carriers
- See public and private board available capacity
- Post uncovered loads to multiple public bid board options
- Execute moves using interactive mapping tools
 - View graphical or satellite map while handling loads
 - Drill into load details from mapped view

Move freight

- Plan and execute both inbound or outbound freight
 - Execute shipments across all modes
 - Manage purchase order or customer order
- Allow multiple shipments with potentially different origins and destination to fulfill each order
- View and consolidate shipments from multiple customers
 - Tender loads to selected carriers
 - Tender via email, EDI, XML, or web service
 - Allow users to click and forget with automated tendering
 - Use exception management to alert users to issues
- Set appointments
 - Manage appointments and dock door scheduling
- Allocate costs to determine margin and profitability

Optimize loads with Mojo

- Optimize and consolidate shipments across customers
- Compare multi-stop truckload to pool locations (cross dock for consolidation or distribution), to continuous moves (multiple pickup and drop) and backhauls
- View and compare detailed results of optimization runs
- Build loads centrally and distribute to operational personnel

Manage international movements

- Communicate electronically to US Customs for exports
- Send 10+2 data to US Customs for imports
- Interact with air, rail and ocean rate schedules
- Create multi-leg/multi-mode shipments with unique services
- Handle multiple currencies
- Print necessary international documents
- Determine landed costs accurately

Track loads

- Access tracking data by any known reference
 - See status within maps
 - Eliminate the need to distribute tracking numbers
 - Track all modes from single place
 - Allow customers, vendors or carriers to access secured data
- Alert users to issues
 - Alert users to late shipments, shipments scheduled to arrive late, stale shipments,
- Allow responsible party to provide update using multiple tools
 - Provide electronic update capability (EDI, XML, etc.)

- Enable collaboration via defined email workflow
- Allow collaboration via online portals and cell phones

Settle Loads

- Allow customer to realize revenue and allocate costs according to preferred accounting practices
- Receive carrier invoice and match to load
 - Provide visibility to rated vs. invoiced amounts
 - Assign general ledger codes to charge details
 - Alert users to exceptions (i.e., incurred accessorials)
 - Manage customers audit process including POD
 - Accept unmatched invoices and rates allowing auditing
- Execute check printing functions to speed payment to carriers
- Enable freight accrual
 - Allow users to define accrual process and manage to charge detail level if needed
- Allow allocation to appropriate parties involved in the load
 - Allocate costs based on items, weight, mileage, etc.
- Use off-the-shelf integration to third party settlement solutions

Invoice customer

- Create and print consolidated invoice
 - Create invoices that span multiple shipments and modes
 - Allow a 3PL to treat multiple shipments as if a single load
 - Allow a load to contain shipments from multiple customers
- Create master invoices
 - Create an invoice statement that shows both simple and consolidated invoices in one statement for a period of time
- Apply general ledger code to charge detail
- Measure profitability of each shipment with cost allocation
 - Warn of unprofitable loads using exception reports
 - Allocate costs by item, stops, weight, mileage, etc.

Manage carriers and rates

- Manage contracts and rates for all modes (Parcel, LTL, Truckload, Air, Rail, Drayage, Intermodal, Ocean)
- Easily add accessorials and line-haul amounts
- Manage carrier information such as contacts, insurance, certifications, locations, preferred lanes, documents, equipment, and authorities with Carma (Carrier Management System)
- Procure capacity and rates for all carriers
- Set up rates for customers
 - Use buy/sell rates, uplift rates, customer facing rates
 - Use Customer profiles to enable uplifts, management fees, and gain share models
 - Use any UOM to rate shipments (volume, length, pieces, units, weight, pallet)
 - Maintain unique customer accessorials vs. those on the carrier contract

Procure rates from carriers and respond to bids from customers

- Set up Bids
 - Identify carriers
 - Create lanes automatically from historical data
- Send email with bid info based on carriers' service areas
- Analyze bid responses to award winners by lane
- Receive RFQ's from prospects and automate response
- Load awarded contracts seamlessly into TMS

Provide transportation intelligence

- Utilize operational reporting
 - Manage day-to-day shipments, financial and resources
 - Create exception reports, audit reports, alerts
- Utilize tactical reports
 - Access transportation spend, accrual reports, missed opportunities, dispatcher key performance indicators (KPI's), carrier KPI's, etc.
- Utilize Strategic reports
 - Roll up reporting with built-in scheduler
 - Understand your transportation spend (by location, division, or any measurable entity)
 - Create a lane analysis, capacity analysis, what-if scenarios