



## TMS for Freight Brokerage

### Finding Trucks Now Made Easier

Truckload brokerage companies are in the business of finding trucks to move freight. MercuryGate takes what are typically manual processes using non-compatible systems and combines them into an easy-to-use integrated solution

*“Success in brokerage and expedite business models are directly correlated to the ability to quickly align customer demands with available capacity that can be easily identified and quickly aligned to our customer requirements.”*

*Corey Bonner, Vice President, Xpress Network Solutions, U.S. Xpress, Inc.*

The MercuryGate TMS provides several systematic ways of finding coverage for a particular load. The first tool allows the user to search historical data to see which carriers did a similar move in the past. The user is able to see what they paid the carrier to do the move as well as what the customer paid.

Carrier	Mode	# Loads	Carrier Average Total	Carrier Average Line Haul	Carrier Average Fuel	Carrier Average Accessorial	Average Distance to Origin	Average Distance to Destination	Carrier Minimum Total	Carrier Maximum Total	Carrier Minimum Line Haul	Carrier Maximum Line Haul	Carrier Minimum Fuel
AAFAB INC	TRUCKLOAD	1	120.00	120.00	0.00	0.00	186.11	394.59	120.00	120.00	120.00	120.00	0.00
BNSF	Rail	7	3140.00	3140.00	0.00	0.00	309.81	435.65	3140.00	3140.00	3140.00	3140.00	0.00
BNSF		1	55.00	55.00	0.00	0.00	0.00	0.00	55.00	55.00	55.00	55.00	0.00
CSK	Rail	1	222.00	222.00	0.00	0.00	0.00	0.00	222.00	222.00	222.00	222.00	0.00
CSXT	Rail	1	444.00	444.00	0.00	0.00	361.99	435.65	444.00	444.00	444.00	444.00	0.00
FLEX TRANSPORTATION LLC	Truckload	2	57.00	57.00	0.00	0.00	274.66	456.37	3.00	111.00	3.00	111.00	0.00
FedEx Ground	Small Package	1	410.22	222.00	66.00	99.00	0.00	0.00	410.22	410.22	222.00	222.00	66.00
JB Hunt	Truckload	1	2167.90	1630.00	537.90	0.00	122.40	463.91	2167.90	2167.90	1630.00	1630.00	537.90
JJTest	Intermodal	1	72.60	7.64	0.00	0.00	186.11	456.37	72.60	72.60	7.64	7.64	0.00
JJTest	Air	2	18.89	18.89	0.00	0.00	298.76	383.39	12.00	25.77	12.00	25.77	0.00
KJL Transport	Intermodal	1	24.00	22.00	0.00	2.00	186.11	456.37	24.00	24.00	22.00	22.00	0.00
Norfolk Southern Railroad	Rail	3	1050.00	1050.00	0.00	0.00	309.81	435.65	1050.00	1050.00	1050.00	1050.00	0.00
Scott Test	Intermodal	1	2038.66	1556.23	482.43	0.00	186.11	456.37	2038.66	2038.66	1556.23	1556.23	482.43
Test Carrier	Air	2	200.00	200.00	0.00	0.00	8.98	280.74	200.00	200.00	200.00	200.00	0.00
Union Pacific	Rail	4	970.00	970.00	0.00	0.00	286.15	449.67	970.00	970.00	970.00	970.00	0.00
Yellow Freight	TL Dry	1	444.00	444.00	0.00	0.00	309.81	492.54	444.00	444.00	444.00	444.00	0.00
Yellow Freight	Truckload	1	4025.00	5464.00	456.00	837.00	44.76	468.01	4025.00	4025.00	5464.00	5464.00	456.00
Yellow Freight	LTL	11	33.88	10.00	1.23	23.36	345.34	143.80	1.00	360.50	1.00	100.00	0.00

**Figure 1: Summary of similar loads within specified mileage of the origin and destination. The user may also select to see detail of those loads as well as carrier and customer rates.**

The second tool allows the user to look at current movements in the system to see if they can leverage capacity they are currently using. The system looks at the current movements in the system and, based on search parameters, displays possible alternatives.

Some brokers manage their carriers in such a way as to identify specific lanes the carrier services with capacity to identify which carriers might perform a certain movement. A carrier may also be chosen simply by a list based on service area, equipment, or other criteria. Once a list of viable carriers has been determined, the system may be used to transmit spot quotes to a carrier or blast a quote out to a list of carriers via email or fax. Finally the broker may setup a private capacity board where carriers may enter loads they are looking for based on where their trucks are currently located. The private capacity board allows the carrier to specify truck availability based on geographic regions or specific locations.

Another use for this type of capacity board is to track available capacity identified over the phone by a carrier. For example, if a carrier is contacted and does not have capacity on the desired lane but identifies a lane or lanes that he does have capacity on then that information may be entered into the private capacity board. This information allows other personnel to see the indicated capacity. The user may then search for needed capacity based on mileage radius from origin/destination, equipment type, and so forth.

Primary Reference	Origin City	Origin State	Origin Zip	Dest City	Dest State	Dest Zip	Weight	Weight UOM	Target Ship (Range)
00003 (MBL)	Cary	NC	27513	Apex	NC	27539	12,800.0	lb	10/16/2008 8:00am-10/16/2008 8:00am
00004 (MBL)	Apex	NC	27539	pittsboro	NC	27312	12,800.0	lb	10/16/2008 2:00pm-10/16/2008 2:00pm
100 (MBL)	COLUMBIA	SC	29201	ATLANTA	GA	30336	25.0	lb	10/01/2008 8:00am-10/01/2008 5:00pm
11046 (BOL)	CHARLOTTE	NC	28201	ATLANTA	GA	30312	25.0	lb	11/16/2008 8:00am-11/16/2008 5:00pm
11050 (BOL)	GAINESVILLE	GA	30501-6911	BRUNDIRIDGE	AL	36010-1026	1,000.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11051 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1,000.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11052 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1,000.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11053 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11054 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11055 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11056 (BOL)	Fuquay-Varina	NC	27526	Winston-Salem	NC	27106	1.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11057 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/17/2008 8:00am-11/17/2008 5:00pm
11058 (BOL)	GAINESVILLE	GA	30501-6911	BRUNDIRIDGE	AL	36010-1026	1.0	lb	10/17/2008 8:00am-10/17/2008 5:00pm
11059 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	10/17/2008 8:00am-10/17/2008 5:00pm
11061 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	100.0	lb	11/20/2008 8:00am-11/20/2008 5:00pm
11062 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	100.0	lb	10/20/2008 8:00am-10/20/2008 5:00pm
11063 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	100.0	lb	11/20/2008 8:00am-11/20/2008 5:00pm
11064 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	10/20/2008 8:00am-10/20/2008 5:00pm
11065 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/20/2008 8:00am-11/20/2008 5:00pm
11066 (BOL)	GAINESVILLE	GA	30501	BRUNDIRIDGE	AL	36010	1.0	lb	11/20/2008 8:00am-11/20/2008 5:00pm

Figure 2: Screen showing loads where a backhaul opportunity exists.

If any of these processes do not yield a carrier, the broker may turn to external systems. Often brokers use many third party tools to seek out capacity. MercuryGate has enabled tools from TransCore and GPSNet. The TMS allows the user to select the search criteria and eliminates the need to re-enter shipment information. Parameters such as mileage from the origin and/or destination, date range, equipment type, and others allow the user to focus just on those carriers with capacity in desired areas. The information returned has the necessary carrier data which allows the user to easily contact the carrier.

Tools are provided by MercuryGate to load the carrier data into the TMS to help reduce keystrokes. Other data returned includes information on where the carrier is willing to go and other useful information. The TMS user may easily switch from one tool to another, looking for the best alternative for the movement they are processing. The enablement of these products alone provides over 100,000 searchable records of potential carrier capacity!

If the broker is unable to find a desired carrier with identified capacity through any of the above methods, the load may now be posted on one or many load boards. MercuryGate goes directly to boards such as TransCore's DAT or Internet Truckstop, two of the industries recognized leaders. In conjunction with these boards, the TMS allows users to post to most of the other boards using PostEverywhere. PostEverywhere enables the user to create an account of boards to post the load or loads to and then the TMS will send all the data about the load to PostEverywhere which will distribute the information based on the profile. PostEverywhere posts to many boards such as GetLoaded. Once the load has been covered and a carrier assigned, the TMS will automatically remove the load from the selected posting boards.

The screenshot shows the MercuryGate TMS interface. At the top, there's a navigation menu with options like Company, Dashboard, Carriers, Contracts, Rate Tables, Rate Shop, Shipments, Add Shipment, Loads, Add Load, Carrier Invoices, Customer Invoices, Code Tables, Split, and Logout. Below the navigation is the MercuryGate logo and the user ID 'technan'. The main section is titled '3Sixty Postings' and contains search filters for Origin (City: Trussville, State: AL, Zip: 35173), Destination (City: Milwaukee, State: WI, Zip: 53202), Pickup Date (From: 12/09/2008, To: 12/09/2008), and Equipment Type (Vans, Standard). A search button is on the right, and it indicates '13 trucks displayed'. Below the filters is a table of results:

Reference #	Carrier	Contact	Phone	Type	LTL	Origin	Allowed Destinations	Comments
DE03ek1K	Fischer Trucking	Allan Fischer	(260) 207-1500	Van	false	Atlanta, GA	ND, MT, WI, OH, KS, NE, MN, MI, KY, SD, IL, IA, MO, IN	empty now
DE03emDg	Jim Ressler Trucking	Jim Ressler	(701) 258-3550	Van	false	Canton, AL	NY, LA, MT, CO, WI, OH, OK, NV, NE, MN, MI, TX, KY, WA, AZ, IL, OR, NM, IN, DE, UT, CA, WY, HI, PA, ND, AR, KS, SD, AK, MO, IA, ID	
DE03ejzm	B.A.H. Express	Kathy Hemmings	(404) 608-1300	Van or Reefer	false	Atlanta, GA	SC, NC, VA, NY, LA, GA, DC, MT, WI, OH, OK, NE, MN, MI, MD, TX, KY, IL, IN, DE, MS, AL, WV, ND, PA, AR, FL, KS, SD, MO, IA, TN	
DE03em2G	Midnite Express, Inc	Lee Skistad	(888) 900-1154	Van	false	Atlanta, GA	LA, MT, CO, WI, OH, OK, NV, NE, MN, MI, TX, KY, WA, AZ, IL, OR, NM, IN, CA, UT, WY, HI, ND, AR, KS, SD, AK, IA, MO, ID	
DE03emN6	Integrated Services Inc	Kevin Creclious	(765) 454-0500	Van	false	Huntsville, AL	ND, MT, WI, OH, KS, NE, MN, MI, KY, SD, IL, IA, MO, IN	
DE03emLB	Integrated Services Inc	Kevin Creclious	(765) 454-0500	Van	false	Lincoln, AL	ND, MT, WI, OH, KS, NE, MN, MI, KY, SD, IL, IA, MO, IN	
DE03ejZ4	R & E Enterprises Of Mankato	Bruce Goodrich	(507) 388-3364	Van, Air-Ride	false	Alabaster, AL	SC, NC, VA, WV, ND, DC, MT, WI, AR, OH, KS, NE, MN, MI, MD, KY, SD, IL, MO, IA, IN	
DE03emED	United Group Intl.	Denko Gurdev	(224) 659-7240	Van w/Team	false	Birmingham, AL	MT, CO, WI, OH, NV, NE, MN, MI, KY, WA, AZ, IL, OR, NM, IN, CA, UT, WY, HI, ND, KS, SD, AK, IA, MO, ID	
DE03ehRm	Morris Trucking	Mike Morris	(612) 232-1984	Van	false	Atlanta, GA	ND, MT, WI, OH, KS, NE, MN, MI, KY, SD, IL, IA, MO, IN	
DE03emDa	American Highway, Inc	Andrew Koczvara	(666) 273-3999	Van	false	Atlanta, GA	KS, MN, WI, MO, MI, IL, IN	EMPTY NOW
DE03ejSL	Taylor Truck Line, Inc	Robert Taylor	(800) 962-5994	Van	false	Atlanta, GA	MN, MI, KY, SD, ND, MT, IL, TN, IA, WI, OH, IN	
DE03em93	Peterson Produce	Mike Peterson	(606) 586-4500	Van or Reefer	false	Birmingham, AL	ND, MN, WI, SD	
DE03em8G	R/W Transport Inc	Jim Mahoney	(630) 424-2474	Van	false	Ardmore, AL		jim

Figure 3: Integration to external capacity boards such as TransCore's DAT makes searching for trucks on common boards quick and easy.

## Tracking

Once the load has been covered, the tender may be sent to the carrier as required. The tender message may be sent via email, EDI, or the carrier may accept/decline via the dashboard portlet. Cascade tendering may be setup where the load is tendered to the first carrier on the list and if the carrier declines the load or does not respond to the load within the predetermined time, the load is automatically tendered to the next carrier on the list. Carrier hours of operations are taken into account when tendering. The TMS measures how often a carrier declines or does not respond and those values may be part of the carrier KPI measurements. If no carrier accepts the load, the load goes into a tender expired status and appropriate users are notified.

Firefox File Edit View History Bookmarks Tools Window Help TMS (Charged) Mon 10:10 AM

MercuryGate TMS with Mojo and more User ID: mgdemo

List Loads

Report Format: Dispatched but not Picked Up Page 1 of 1

Filter: Driver Name <>, Status Not In In Transit, Delivered

All	Primary Reference	Origin City	Origin State	Dest City	Dest State	Status	Carrier Name	Carrier Charge	Target Ship (Range)	Target Delivery (Range)	Driver Name	Driver Phone Number	Tractor Number	Trailer Number
<input type="checkbox"/>	AST11000353 (BOL)	Cary	NC	Charleston	SC	Rated	JB HUNT	624.84	10/22/2008 8:00am-10/22/2008 5:00pm	10/23/2008 8:00am-10/23/2008 5:00pm	Willie Parker	717-761-4033	6543	32467890009988
<input type="checkbox"/>	10/08/2008 02:56 PM Danville, VA (BOL)	CHICAGO	IL	BOSTON	MA	Rated	Werner	890.23	10/08/2008 8:00am-10/08/2008 4:47pm	10/09/2008 8:00am-10/09/2008 5:00pm	Ben Roethlisberger	814-783-5099	77777	78787878
<input type="checkbox"/>	TOP1000999734 (BOL)	Beverly Hills	CA	Charlotte	NC	Booked	Swift	597.21	11/13/2008 10:11am-11/13/2008 4:47pm	11/14/2008 6:00am-11/14/2008 10:00pm	James Harrison	814-878-9833	9999	877765
<input type="checkbox"/>	112403 (BOL)	Gainesville	GA	Hayward	CA	Rated	Schneider National	4,138.20	09/20/2008 7:00am-09/20/2008 10:00pm	09/21/2008 7:00am-09/21/2008 10:00pm	Hines Ward	919-469-8057	763342	65444
<input type="checkbox"/>	steve-testtender (PRO)	Chicago	IL	Canton	MI	Rated	Steve Transport	987.55	08/26/2008 8:00am-08/26/2008 5:00pm	08/29/2008 8:00am-08/29/2008 5:00pm	Mary Christmas	919-565-8788	989999	9899999
<input type="checkbox"/>	07/14/2008 02:38 PM Beverly Hills, CA (BOL)	Irvine	CA	Los Angeles	CA	Rated	Kelly Freight	133.11	07/14/2008 7:00am-07/14/2008 10:00pm	07/14/2008 7:00am-07/14/2008 11:00pm	Fred Timanhalf	919-767-8899	12345	989888
<input type="checkbox"/>	GGPK111202 (BOL)	Gloucester	VA	Indianapolis	IN	Booked	JBHunt	718.97	06/23/2008 7:00am-06/23/2008 10:00pm	06/24/2008 8:00am-06/24/2008 5:00pm	Troy Polamalu	919-888-8788	989988	873344

Filter Selection Submit Count: 17

Figure 4: Screen showing loads dispatched but not yet picked up.

## Invoicing and Accounting

The MercuryGate TMS manages both customer and carrier invoices for the settlement process. Users may generate the customer invoice or combine several invoices onto a statement invoice for payment by the shipper. General Ledger codes (GL codes) may be applied at the charge level detail if desired. Invoices may be printed from the system or a customer may be

Firefox File Edit View History Bookmarks Tools Window Help TMS (Charged) Wed 4:03 PM

MercuryGate TMS with Mojo and more User ID: mgdemo

Add Carrier Invoice

Primary Reference begins: PR# = SCAC = Find Add New

Create Date Between 09/29/2008 And 10/29/2008 21 Loads displayed.

Load	Type	PRO	SCAC	Owner	Status	First Pick-up	Last Drop	Carrier Invoiced	Ship Date
10/08/2008 02:56 PM Danville, VA	Regular		YFSY	Astra Services	Booked	BOTANICAL GARDENS, CHICAGO, IL	WAVES BOSTON, MA	0	
11014	Regular		YFSY	Customer 12	Rated	Baby Depot, Atlanta, GA	X-Border Eagle Pass, Eagle Pass, TX	0	
112407	Regular		HSUD	Top	Rated	Port of Yantian, Yantian, Yantian	Ray Mortemeyer, Fort Smith, AR	0	
112415	Regular		ODFL	Top	Rated	CNPK Charlotte, NC	Beverly Hills Inc, Beverly Hills, CA	0	
112417	Regular		EXLA	Top	Rated	CNPK Charlotte, NC	Steve Shipping Atlanta, GA	0	
115861	Regular	1158951	Top	Incomplete		Sysco Corp 10, Chicago, IL	Destination & Louisville, KY	0	
115937	Regular	1159937	EXLA	Top	Booked	Sysco Corp 32, Ayer, MA	Destination & Denver, CO	0	
8976567587453434	Regular		Top	Pending		Estes1, Cary, NC	Old Dominion Freight Lines, Thomasville, NC	0	
AST11000171	Regular		YFSY	Customer 12	Tender Expired	International Paper, Memphis, TN	Beverly Hills Inc, Beverly Hills, CA	0	
AST11000205	Regular	123456789	YFSY	Astra Services	Delivered	RICKS, PLANTATION, FL	BOBS MACHINE SHOP COLUMBIA, SC	1	10/08/2008
AST11000205-Cancelled-9808	Regular		ODFL	Astra Services	Cancelled	RICKS, PLANTATION, FL	BOBS MACHINE SHOP COLUMBIA, SC	0	
AST11000298	Regular	789456123	YFSY	Astra Services	In Transit	Customer Inc., Miami, FL	ICS Installations Exton, PA	0	10/13/2008
AST11000320	Regular	AST11000320-456	ODFL	Customer 12	Delivered	International Paper, Memphis, TN	Belk, Columbia, SC	1	10/15/2008
AST11000353	Regular		YFSY	Astra Services	Rated	Estes1, Cary, NC	Customer 13 Billing, Charleston, SC	0	
BOL_1234	Regular		SWFT	Top	Rated	Old Dominion Freight Lines, Thomasville, NC	Corporate Express - Aurora, Hanover, MD	0	
BOL_1234	Regular		ARCH	Top	Rated	Mr Magoo, Cary, NC	Systems Specialist, Baltimore, MD	0	
TOP100098888	Regular		Top	Pending		Beverly Hills Inc, Beverly Hills, CA	Mr Magoo, Cary, NC	0	
TOP100098832	Regular		SWFT	Astra Services	Booked	Beverly Hills Inc, Beverly Hills, CA	MIA - Miami Terminal, Miami, FL	0	
TOP100098883	Regular		ARCH	Astra Services	Rated	Ray Mortemeyer, Fort Smith, AR	Transwide, Cary, NC	0	
TOP100098804	Unmatched Invoice		Top	Pending		Mr Magoo, Cary, NC	Beverly Hills Inc, Beverly Hills, CA	1	
steve-098888	Regular			Astra Services	Pending	ALS, Plantation, FL	Mr Magoo, Cary, NC	0	

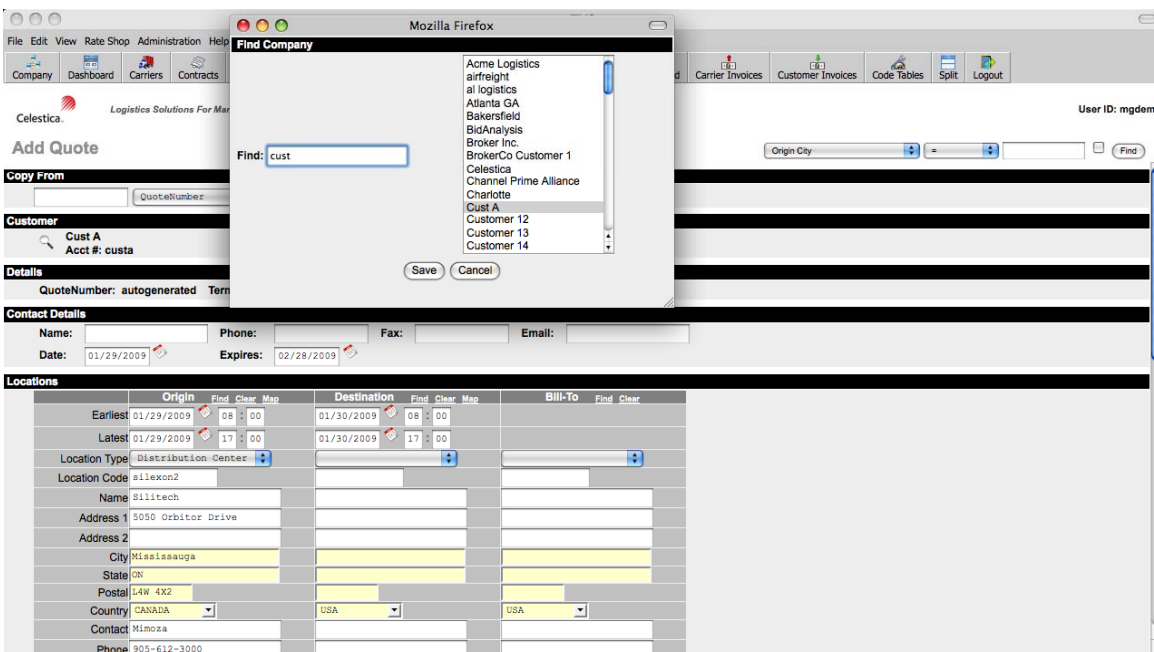
Find: Next Previous Highlight all Match case

Figure 5: Screen showing portlet where the carrier may upload or enter an invoice instead of physically mailing that invoice.

allowed to log into the system via the Internet and view the invoices online. Carrier invoicing usually begins with the receipt of an invoice. The preferred method is to send the invoices electronically but as with all functions, the TMS also provides portlets to allow online data entry by the carrier. Once received, the invoice is matched to a load. If the invoice matches, then the quoted amount is compared to the invoiced amount and discrepancies are displayed to the user. GL codes may be assigned to the charge level details.

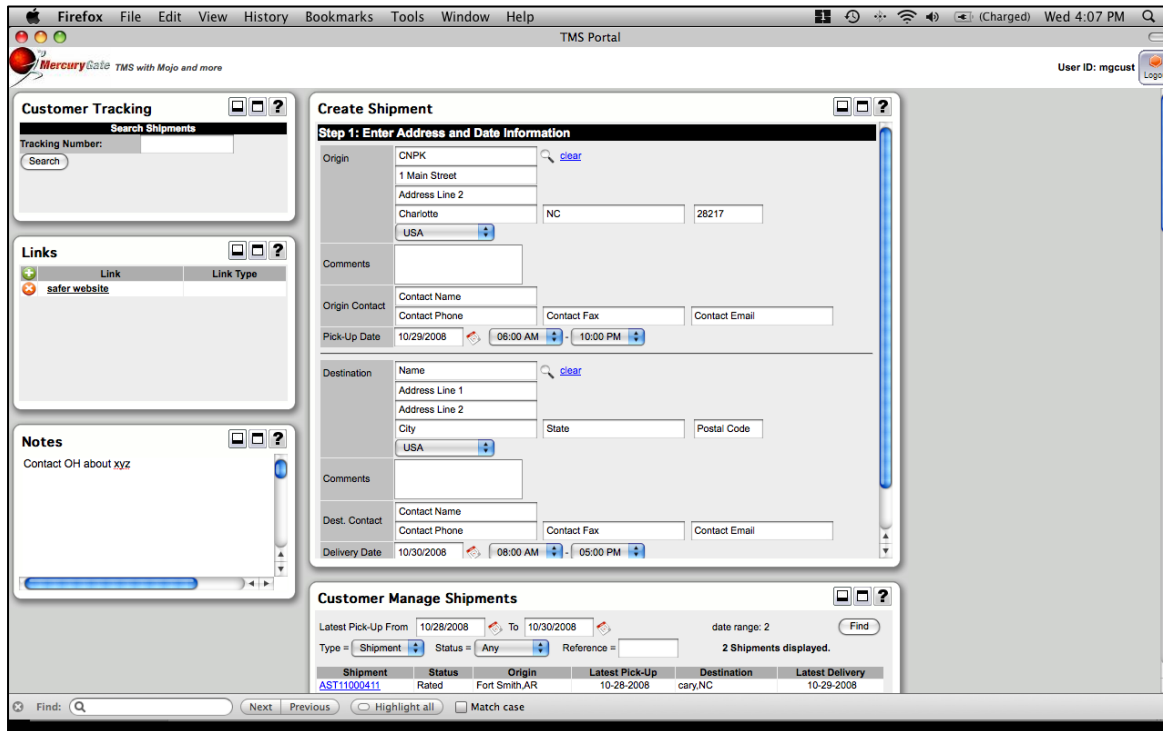
## Customer Boarding and Portals

Of course, there is more to brokerage than simply finding trucks. One of the true differentiators for the MercuryGate TMS is the ability to rapidly board new customers. Clients may be setup on the fly, if desired, enabling the user to simply add a new customer as needed. Others may want a more formal process that includes some vetting of the customer. Either way, templates may be used to facilitate the boarding process by copying configurations, carriers, etc. to the new client to get them up and running quickly. Profile information may be added for each customer that is viewable as loads are being created to ensure that users understand what a given customer may require.



**Figure 6: Selection of the account localizes the call center user to that customer's setup perhaps populating a ship from, item catalog, address book, etc. Customer profile information detailing customer specific data may also be viewed.**

Not only does the boarding process facilitate setting up the customer, it also sets the stage for customer access to their information. Of course, data may be emailed to customers as different statuses are completed. In addition to that basic function is the inherent ability for the customer to log into the TMS. You decide what the customer may see and do. From adding quotes themselves to tracking current loads in the TMS, the customers have controlled access to the data you want them to see. This type of setup often greatly reduces the amount of calls that a broker receives from clients which allows the broker to focus on securing more business - not tracking shipments for existing customers.



**Figure 7: Customer “Create Shipment” (or quote) portlet allows the customer to enter quotes online in an easy-to-use wizard. The wizard steps the user through the quote process quickly and may even be configured to allow the user to auto-book a load (note the portlet may be named whatever name is desired).**

MercuryGate provides a powerful Add Quote wizard that is the industry leader for securing LTL quote business! One MercuryGate customer started out doing 300 quotes for LTL movements a month in the TMS and to date has grown to over 100,000 quotes a month without adding additional resources! The customers do all the work. Each client enters his or her quotes either manually or via electronic data transfer (even spreadsheet uploads). Then select the carrier based on rates and then, if they agree to your terms (if desired), they can then print the BOL and the load is automatically tendered to the carrier. It is that simple!



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