



USER CONFERENCE AGENDA TOPICS

September 14-16, 2008

Hard Rock Hotel Universal Studios

Orlando, FL

Keynote Address Green Transportation in a Sustainable Supply Chain

Our keynote industry analyst will focus on how the idea of sustainability will drive green initiatives throughout the supply chain. The accepted definition of sustainability is the ability of an organization to meet current needs without compromising future generations' ability to meet their own needs. Although the definition is not specific the intent is clear – to reduce a company's carbon footprint. Current industry leaders such as Wal-Mart, HP, DOW Chemical, Whirlpool and others are not only putting in place their own initiatives they are also demanding their suppliers and vendors have demonstrable initiatives themselves. The talk will focus on the issues of industry standards, how to design green into processes, and the key challenges facing both shippers and third party logistics companies. This address will cut through the hype and "green washing" and focus on the real drivers of a green supply chain keeping in mind that being less bad does not mean we are being good.

Mojo Goes Green

One of the obvious ways to reduce carbon emissions is to more efficiently manage your transportation movements. This session will focus on different strategies you can apply with Mojo to cut your carbon footprint by reducing your CO² emissions. Mojo not only shows you how much you save but also demonstrates how the different strategies impact cost. This discussion will include truck movements and ocean container moves. Several customers will give real world examples of how they use Mojo to reduce costs and CO² emissions.

Managing Intermodal Movements

Another way to go green is to use a method of transportation that inherently uses less fuel than truckload movements. Intermodal movements are a great alternative to saving money and reducing the carbon footprint of the supply chain. This discussion will focus on the improvements in the MercuryGate TMS that allow users to more efficiently manage intermodal movements.

Manage your Supply Chain from “Cradle to Cradle”

One of the best ways to ensure a green supply chain is to reduce waste and inefficiencies throughout the fulfillment process. This discussion will focus on a best-of-breed process of integration between an ERP system and the TMS. We will focus on what efficiencies may be gained by closely linking the order process with the transportation management process.

MercuryBid

MercuryBid is ready to help you procure your carriers. See how our workbench will manage your next carrier bidding process from distribution of the Bid to in depth analysis of the responses.

Going Global

Globalization is not simple especially when you consider the issues with quality that China has had recently. This module will look at how MercuryGate in combination with our partner Tradebeam streamlines your international movements. We will demonstrate denied party screenings, commercial invoices, letters of credit, feeds to US Customs, and the list goes on...

Managing your Data and Process

As Adrian Gonzalez of ARC Advisory Group pointed out last year, the data in our industry is not, shall we say, of high quality. This discussion will focus on ways to better control your data and your process improving both your data quality the value of the information you can produce from that data. We will look at ways that customers are reconciling data, managing data messaging, controlling data input, and so forth.

Education Tracks

There will be several education tracks this year focusing on rating and security. The rating sessions will include basic, advanced and new functions across all the modes. This track will allow the attendee to understand how MercuryGate performs rating and the easiest way to manage contracts and rates.

The second track will focus on how to keep your information secure. Roles, permissions, password management, etc. will be covered. Remember – don't share your passwords between users.

Technical Track

The highlight of the technical track will be a technical panel where you get the opportunity to ask questions to the greatest technical minds MercuryGate has to offer!

Managing your Freight Bills

This discussion will look at the best-of-breed processes around freight bill auditing and management. We will focus on how to obtain proof of delivery documents, invoices, and claims.

Controlling your Process

We all know how critical a well defined process is to the overall transportation management function. This presentation will demonstrate how to ensure your users are adhering to that process. We will focus not only on activities and rule sets to control the process flow but also on how to control deviations from the standard process.

Maximizing the Value of your TMS

Ok, so you have implemented the TMS for a while now and you come to our User Conference to hear about all the great things others are doing. So how the heck do you get a chance to do new things? This discussion will look at ways to build continuous improvements into your TMS processes. We will have an open discussion how you continually improve and gain efficiencies using the TMS.

Self-Help

No this isn't a Dr. Phil session. This session focuses on ways to improve the usability of your TMS by creating process-sensitive help screens. The variety of help screen types allow you to build help for the infrequent users and your more frequent user that may be working a unique or customized processes that they perform. We will show some real-world examples as well as look at ways you can jump-start this type of tool.

Product Direction

We truly are a customer-focused company and our product releases demonstrate that commitment. This session allows you to contribute to the product planning and direction ensuring we deliver what matters most to you.

***Registration is now open! Register online at www.mercurygate.com.
Go Customer Support section and click on User Conference!***

Hope to see you in Orlando!

***Conference sessions, meals and entertainment are complimentary.
Travel and hotel costs are the responsibility of attendee.***

***Sessions begin at 8am on Monday, September 15th
and conclude at 6pm on Tuesday, September 16th.***