

SCHNEIDER LOGISTICS™  
Technology powered solutions.

# Schneider Logistics Overview

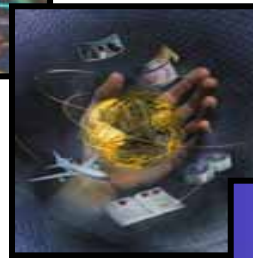


# Schneider Logistics Background

ENGINEERING



BID  
MANAGEMENT



FREIGHT  
MANAGEMENT



APPLICATIONS



PAYMENT



- Wholly-owned subsidiary of Schneider National
- 1993, formalized logistics services offering; 1996, overseas expansion
- Globally active, operating in 38 countries
- 1,200 industry knowledgeable associates
- Pay \$7 billion third party invoices
- Manage \$1.5 billion purchased transportation
- 1,300 contracted and networked service providers
- Over 10,000 electronic trading partners
- 30% compounded annual growth rate

# Logistics Services

## Engineering

- Network Modeling & Optimization
- Inventory Modeling
- Vehicle Routing
- Transportation Analysis
- Process Analysis



## Operations

- Freight Management
- Single Source – Tariff Based Logistics
- Rate Analysis
- On-site Support
- Claims Management
- Warehouse Management



## Procurement

- RFP/Negotiation
- SUMIT CVA™
- Capacity Purchasing



## Applications

- Rating
- Planning & Optimization
- Transportation Manager
- SUMIT CVN™
- Business Intelligence



## Payment

- Rating & Processing
- Account Coding
- ERP Integration
- Claims Management
- Business Intelligence



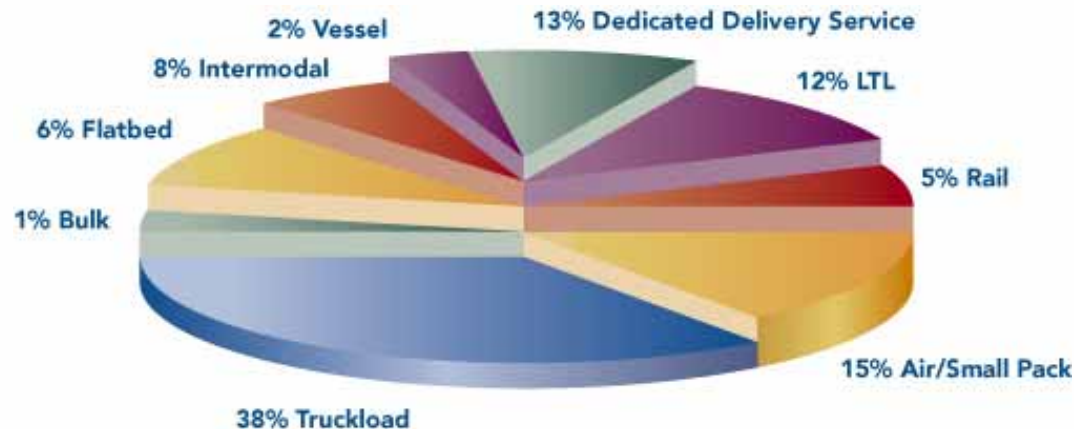
# Freight Management Services

Enabling Collaboration in the Order Lifecycle



# Procurement of Supply Chain Services

- Responsible for identifying and qualifying carriers, negotiating contracts and managing the performance of service providers
- Vast network of highly capable and multi-modal carriers; over 1,300 contract carriers
- Leverage our purchasing power to the benefit of our customers



Manage & purchase over \$1 billion  
in transportation annually

# Purchasing Manager Role Responsibilities

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- Provide Customer with Transportation expertise across all modes
- Develop account purchasing plan with customer
- Initiate and lead RFP's. Lead all service negotiations to meet business needs. Contract Providers.
- Meet with customer and account leader to review results
- Facilitate resolution of carrier service, carrier claims and pay issues
- Develop service provider/carrier relationships
- Hold regularly scheduled carrier meetings as they relate to the carrier scorecard

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**Thank You**

