

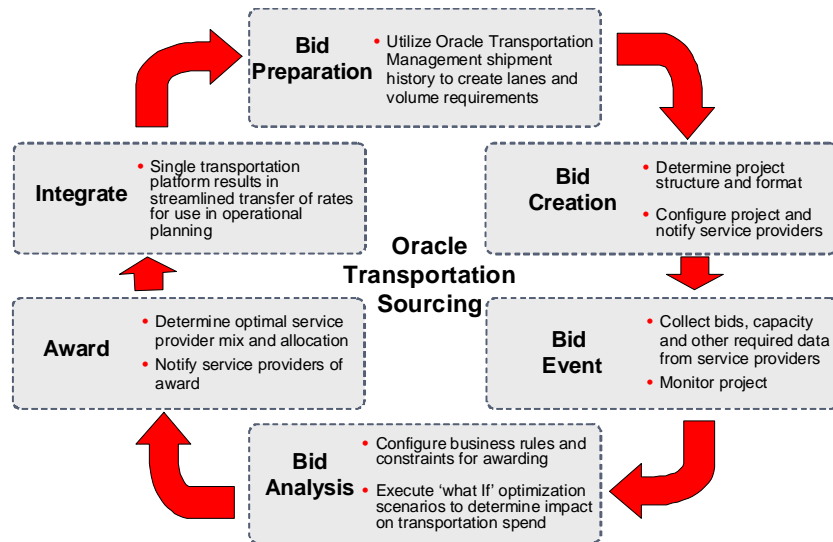
# ORACLE TRANSPORTATION SOURCING

## KEY FEATURES AND BENEFITS

- Utilizes Oracle Transportation Management (OTM) for gathering shipment and lane data
- Intelligently aggregates shipment data into lane and volume information
- Collaborates with logistics service providers on rates, accessorials, and equipment
- Supports multiple rounds, on-line and off-line bidding, bid packages, configurable cost models, and other user-defined criteria
- Supports flexible lane and bid attribute configurations to ensure logistics service providers have the information needed to bid effectively
- Has "What If" scenario analysis functions that determine spend projections and optimal carrier allocations
- Awarded bids are easily activated
- Both tactical and strategic; supporting large periodic bids as well as frequent ad-hoc bids which arise as business conditions change
- Reduce transportation costs by optimizing bid execution and carrier negotiation
- Strategically assess the financial impact of proposed rate changes before they are committed
- Simplify and standardize the bid process for logistics service providers and decrease the procurement life cycle
- Centralize and organize your company's rate data
- Increase supply chain reliability
- Improve logistics service provider relations
- Increase customer service levels

*Transportation managers know from experience that executing a carrier bid can be a tedious and time consuming effort. But more importantly, when managed incorrectly, the process can produce a negative cost and service impact on the business. To mitigate these potential adverse results, Oracle Transportation Sourcing allows users to optimize their sourcing process by providing a single application for your bid-to-plan-to-payment needs. Integrated with Oracle Transportation Management, Oracle Transportation Sourcing offers a streamlined and flexible solution for soliciting and analyzing logistics service provider rates and capacity. It enables and enhances the steps required to complete a bid including; the creation of lanes and their related volumes, the collection and analysis of carrier bids, and the awarding of lanes and rates.*

## The Transportation Sourcing Lifecycle



To fully understand the value that Oracle Transportation Sourcing brings, it is helpful to understand the transportation sourcing lifecycle and the associated steps involved with running a successful, cost effective bid. A sourcing project begins with an effort to gather the necessary lane data to support the bid. With Oracle Transportation Sourcing, this often tedious process is streamlined by utilizing

#### RELATED PRODUCTS AND SERVICES:

Oracle Transportation Sourcing is an option within the Oracle Transportation Management logistics platform. The Oracle Transportation Management system was built to provide a single, complete solution to manage all aspects of transportation and related logistics activities.

The following options are also available with Oracle Transportation Management:

- Transportation Operational Planning
- Transportation Cooperative Routing
- Logistics Inventory Visibility
- Freight Payment, Billing, and Claims
- Forwarding and Brokerage Operations
- Fusion Transportation Intelligence
- Fleet Management

historic shipment data from Oracle Transportation Management. Shipment data can be automatically extracted, previewed and aggregated to support optimal lane and demand definition, saving you the time and costs associated with data collection and cleansing.

Next, when configuring the bid itself, it is important to have the flexibility to create the bid according to your requirements. Oracle Transportation Sourcing provides this flexibility by allowing users to determine exactly what attributes their service providers see and bid on each lane. Users can also define how bids are collected, including components such as capacity, accessorials and/or lane packages.

Once bidding is complete, analysis begins, and being able to determine your optimal service providers and their allocations is vital to your transportation spend. Oracle Transportation Sourcing provides you with the ability to execute ‘what if’ scenarios based on business rules, helping to pinpoint and quantify which elements in each scenario are affecting your transportation budget. Additionally, scenarios provide you with facts needed to carry out unbiased service provider negotiations.

Once the awards have been determined, the process of turning bids into operational rates is simplified by a streamlined conversion process between Oracle Transportation Sourcing and Oracle Transportation Management. This unique approach expedites the process so new rates can be made effective much earlier than in a manual or “black box” sourcing environment.

### **Sourcing’s Value in the Supply Chain**

Sourcing is an integral part of your Transportation Management System as it sets the baseline for carrier and mode selection decisions. Establishing a standardized, repeatable, and automated process for sourcing that satisfies transportation buyer and seller requirements is vital to effectively managing costs year after year.

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