

THE INFORMATION COMPANY

Logistics Technologies for Logistics Service Providers:
Customized, Collaborative Services with a Global Reach

Oracle Transportation Management

In today's highly competitive logistics service provider (LSP) environment, the way to increase market share is by offering the services your customers want—and adding value to their enterprise. It sounds simple, but we all know there's nothing simple about it.

Customer demands change continually. Fast-paced advances in technology raise expectations for real-time information, competitive prices, and flawless service. And with companies doing more and more international sourcing, solutions must perform on a global basis as seamlessly as they have performed on a domestic basis.

The trend toward increased logistics outsourcing among major companies offers LSPs the opportunity to expand their business model to include managing a greater portion of their clients' supply chain. Today, the real challenge is to offer comprehensive, customized services to a diverse customer base without adding overhead and eroding profits.

Are you ready to deliver what your customers want? With Oracle Transportation Management, you are.

Deliver the Services Your Customers Want

Oracle Transportation Management's end-to-end infrastructure offers—for the first time ever—the capability to manage shipment planning and execution within a single integrated solution. From simple domestic trucks to complex, multimodal moves over many geographies, Oracle Transportation Management gives LSPs the ability to plan, optimize, and execute the movement of goods anywhere in the world with improved operational efficiency—at the lowest total cost.

Use Oracle Transportation Management to

- Strengthen customer loyalty and attract new customers with expanded, customized services delivered collaboratively
- Drive down costs through improved operational efficiency, better resource management, and lower transportation expenses
- Increase supply chain velocity by managing all shipments across all modes, legs, and geographies with a single, integrated system
- Expand into new markets with the technology to manage logistics and transportation anywhere in the world
- Increase profit margins by offering higher-value services without adding to operating expenses

The bottom line? With Oracle Transportation Management, you can offer higher-value supply chain services, realize increased profit margins, and deliver the level of service your customers demand.

Increase Opportunities with Superior Technology

At Oracle, we use our transportation and logistics expertise to help LSPs around the world revolutionize their supply chain operations and gain the competitive advantage with our next-generation, Web-based transportation and logistics technology.

Traditional approaches, limited by older technology and less-than-seamless product design, cannot offer the IT infrastructure needed to compete and grow profitably in today's global economy. Oracle answered these challenges by designing Oracle Transportation Management—the most advanced, flexible, feature-rich application of its kind.

- Superior connectivity offers you and your customers real-time data-processing capabilities and the ability to interface with legacy systems.
- Scalability and performance—using Oracle Transportation Management's N-tier architecture—support you and your customers for years to come.
- Branding and personalization options give a customized “look and feel” to the system by allowing you to modify images, logos, and icons. You provide customers with personalized solutions tailored to their unique ways of doing business and give your internal users a system tailored to their operating requirements.

Rapid Deployment

Consider this: There's no longer any need to install special software on your client's desktop. Oracle Transportation Management can be rapidly deployed anywhere in the world without investing in a large communication infrastructure. With just configuration to complete, it's quickly deployable to new customers and contacts.

Access Multiple Services in a Single, Seamless System

Global visibility, business-process automation, and supply chain event management—with Oracle Transportation Management, you improve operational efficiency by providing access to real-time, actionable information for all orders and shipments. Oracle Transportation Management's complete shipment visibility allows you to manage an order from planned shipment to freight-in-transit, through delivery and financial settlement. Then, in the same system, information is seamlessly turned into action by intelligent electronic agents within the application. These agents “listen” for user-defined events, and then alert and (where appropriate) trigger automatic resolutions to issues and events throughout the order lifecycle.

Oracle offers LSPs an entirely new supply chain execution approach to transportation and logistics—a solution designed specifically to accommodate your complex, real-world, multiclient shipping requirements and to give you the competitive advantage with unparalleled levels of customer service. Oracle Transportation Management is the only solution that provides both complete global supply chain visibility and event management in a single application.

Build Collaborative Relationships with Your Customers

Oracle Transportation Management provides a highly flexible technology platform for your multiclient environment. Our Web-native architecture enables interaction among customers, suppliers, and all other involved parties. Customers have 100 percent access to the system's functionality through standard Web browsers. In addition, Oracle Transportation Management is scalable, to support all users in the collaborative supply chain without sacrificing system performance or security. With Oracle Transportation Management, you can

- Make the best choices on rate, route, schedule, optimization, and booking
- Provide track-and-trace and global visibility to all supply chain participants
- Monitor, modify, and replan shipments while freight is in motion
- Operate in a cross-enterprise environment by integrating a customer's suppliers, distributors, service providers, consignees, and internal users in the process
- Service multiple customers using a single instance of the application and its database
- Leverage the power of your logistics information to deliver comprehensive business intelligence to your customers and to your own operation

Get Both Perspectives

As a provider of services that are integral to the operations of multiple customers, your LSP needs to handle orders and shipments from a dual perspective: the internal, or “buy” side, and the customer-facing, or “sell” side.

With Oracle Transportation Management, you can manage a single or consolidated shipment from both perspectives at the same time. You can quote a “total cost” to your customer, while understanding the reciprocal costs from the carriers. These costs are calculated and tracked all the way through the shipment process—from quotation to delivery and financial settlement.

While other solutions may have support for some financial sell-side functions, such as order quoting or accounts receivable billing, only Oracle Transportation Management supports this dual perspective throughout the entire logistics process. You can consolidate operations across customer orders for planning, optimization, execution, and freight payment while maintaining quoting, visibility, and billing processes by customer.

With Oracle Transportation Management, you can provide a full range of integrated services—from transportation management to lead logistics provider. With greater collaboration and control for reduced costs and improved reliability, you improve your customers' supply chain performance. And, because Oracle Transportation Management takes the place of multiple systems, you have fewer applications to purchase, implement, integrate, and maintain—so you reduce your IT infrastructure costs.

Reshaping the Supply Chain Management Process

With an extensive client list—including 100 of the top 250 manufacturing companies worldwide—Exel chose Oracle Transportation Management [formerly G-Log] as its technology partner for its innovative supply chain management initiative. Exel developed its Supply Chain Integrator solution to meet customer demand for expanded services, and chose Oracle to take its solution to the next level and to support its LLP (lead logistics provider) business strategy.

With Oracle, Exel leverages internet technology to meet the challenges of globalization, provide superior visibility, respond faster to inventory movements, and lower logistics costs. Exel customers receive impeccable service, including in-transit shipment planning, proactive shipment status notification, and the ability to re-plan shipments if necessary—all in real-time, via the Web.

Enjoy On-Time Implementation and Fast Time to Value

“Exel has enjoyed a long and successful relationship with G-Log, which has provided technology to support the demanding needs of our global logistics business. Oracle’s acquisition of G-Log signals the company’s commitment to the LSP and transportation software market, and we welcome the increased resources and global organization that Oracle brings to the table. We look forward to working closely with Oracle in driving their LSP and transportation solutions forward.”

Martin Neil

Head of Supply Chain Solutions
Global Information
Technology Solutions
Automotive Worldwide
Exel

“LSPs have been relying on Oracle Transportation Management [formerly G-Log] since 1999 to improve transportation-management processes and provide comprehensive visibility across multiple supply chains. Oracle Transportation Management’s success in the LSP market gives Oracle significant momentum in this space. With Oracle Transportation Management, the name has been changed but the original vision has not been blurred.”

Evan Armstrong

President
Armstrong & Associates, Inc.

Oracle Transportation Management is configurable to your specific operations, which means implementations are delivered in weeks—often months quicker than traditional, legacy transportation management system (TMS) implementations. Oracle Transportation Management offers a high level of configuration flexibility—including user role definition, data content, and logistics order and shipment templates, just to name a few—implemented on a per-customer basis.

Solve your most critical issues first by implementing functionality in phases according to your business needs and customer priorities. With Oracle Transportation Management, you can implement quickly across business units with little organizational change or disruption. And, with the commitment and expertise of our staff, Oracle Transportation Management integrates easily with connecting systems.

Oracle Transportation Management provides a competitive advantage to third-party and lead logistics providers worldwide. Join the leading LSPs who are leveraging the benefits of Oracle Transportation Management today.

CONTACT US

For more information about Oracle Transportation Management, please visit oracle.com/applications/scm/transportation-management or call **+1.800.ORACLE1** to speak to an Oracle representative.



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