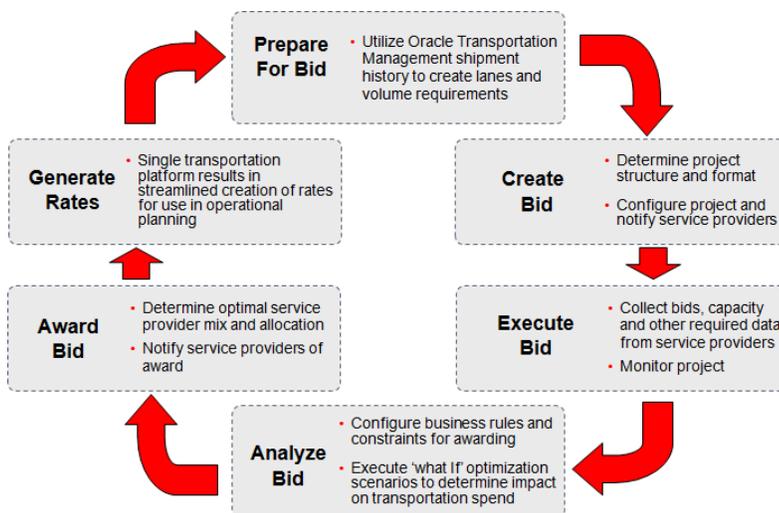


Transportation Sourcing

Transportation professionals know from experience that executing a bid with service providers can be tedious and time consuming. When the bid is managed incorrectly, the process can produce negative results that affect both cost and service. The Transportation Sourcing capability of Oracle Transportation Operational Planning Cloud allows you to optimize your rate management processes by providing a single application that integrates bid-to-plan-to-payment needs and provides rate maintenance capabilities.

THE TRANSPORTATION PROCUREMENT LIFECYCLE

Transportation Sourcing offers a streamlined and flexible solution for soliciting, loading, and analyzing logistics service provider rates and capacity. It streamlines the steps required to complete a bid: generating lanes and related demand, collection and analysis of quotes, awarding, and creation of operational rates. This capability provides a simple and efficient workflow to load and edit rates when updates are required.



Key Features

- Manages negotiations with logistics service providers on rates, accessorial, and equipment requirements
- Utilizes Oracle Transportation Management's historic shipment and lane data to create a bid project
- Intelligently aggregates shipment data into lane, volume, and benchmark cost
- Multiple rounds, on-line and off-line bidding, bid packages, and other parameters
- Flexible lane and bid attribute configurations to ensure logistics service providers have the information needed to bid effectively
- "What If" scenario analysis functions that determine spend projections and optimal resource allocation
- Simplified and streamlined activation of awarded bids

Figure 1. Transportation Sourcing streamlines the carrier bid process

A sourcing project begins with collecting and analyzing the lanes required to support a bid. This process can be tedious, but can be streamlined with Transportation Sourcing by utilizing historic shipment data directly from Oracle Transportation Management Cloud. Shipment data is automatically extracted, previewed and aggregated to support optimal lane and demand definition, saving you the painstaking task of data collection and data cleansing.

Next, when defining the content, it is important to have the flexibility to create the bid according to your requirements. Transportation Sourcing allows users to determine what attributes service providers see and bid on for each lane. Users can also define how bids are collected, by including attributes such as capacity, accessorials or lane bundles.

Once bids are collected, the analysis begins. Being able to determine optimal service provider allocation is vital to your future transportation spend. Transportation Sourcing provides the ability to execute 'what if' scenarios based on business rules such as capacity, service history, scorecard values, volume and spend rules, etc. Executing scenarios offers the accuracy needed to carry out unbiased service provider negotiations, and visibility into cost savings opportunities.

When the awards are determined, turning the selected bids into executable rates is greatly simplified thanks to Oracle Transportation Operational Planning Cloud and Oracle Transportation Management Cloud being part of the same platform. This unique approach expedites the rate creation process so new rates can be made effective much earlier than in a manual or "black box" sourcing environment.

Key Business Benefits

- Decrease the procurement life cycle
- Reduce transportation costs by optimizing bid execution and service provider negotiation
- Strategically assess the financial impact of proposed rate changes before they are committed
- Provide greater spend visibility
- Improve logistics service provider relationships
- React quickly to link and node changes in supply chain
- Centralize and simplify rate data
- Increase supply chain reliability
- Increase customer service levels

Sequence Number	Default Display Name	Display Name	Select	Hidden	Locked	Biddable	Color	Font	Font Style	Save
1	Transaction Code	Transaction Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
2	Domain Name	Domain Name	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
3	Lane ID	Lane ID	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
4	Source Location Group	Source Location Group	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
5	Source Arbitrary Lane ID	Source Arbitrary Lane ID	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
6	Source Source Region ID	Source Source Region ID	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
7	Source Destination Region ID	Source Destination Region ID	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
8	Source Location ID	Source Location ID	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
9	Source Location Name	Source Location Name	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
10	Source City	Source City	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
11	Source Province Code	Source Province Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
12	Source Postal Code	Source Postal Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
13	Source Country Code ID	Source Country Code ID	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
14	Source Geo Hierarchy	Source Geo Hierarchy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
15	Source Region	Source Region	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
16	Source Zone 1	Source Zone 1	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
17	Source Zone 2	Source Zone 2	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
18	Source Zone 3	Source Zone 3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
19	Source Zone 4	Source Zone 4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
20	Source Latitude	Source Latitude	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
21	Source Longitude	Source Longitude	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
22	Origin Ramp	Origin Ramp	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>
23	Destination Location Group	Destination Location Group	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	WHITE	ARIAL	REGULAR	<input checked="" type="checkbox"/>

Figure 2. Users define lane and bid attributes on the Carrier Response Template, used by service providers to submit bids.

Rate Record | 1 of 1 | New | Finished | Actions

Rate Record ID DL_1 | **Rate Offering ID** OCEAN TEST | **Expiration Date** | **Domain** GUEST | **Domain Profile ID** | **Rate Service ID** | **Expiration Mark ID**

Effective Date | **Expiration Date** | **Quote** | **Active**

Payment Method Code ID | **Hazardous Rate Type** Allows Hazardous Materials | **Sequence Number** 200778 | **Corporation Profile ID** | **Description** | **Parent Rate Record ID**

Reference Numbers

Reference Number	Qualifier ID	Reference Number	Description
SPOT RATE CREATE METHOD		12345	The way this spot rate was created (i.e. SHIPMENT or QUOTE)

Source Geo Hierarchy
COUNTRY | **Destination Geo Hierarchy**
COUNTRY

OR
Source Region | **Destination Region**

VIA Source Location ID | **VIA Dest Location ID**

Figure 3. The Transportation Sourcing capability of Oracle Transportation Operational Planning Cloud seamlessly turns awarded bids into operational rates, reducing the rate procurement life cycle

RATE MAINTENANCE SIMPLIFIED

Even after efficient bid processes are put into place, transportation professionals know that new rates, as well as rate updates, are often required outside of defined contract periods. As rate and accessorial updates are a necessary part of managing dynamic supply chains, the Transportation Sourcing capability of Oracle Transportation Operational Planning Cloud has the ability to manage these changes. Rate maintenance helps ensure operations are utilizing the right carrier, and the right rate, at the right time, for the right shipment.

Approval Details 🔗			
Rate Load Definition ID: BASE COST-ALL RBI, Rate Load Group ID: RLG-ALL-RBI			
▲ Rate Offerings			
Actions ▾ View ▾			
Approval Status	Rate Offering ID	Uploaded By	Upload Date
NEW	15-APRIL-DIF-BROWSER	JPOIN64.ADMIN	2015-04-15 03:40 PST8PDT
NEW	15-APRIL-DIF-BROWSER-3	JPOIN64.ADMIN	2015-04-15 04:22 PST8PDT
NEW	15-APRIL-DIF-BROWSER-4	JPOIN64.ADMIN	2015-04-15 04:22 PST8PDT

▲ Related Rate Records			
Actions ▾ View ▾			
Approval Status	Rate Record ID	Uploaded By	Upload Date
NEW	RR1-15-APRIL-DIF-BROWSER	JPOIN64 ADMIN	2015-04-15 03:40 PST8PDT

Figure 4. Rate maintenance incorporates a review and approval workflow process prior to new rates becoming active

THE KEY ROLE OF SOURCING IN TRANSPORTATION MANAGEMENT

Transportation rate procurement is an integral part of your logistics operation as negotiations impact service provider relationships and capacity availability. Rates set the baseline for operational carrier and route selection decisions. Spend visibility is required to ensure cost containment.

Links and nodes in your supply chain are constantly changing and carrier, mode and routing changes are often required due to environmental factors. Establishing a standardized, repeatable, and automated approach to sourcing and rate management, that appeals to both transportation buyer and seller, is vital to efficiently managing logistics operations.

Related Data Sheets

Transportation Sourcing is a feature of Oracle Transportation Management Cloud and the Oracle suite of Logistics Cloud solutions.

Related data sheets include:

- Oracle Transportation Management Cloud
- Oracle Transportation Operational Planning Cloud
- Freight Payment, Billing, and Claims
- Transportation Cooperative Routing
- Transportation Intelligence
- Oracle Fleet Management Cloud
- Oracle Logistics Network Modeling Cloud

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