SAP Transportation Management

Introduction
Supply Chain Execution Mission and Strategy
High customer value with a complete, best-in-class, multi-industry offering

Business Opportunities
- **Reduce Spend**
  - T&L cost reduction
  - Asset & labor optimization
  - Lower TCO
  - Freight cost negotiation
- **Improve Service**
  - Improve logistics visibility
  - On-time delivery
  - Seamless integration and connectivity
- **Improve Sustainability & Regulatory Compliance**
  - Transportation optimization
  - Green logistics

**TRANSPORTATION MANAGEMENT**
- Capacity Planning
- Order Management
- Transportation Planning
- Transportation Execution
- Freight Settlement

**WAREHOUSE MANAGEMENT**
- Inbound Processing
- Storage & Operations
- Outbound Processing

**TRACK & TRACE**
- Freight Forwarders
- Freight Settlers
- Carriers
- Consignee

Shipper
Supply Chain Execution Platform
Best-in Class, Integrated, Connected, Real-Time

Order Management ERP
• Order-to-Cash
• Procure-to-Pay
• Dangerous Goods Management
• Asset Management

SAP GTS
• Customs & compliance management

SAP CRM

• Out-of-the-box, real time integration with Business Suite
• Synchronized solution delivery
• SCE Suite implementation in 1 instance
• Out-of-the box, seamless integration

Supply Chain Execution Platform

Transportation Management

Warehouse Management

Track & Trace

Any DB

HANA
Facts and figures

- Fastest growing market player
- Strong customer momentum
  - 300+ TM Customers since Q4 2011
  - 60+ Live Customers
  - ~100 Ongoing Implementations
- Analyst recognition
  - Leader’s Quadrant of Gartner Magic Quadrant 2015
  - ARC Report 2014: SAP is again #1 in TMS
- Wide geographical coverage
  - Productive use in more than 25 countries and 22 industries

Sample Customers

Customer geographical coverage

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
SAP Transportation Management
Improve asset utilization, customer satisfaction & reduce transportation cost

Consolidate freight and optimize equipment while considering constraints to reduce cost and meet service level

Advanced charge calculations increase error-free carrier invoices

Analyze and monitor shipment data and correlate with business information to prevent shipment delays

Typical results

Organizations adopting transportation management system experience benefits such as

- Lower freight spend: 7.7%
- Lower outbound expediting costs: 16%
- Shorter average trailer turn: 77%
- Less Invoice Errors: 13%

Source: SAP Performance Benchmarking
SAP Transportation Management

Overview and Highlights
Holistic Transportation Management

- Shipper & freight forwarder industries
- Large & midmarket enterprises
- Domestic & international transportation
- Inbound & outbound freight management
- Simple & complex, high volume operations
SAP Transportation Management
Deep, Native integration with SAP Business Suite

Out-of-the Box
Standard, preconfigured interfaces

End-to-End
Comprehensive procure-to-pay & order-to-cash integration

Real-Time
Synchronized processes with document flow & life-cycle mgmt.

SAP Business Suite

SAP Transportation Management

Lower TCO / TCI

Efficient Planning & Order Mgmt.

Accurate Visibility

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
### SAP Transportation Management

**Comprehensive SAP Business Suite Integration Coverage**

<table>
<thead>
<tr>
<th>Area</th>
<th>Integration Features</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales &amp; Procurement</strong></td>
<td>• Sales/Stock transfer order scheduling / ATP,</td>
</tr>
<tr>
<td></td>
<td>• Sales, purchase, returns, &amp; STOs, Scheduling Agreements</td>
</tr>
<tr>
<td><strong>Logistics Execution</strong></td>
<td>• Warehouse planning &amp; execution (EWM)</td>
</tr>
<tr>
<td></td>
<td>• Delivery &amp; shipment processing</td>
</tr>
<tr>
<td><strong>Environment Health &amp; Safety</strong></td>
<td>• Compliant dangerous goods shipment</td>
</tr>
<tr>
<td><strong>Global Trade Services</strong></td>
<td>• International trade regulation compliance</td>
</tr>
<tr>
<td></td>
<td>• Customs export processing</td>
</tr>
<tr>
<td><strong>Financial Management</strong></td>
<td>• Carrier invoice verification &amp; payment/self-invoicing</td>
</tr>
<tr>
<td></td>
<td>• Sales order profitability &amp; material valuation</td>
</tr>
<tr>
<td><strong>Enterprise Asset Management</strong></td>
<td>• Resource maintenance (time or mileage)</td>
</tr>
<tr>
<td></td>
<td>• Resource downtimes &amp; locations</td>
</tr>
</tbody>
</table>

*Comprehensive ERP Master Data Integration*
SAP Transportation Management
Role-based functionality

- Contract Manager: Strategic Capacity Procurement & Network Planning
- Transportation Clerk/CSR: Order Management
- Planner/Specialist (i.e. Tendering): Freight Planning & Tendering
- Dispatcher: Freight Execution & Monitoring
- Charge Clerk: Carrier Freight Settlement

- Analytics and Reporting
- Event Management
- Integrated Customs Processing, Dangerous Goods and Trade Compliance
- Standard Document and Output Management for all Modes of Transport
- Integration and Connectivity
Strategic Freight Management and Network Planning
Business Scenario

**Strategic Freight Procurement**

**Goal:** Freight Agreement with Carrier

1. **Freight RFQ**
2. **Response**

**Strategic Freight Sales**

**Goal:** Forwarding Agreement with Customer

1. **Freight RFQ (SFP)**
2. **Forwarding Agreement Quotation Response**
3. **Quotation Response**

Starting Point

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
Public
Strategic Freight Procurement
End-to-end Process

- Pre-Bid Evaluation
  - Transportation Forecast
  - Insights

- Bid Preparation
  - Carrier selection
  - RFQ Preparation
  - Target rates

- Carrier/LSP Collaboration
  - RFQ Response Preparation (excel supp)
  - Negotiation
  - B2B communication

- Post-Bid Evaluation
  - Response Evaluation
  - Post-Bid Analysis
  - Spend calculation
  - Optimization

- Contract Award
  - Agreement/Contract Award
  - Agreement consumption

Freight Procurement Process

- One system with open interface for all related process without modification
- Insight to action-based process flow – Historical Data, Bid Preparation, Spend analysis, Award
- Simple modeling of complex scenarios/packages, industry templates
- Powerful Simulations/What-If
- Efficient information exchange with carriers/LSP with alerting (collaboration portal enabled)
Strategic Freight Selling
End-to-end Process

Customer on Boarding
- Data Mapping
- Excel Integration
- B2B Integration

Pricing Management
- Flat view for rates
- Analysis
- Rate Management
- Rules for Margin/discount

Bid Analysis and Response
- Manual/Automatic rate building
- Propose service product
- Additional service/ cost
- Revenue projection and workflow
- Business Context Viewer
- Duplicate agreement validation check

Contract Creation & Monitoring
- Agreement/Contract Award
- Agreement consumption
- Customer rating and classification

Freight Selling Process
- Closed loop and streamlined quote to contract process
- Automated creation of RFQ from customer request
- Excel upload and download
- Automated and flexible rate builder engine
- Revenue analytics, Protection of rates
- Multiple users on single FWAQ – parent child relationship
- Multiple quotation rounds
- Creation of TM FWAQs triggered from CRM Opportunity
- One-click contract creation
Freight Procurement and Capacity Planning
New enhancements in TM 9.3

<table>
<thead>
<tr>
<th>Strategic Freight Procurement</th>
<th>Strategic Freight Selling</th>
<th>Ocean Carrier Schedule Upload</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Collaboration portal enablement for</td>
<td>• Flat View of FWAQ Rate Lines</td>
<td>• Initial Upload of Ocean schedules for creation of voyages and ocean freight bookings</td>
</tr>
<tr>
<td>• Displaying released freight agreements</td>
<td>• Rate Protection from fluctuation</td>
<td>– Schedule file from carrier or vendor</td>
</tr>
<tr>
<td>• Accepting / rejecting terms and conditions</td>
<td>• Rate Builder Enhancements to determine matching service products</td>
<td>• Delta upload of ocean schedules</td>
</tr>
<tr>
<td>• Target rates at rate table level in RFQ spend calculation from historical orders</td>
<td>• Download of Rates from FWAQ to Customer Excel</td>
<td>• Schedule upload report</td>
</tr>
<tr>
<td>• Optimization for carrier selection using total amounts from matching historical orders</td>
<td>• Assignment of FWAQ to different users</td>
<td></td>
</tr>
<tr>
<td>• Concurrent users working on the RFQ; user assignment at RFQ item level</td>
<td>• Duplicate agreement validation check</td>
<td></td>
</tr>
<tr>
<td>• Enablement of Transit time for optimizer input</td>
<td>• Total capacity calculation per FWAQ</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Copy similar agreement / quotation items when building a FWAQ manually</td>
<td></td>
</tr>
</tbody>
</table>
Order Management
Integrated ERP Transportation Demand

Integrated Order-to-Cash / Procure-to-Pay Processes

SAP ERP Transportation Demand
- Sales orders
- Purchase orders
- Stock transport orders
- Returns
- Inbound / Outbound deliveries
- Shipments
- Scheduling Agreements

- Holistic integration and management of all transportation demand
- Synchronized sales and STO (ATP) and transportation scheduling
- Full cross-system order access and life-cycle status visibility
New standard integrations with Transportation Management 9.3

**ERP – TM Scheduling Agreement Integration**

Integration of SD and MM scheduling agreements with delivery schedules into SAP TM

- Based on ECC6.17 SP06
- IMG settings to control a time window for the schedule lines which are relevant to be transferred to TM
- Batch report to enable the transfer of schedule lines which become relevant over time
- New information on schedule line level in TM:
  - Release type (Forecast delivery schedule or Just-in-time delivery schedule).
  - External identifier of the delivery schedule
- Delivery proposal for SD scheduling agreements

**Transportation Resource Planning (TRP) – TM Integration**

TRP is a FBS solution with TM for movable asset management

- Integrated with ECC

  - Visibility of container fleet from TM transactional and master data.
  - Container change history tracking and KPI monitoring.
  - Planning of container supply and demand based on stock and planned movements in TM.
  - Simulation of empty repositioning and repositioning avoidance based on TM transportation network and rates.
  - Management of container pickup and return.
Order Management
Holistic end-to-end order management

Complete Order Life-Cycle Management & Visibility

Freight Orders & Bookings
- General data
- Business partners
- Terms & conditions
- Cargo management
- Dangerous goods
- Transportation stages
- Freight execution
- Output management
- Document flow
- Freight charges

Capacity & Demand Planning
Freight Planning & Tendering
Freight Execution & Monitoring
Freight Settlement

Tracking & Reporting
Order Management
Functionalities for Rail

• Rail master data
  – Rail industry standards: stations, junctions, routings, rail cars…
  – Rail service products & standard operating procedures

• Railcar management & Analytics
  – Empty railcar dispatch/receipt, loading, monitoring
  – TM-PM integration (railcar maintenance)

• Rail order management
  – Rail-specific UI, fields, checks & workflow
  – Integration to rail operations systems
  – Rail-specific track & trace
  – Output management & connectivity preparation

• Rail charge management & invoicing
  – Rail rating, pricing, rate exception handling
  – Accessorial invoicing & dispute mgmt.
  – Single or multiple carriers, support for Rule 11
Freight Planning & Tendering
Advanced Freight Planning & Optimization

Optimal Transportation Planning & Resource Utilization

Holistic
- All freight demand & resources
- All geographies & modes
- Carrier selection and tendering

Effective
- Manual, map-based & automated planning
- Transportation proposal, vehicle scheduling & routing optimization
- Rail & Parcel planning, Backhaul planning
- Resource based planning on Gantt Chart

Advanced
- Powerful & flexible planning strategies
- Extensive rules & constraints
- Automated Load Planning & Vehicle Space Optimization
- Pallet / Package building
- Map based resource tracking
- Dynamic replanning

Compliant
- Dangerous goods planning
- Trade regulation checking
Freight Planning with Gantt Chart
Manual Planning and interplay with map

- Visibility on usage and availability of your own fleet (trucks, trailers) and handling resource utilization
- Interactive resource-based planning by drag and drop (at freight unit level) with context determination
- Real-time planning in the cockpit by adjusting plan based on reported events
- Gantt chart and map integrate geographical and time perspective
Package & Load Planning
Automated Pallet/package building, Load Planning and Optimization

- Rule based building of product pallets and mixed pallets - considering constraints like pallet attributes, product stacking rules, customer specific requirements

- Loading pallets into trucks, trailers, containers

- Rules-based load optimization considering
  - Vehicle Attributes, Dimensions
  - Axle weight constraints, Stacking rules
  - Stop Sequence, US Bridge Formula
  - Others

- Combine packages of different stops into one stack

- 3D Graphical visualization of load plan

- Graphical load visualization

- Loading list

- Configurable UI
Flexible / Collaborative Carrier selection and Freight Tendering
Freight Tendering with TM Collaboration Portal

Rules-based Carrier Determination
- Freight agreements
- Costs
- Lane Allocations
- Business share

Multi-variant Tendering
- Peer-to-Peer RFQ
- Broadcast RFQ
- Direct freight order assignment

Flexible Collaboration
- B2B, Web-based UI, Portal, Email, SMS communication
- Authorization-based RFQ data viewing & processing
- Real-time tendering process, status monitor & dynamic change controller
Freight Execution & Monitoring
Efficient Freight Execution Management & Tracking

Full Process, Shipment, Event Mgmt. & Status Visibility

Integrated Customs/Warehouse Process
Comprehensive Freight Document Management
Efficient Cargo Management
End-to-End Shipment Tracking
Real-time Event Management

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
## Warehouse Integration
### Integrated Warehouse Execution with SAP EWM

### Freight Order – Transportation Unit Integration

<table>
<thead>
<tr>
<th>SAP Enterprise Resource Planning</th>
<th>SAP Extended Warehouse Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer order</td>
<td></td>
</tr>
<tr>
<td>Delivery</td>
<td></td>
</tr>
</tbody>
</table>

- Transportation Planning
- Freight Order Management
- Freight Settlement
- Picking, Packing, Staging
- Loading
- Goods Issue

### End to end Transit Warehouse Scenario ★

**SAP TM**
- Package tracking over complex transport network
- Transparency on warehouse data
- Send (un)loading request to SAP EWM

**SAP EWM**
- Packages instead of products
- Process control based on (un)loading request from SAP TM
- Receive, consolidate, load
- Supports HU hierarchy

**Transit through regional hubs, gateways and CFS ★**
- New LSP functionality with SAP TM 9.3

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
Freight Execution & Monitoring
Flexible Business Partner Communication

Comprehensive, Flexible Communication & Collaboration
via…B2B, Carrier Portal, Mobile Apps, WebUIs, File up/download,
Print Documents, Email, Fax, SMS…

Shippers
• Rates
• Schedules
• Agreements
• Tenders / Quotations
• Freight Orders / Bookings
• Freight Documents
• Shipping Status / Events
• Invoices (via ERP)

Business Partners
TM Collaboration Portal
Major features

Web-portal for business partner collaboration

- Process Coverage
  - Freight Tendering
  - Event Notification
  - Self-Billing and Invoice Submission
  - Dispute Management
  - Strategic Freight Procurement
- Role-specific views
  - Vendors, consignees, carriers and logistics service providers
- Any Device, HTML5, All common browsers supported
- Small / mid size carriers do not need to have SAP TM installed
Document and output management details
Comprehensive workflow, document, and output functions

Standard transportation document templates:
- Comprehensive set of preconfigured, standard documents:
  - Including product, export, dangerous goods, and transportation data
- For road, sea, and air transportation:
  - Road waybill (Europe and United States), house air waybill, and house sea BL
  - Shipping manifest
  - Transportation labels
  - FIATA forwarding instructions
- For freight settlement:
  - Supplier freight invoice request
  - Customer freight invoice request

Flexible output & life-cycle mgmt.
- Automatic/manual printing, email, fax, B2B communication
- Full life-cycle mgmt. (workflow, alerts, status tracking ….)
Integrated Customs processing and Security Filing
Generic open interface (B2B) to any 3rd party Compliance Management System

Covers Export declaration, Import declaration, Transit and Security Filing ★

SAP TM 9.3
Transportation Management

- Forwarding Order
- Freight Booking
- Standard relevance checks
- Customs and security filing grouping
- Trade compliance check request
- Export / import declaration request

Customs & Security Compliance Management Application

- Export Declaration
- Import Declaration
- Transit Declaration
- Security filing Export US for Carrier
- Security filing Import US for Importer and Carrier
- Security filing Import Canada for Carrier
- Security Filing Import Europe for Carrier

The shipper process for export declaration and compliance is supported with standard GTS integration
International, Cross-System Shipment & Event Tracking
Integrated Event Management

Comprehensive Shipment Tracking
- Freight units, orders, bookings, & containers
- End-to-end (across pre-, main- & on-carriage)
- Cross-system & organization
- Shipper, carrier & consignee views
- Full milestone tracking - from loading begin to proof-of-delivery
- Flexible event notification & handling
- Map-based event location visibility
- Instruction tracking for SOPs

Alerting and Notification

Mobile Enabled

Geo Tracking on Map

Reporting dashboard
Accurate, Integrated Freight Costing, Settlement & Reporting

**TM Charge Management**
- Master data cockpit
- Comprehensive agreement mgmt.
- Flexible charge & rate management
- Advanced freight charge calculation, Cost distribution

**Freight Settlement**
- Accruals posting
- Carrier self-invoicing
- Invoice verification & payment
- Credit memo processing
- Dispute management
- Group Company Logistics Scenario

**ERP Freight Cost Accounting**
- General ledger posting
- Material valuation
- Sales order profitability analysis

**Freight Cost Reporting**
- Interactive freight cost dashboard
- Flexible business warehouse cost reporting
Freight Charges & Settlement
Comprehensive Rate Calculation, mode Specific & Advanced Capabilities

**Comprehensive Rates**
- Various origin / destination point classifications such as point-to-point, point-to-zip, point-to-state, zip-to-zip and state-to-state
- Rates based on Equipment (container type / size)
- Commodity rates, Freight all kind
- Minimum, Maximum rates
- Weight/Volume rates, Break weight, Volumetric rate
- Distance rates
- Handling rates and Surcharges
- Discounts
- Possible others special rates : Tolls, Taxes

**Advanced Capabilities**
- Charging for parcels
- Collective order rate lookup
- Condition based charges , Event based charging
- Agreement consumption

**Mode Specific**

**Rail**
- Rule 11 on freight order
- New resolution base for resources
- Railcar based rating with day of week pricing
- Resource ownership based calculation

**Air and Ocean**
- Commodity based charges
- Prepaid and Collect on Ocean Booking
- Index table based fuel surcharge calculation
- Air TACT and contract rating with SCR, ULD

**Usability**
- Excel upload of Rate tables
- Filters , mass upload

© 2015 SAP SE or an SAP affiliate company. All rights reserved.
Integrated Freight Cost Settlement

SAP ERP FINANCIAL MANAGEMENT

• Carrier/ Supplier Settlement
  – Accruals posting
  – Evaluated receipt settlement
  – Invoice verification & payment
  – Credit memo processing

• Freight Cost Accounting
  – General ledger posting
  – Material valuation
  – CO-PA sales order profitability

• Cost Distribution
• Group Company Logistics
• Invoice dispute management
• Flexible invoicing
• Event Based Charges

Invoice Dispute Management

• Collaborative invoice dispute management over Portal
• Tolerance settings and workflow

Group Company Logistics

• Enables centralized operations, consolidation and standardization of logistics
Reporting & Analytics for Transportation & Logistics

- Comprehensive, flexible, instant reporting & decision support

Role/User-Specific Worklists
- Embedded, Contextual Analytics
- Adhoc Reporting/Queries
- Graphical Dashboards

SAP Supply Chain Execution Suite (SAP TM)

SAP Business Warehouse

SAP HANA

SAP in-memory computing
HANA Live based reporting for Transportation Management

SAP Smart Business

SAP Lumira

SAP Analysis Office

SAP Design Studio

SAP HANA Live

SAP Business Suite (TM, EM, EWM, …)
SAP Smart Business for SAP Transportation Management
SAP Transportation Management

Demo
End to End Demo Overview
SAP Transportation Management

Summary and Wrap-Up
SAP comes with completely built-in enabling technologies and support for global businesses

Basic Components
- Roles & user management
- Usability
- Printing
- Security
- Configurable scenarios & screens
- Extensibility
- Master data

Localization
- Languages
- Currencies
- Exchange rates
- Legal compliance
- Time zones
- Working calendars

Global Ecosystem
- 3rd Party software
- User groups
- Industry network
- Many LSP customers are SAP customers

Support
- SAP Active Global Support
- Support available in all parts of the World
  - Consulting
  - Education
  - Custom Development

- Standardization with easy adaptability to local changes
- Open architecture, integration and scalability
- 24/7 support
### High Flexibility, Adaptability, Scalability

<table>
<thead>
<tr>
<th>Personalization</th>
<th>Configuration</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Language</td>
<td>• Organizational model</td>
</tr>
<tr>
<td>• Menus</td>
<td>• Transport network</td>
</tr>
<tr>
<td>• User interface layout &amp; settings</td>
<td>• Transportation mgmt. processes</td>
</tr>
<tr>
<td>• Planning profiles</td>
<td>• Strategies &amp; rules</td>
</tr>
<tr>
<td>• Work lists</td>
<td>• Business partner collaboration</td>
</tr>
<tr>
<td>• Workflow</td>
<td>• Document &amp; output management</td>
</tr>
<tr>
<td>• Reports</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>External Data Integration</th>
<th>Customer-specific extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>• GIS/Maps</td>
<td>• Standard, open interfaces</td>
</tr>
<tr>
<td>• Carrier rates</td>
<td>• Legacy &amp; 3rd party software</td>
</tr>
<tr>
<td>• Schedules</td>
<td>• Composite &amp; mobile applications</td>
</tr>
</tbody>
</table>
SAP‘s Supply Chain Platform on HANA and in the Cloud

**SAP HANA-Powered SCE**

HANA-run solutions
- SAP TM, EWM, EM on HANA

**SAP HANA-Powered Analytics**
- Dashboards
- Reports
- Fiori-Apps

**On Premise**
- TM 9.3
- EWM 9.3
- EM 9.3

**HANA Enterprise Cloud**
- TM 9.3
- EWM 9.3
- EM 9.3
Rapid Deployment Solutions for SAP TM

Fixed scope, fixed cost solution and service for ready-to-run transportation management processes

Preconfigured Processes
- SAP Truck Transportation for Shippers RDS
- TM for Ocean Carrier Booking

Enablement content
- Implementation & integration guides
- Process and scenario documentation
- Sample data

Predefined implementation service
- Implementation accelerators & methodology
- Implementation service
Find out More about SAP Transportation Management

SAP Solution Explorer
(http://www.sap.com/solutionexplorer) > Supply Chain > Transportation Management

SAP TM COMMUNITY
(http://scn.sap.com/community/scm/transportation-management)

Help Portal (http://help.sap.com/transportationmanagement)
Customers achieve real value with SAP Transportation Management

- Achieved 30% increase in logistics productivity and 10% decrease in cost of goods transported
- 75% increase in planned transportation orders
- 50% reduction in distribution branches through cost-effective transportation
- Increased productivity and quality with central rate and charge management
- Paperless processes, streamlined operations & greater visibility
- 70% reduction in product costing workload
- Aligned rate structure across 72 business units
- 50% faster order processing and increase in availability of goods from 93% to 98%
How do our customers transform their business with SAP TM

Cargill
- Consumer Product, U.S.A.
  - Tight integration, from sales order through freight payment and allocation, of SAP TM with existing SAP solutions
  - Centralized rate data and management of freight exceptions by aligning rate structure across 72 business units
  - Leveraged freight consolidation opportunities across business units
  - Multiple shipping modes, such as LTL, TL and Rail

BMW
- Automotive Industry, Germany
  - TM 9.0
  - Vehicles, direct materials and spare parts for air, ocean and road transportation
  - Major user activities in contract and rate maintenance, invoice verification to automate highly manual effort of invoice verification
  - TM used as middleware to process transportation incoming data from BMW legacy system

Linfox
- Transportation & Logistics Industry, Australia
  - TM 9.0, ECC 6.0 Ehp6
  - Domestic Inbound & Outbound, Multi Pick and Multi Drop, Roadtrains (truck / tractor / Prime Mover with 3 trailers)
  - Internal Settlement and Internal Resource Settlement
  - Resource tracking via live GPS feeds
  - Manual planning based on real time location of resources
  - Ability to plan Trailer and Freight order stages independently
  - Out of the box Integration with SAP ERP Financials for posting accounts receivables and accounts payable

Woodgrain Millwork
- Mill Industry, Building Material, U.S.A
  - TM9.0, ECC 6.0 Ehp6
  - Drop & Hook activities for planning both Tractors and Trailers
  - Manual planning of private fleet, each TL consisting of ~20 multi-stops
  - Increased worker productivity via less manual intensive planning
  - Improved fleet utilization
  - Planned Phase II for Event Management and Transportation Charge Management
SAP has a solution that would allow us to split our freight cost by all the different accessorial, truck loads, to the article level. And there’s substantial savings just based on transparency & reporting alone.

We wanted a system that would improve visibility across the organization and allow us to leverage relationships to negotiate rates, volume, and contracts. SAP Transportation Management is helping Cargill optimize opportunities across all of the business units.

SAP TM can help organizations improve enterprise-level visibility, planning of freight movement and local execution capability. Organizations with similar capabilities can reduce freight spend up to 7.7% and achieve 16% lower outbound expediting.

Source: SAP Performance Benchmarking

7.7% Reduced Freight Spend
16% Reduced Outbound Expediting Cost

Tangible Business Benefits
Through Improved Transparency with SAP Transportation Management
Leadership

“SAP is the leading supplier of TMS. Their growth over the last year has been astonishing.”*

SAP is #1 in TMS & WMS

#1 in the overall & software TMS market*

#1 in the software WMS market**

SAP is #1 in Market Growth***

26% YoY SCE market growth in 2012

2.7x faster than the market

2 x key peer vendors


SAP is Building the Platform for the SCE Network

- Strategic & Major SAP Investment
- Strong SAP-Customer Innovation
- Solid, growing market momentum
VALUE TO YOU

**REDUCE TRANSPORTATION COST**

Create optimized, executable transportation plans which results in reduction of overall transportation costs.

**RESPONSIVENESS & ACCURACY**

React to Truck / Weather break downs quickly
React to order date and quantity changes & replan immediately

**RIGHT BUSINESS DECISIONS**

Analyzing the whole transportation spend, allows you take right decisions to select right carrier, Mode of transport, Resource selection etc.,

**VISIBILITY**

Display your shipments on a map and track your shipments due for the delivery

---

TM can reduce your overall transportation costs and can improve Control, Visibility and Accuracy of Day to Day Transportation.
Thank you

Contact information:

Bill King
Bill.king@sap.com
202.725-9511