

FREIGHTWARE[®]
by *InFreightLogistics*



rateManager ASP

Browser-based Freight Rate Management Application
for Canada, the US and Mexico



InFreightLogistics
integrated freight logistics solutions

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Executive Summary

Advances have been made in the software industry to automate as many “human” functions in the workplace as possible over the last two decades.

Many companies have invested substantial amounts of money in resource, manufacturing, sales and accounting software applications that can integrate together and provide a fairly seamless business process, with a reasonable ROI or return on investment.

One area that has not really benefited from this type of integration and resulting savings has been in the freight audit or “rate shopping” process. There are many companies that promote some sort of “patched” solution that requires one to exit out of one program, run a separate process to determine approximate freight charges on an order or shipment, then use these figures to get the finished goods to the customer, or raw materials into the company. There are also solutions that provide freight rating for only a specific segment of the market, such as Less Than Truckload (LTL) only, or Mileage based rating only.

rateManager ASP, from **InFreight Logistics** bridges this gap and provides a scalable freight rating solution that can be seamlessly integrated into almost any existing ERP, MRP or other solution currently in use today. **rateManager ASP** from InFreight Logistics represents a new generation of freight rating software that now embraces Microsoft .NET technology.

thinRate WS (the Rate Engine Web Service) provides true “audit quality” rating, not an estimation of freight costs. There is no limit to the level of integration possible with today’s business applications. **thinRate WS** can be integrated anywhere between the time an order is placed, through the fulfillment process, shipping and finally at invoice settlement time.

BENEFITS

- High return on investment
- Accurate calculation of freight costs, on both inbound and outbound freight
- High level of integration possible into today’s existing solutions
- rateManager ASP front end enables easy rate maintenance including rate increases (or decreases)
- Able to cost or rate shipments within points in Canada, the United States and Mexico, or any combination of points between those countries.
- Able to cost or rate LTL, TL, Bulk, LCL and CL shipments.

Who Are The Target Users?

Manufacturer or Distributor

- When a sales representative quotes on a potential order for a product, they can determine the actual cost of shipping the goods to the customer. This allows for better control on profit margins.
- When a client places an order for a product, you can calculate the exact freight cost to ship the goods to the client. Because **thinRate WS** provides “rate shopping”, you can provide multiple carrier choices to the client, based on service requirements. This is especially valuable for freight shipped “prepaid and add” orders.
- When it comes time for stock replenishment, or raw material acquisition, you can control the cost of transporting the inbound goods and materials by selecting carriers you have negotiated rates with. Why leave it to your supplier to arrange and pass the expense through to you?

Third Party Logistics Provider

- Control your Buy/Sell freight charge to ensure profitability on every move you handle.
- Store rates for each individual client.
- Integrate **thinRateWS** into your Freight Management applications

FEATURE LIST	SUPPORTED
Calculate freight charges in Canadian and US Funds and Mexican Pesos	✓
Compare rates over different carrier modes	✓
Compare rates over different service modes	✓
Compare rates over different equipment types	✓
Calculate user defined accessorial charges	✓
Calculate current Negotiated, FCA or DOE Based Fuel Surcharge levels	✓
Calculate current Currency Exchange levels	✓
Calculate US to US Rates	✓
Calculate Canada to US or US to Canada Rates	✓
Calculate Canada to Canada Rates	✓
Calculate Canada/USA from and to Mexico	✓
Calculate Deficit Weight Rating	✓
Calculate Cube based Rating	✓
Multi Client Enabled	✓
Multi Carrier Enabled	✓
Multi Stop Enabled	✓
Web Rate Inquiry Enabled	✓
Fully Integrate into other applications	✓

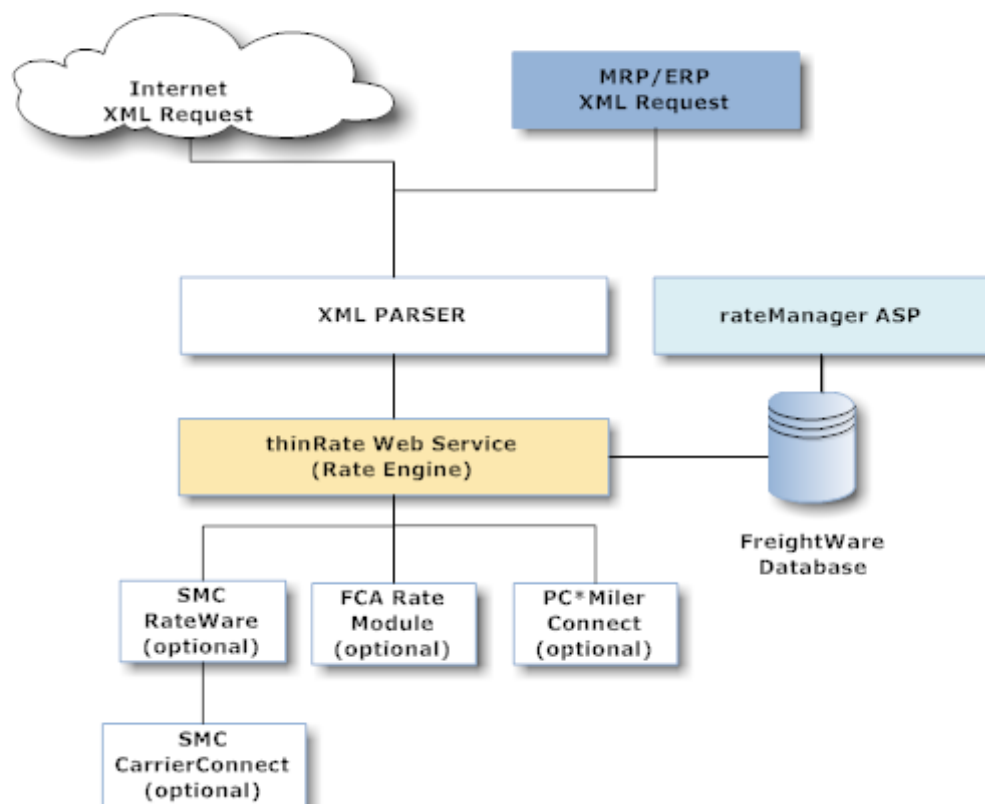
Technical Architecture

thinRate is installed as a Web Service on your Windows 2000, 2003 or 2008 server that handles all rate requests, you control the applications that will access it. It uses a single method to request and reply to a rate request via XML (Extensible Markup Language).

rateManager ASP is the front end application that you use to perform rate maintenance. It is completely browser based, so there are no “components” to register on each user’s computer.

The following illustration shows the common layout and access of the components that make up the system.

rateManager ASP Module Layout



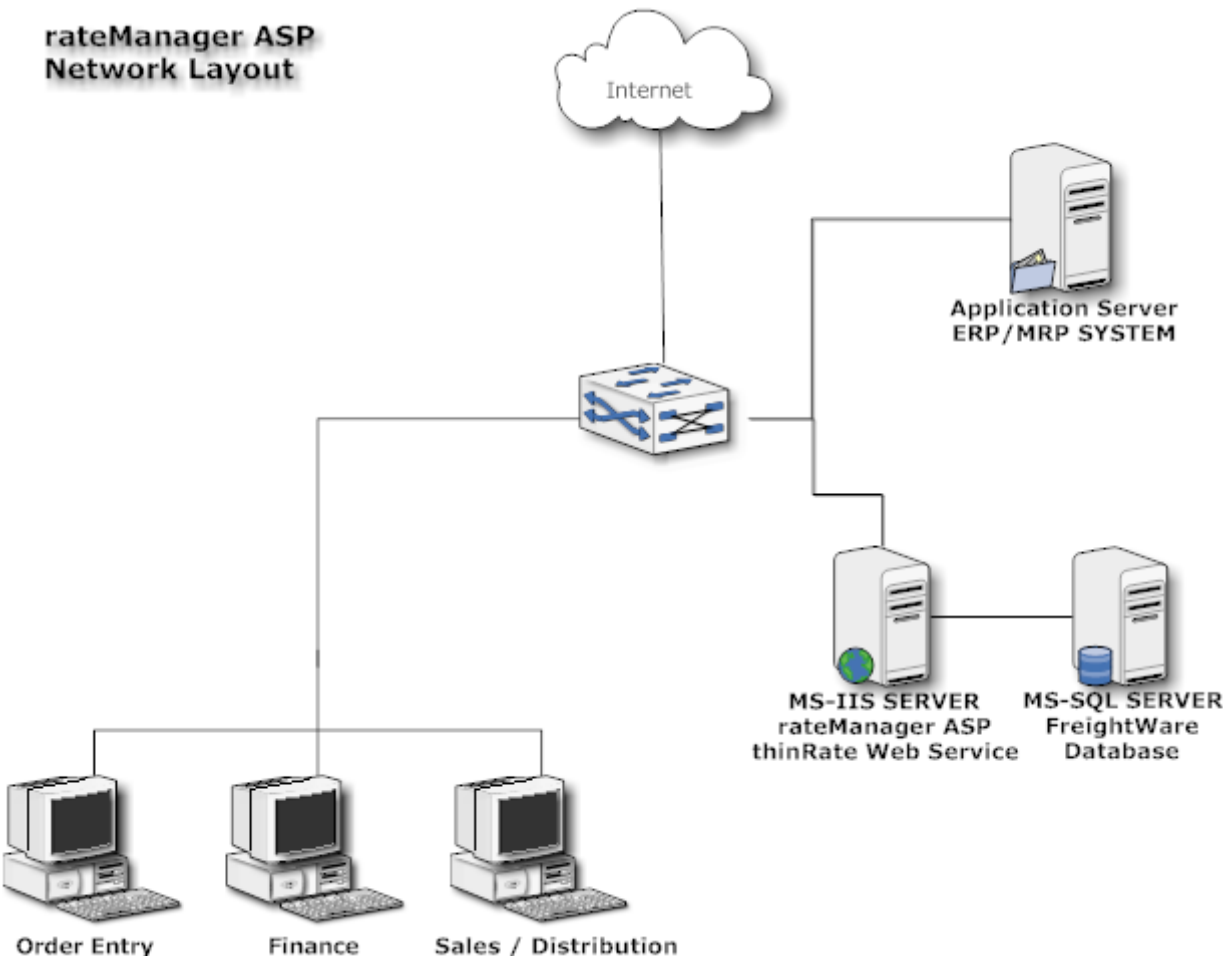
SYSTEM REQUIREMENTS

(Basic Requirements)

- Microsoft Windows XP Professional, Windows Vista Business, Windows 7 Business, Windows 2000 Server, Windows 2003 Server, Windows 2008 Server
- Microsoft .NET Framework 2.0
- Microsoft Internet Information Service (IIS) version 5 or greater
- Microsoft SQL Server 2000, SQL Server 2005
- Internet Browser (Internet Explorer 6+, Firefox 3+, Google Chrome 1+, Apple Safari 4+)
- Ability to create and receive XML documents

(Extended Rating Requirements)

- SMC³ Rateware COM software (for most class rated LTL shipments within the United States)
- SMC³ CarrierConnect software for transit times (linked to Rateware COM)
- FCA-NATC software (for most class rated LTL shipments within Canada)
- PC*Miler Connect software for mileage based rating



Rating Types

The **thinRate WSEngine** and the rate management front end, **rateManager ASP** provide many types of rates on their own. The rating types can be extended by licensing optional modules from third party applications that are integrated into **rateManager ASP**. The following table indicates the type of rating available.

Rating Types	rateManager ASP	FCA ¹ Option	Czar Com ² Option	Mileage ³ Option
Point to Point Rates	X			
Zone Rates	X			
NMFC Class / Exception Rates ⁴	X	X	X	
Mileage Rates				X
Zip3 Mileage Rates				X
Courier Rate Modules	X			
Rate Discounts	X	X	X	
Fuel Surcharge	X			
Currency Exchange	X			
Accessorial Charges	X			

NOTES:

Note 1 NMFC rating for Canadian domestic freight enabled with data licensed from the Freight Carriers Association.
<http://www.fca-natc.org>



Note 2 RateWare product licensed from SMC³.
<http://www.smc3.com>



Note 3 PC*Miler product licensed from ALK Technologies, Inc.
<http://www.alk.com>



Note 4 We also can provide NMFC rating on a case by case basis. Contact us for more information.

Licensee Protection

The source code for the **thinRate WSEngine** and **rateManager ASP** is placed in escrow after every major release as ultimate protection for our qualified clients.

Technical Support

Our technical support website <http://www.freightware.com> provides real-time answers to common technical support questions that user's may face.

Competitive Pricing

We structure our pricing based on your requirements. Single User, Multiple User, Enterprise and 3PL (multi client) pricing available.

More Information

To obtain more information regarding the **thinRate WSEngine** and **rateManager ASP**, including pricing, please feel free to contact us as follows:

Distributors / Integrators

We are always looking for opportunities, please feel free to call us to discuss your ideas.

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