



## Take the guesswork out of transportation procurement and day-to-day management.

The release of SONAR SCI (supply chain intelligence) is a groundbreaking data and analytics platform with all of SONAR's features and data – and more.

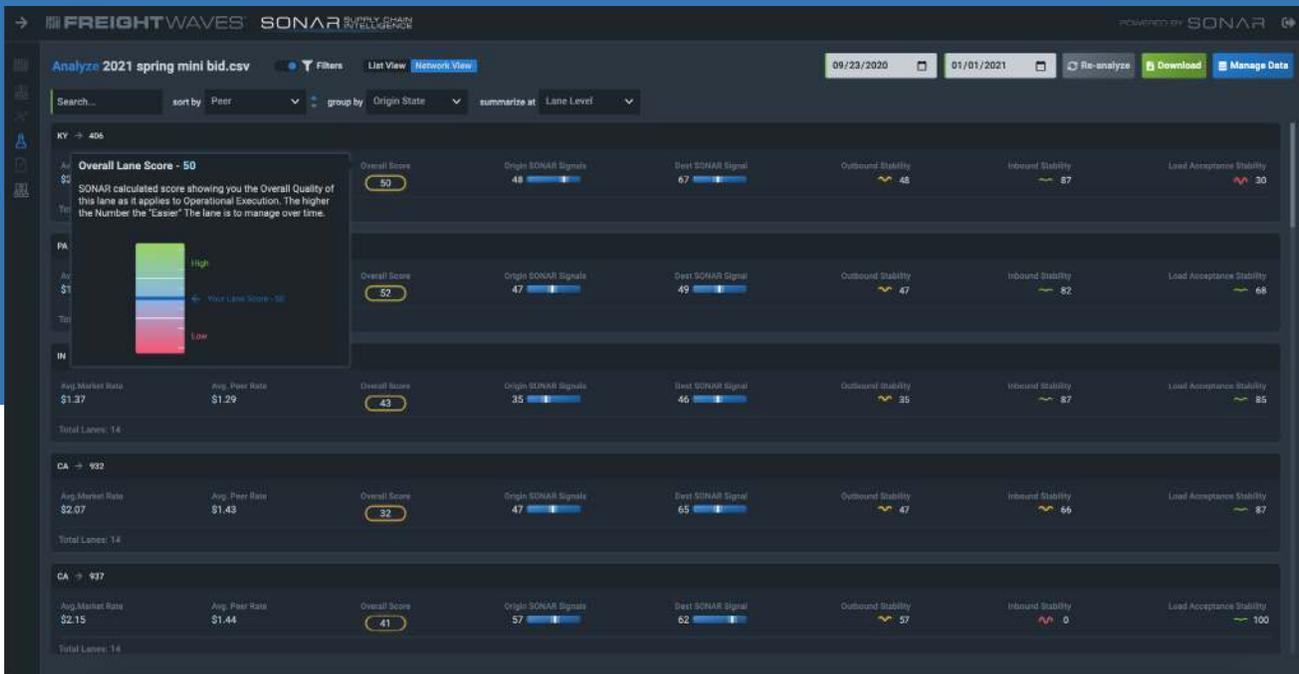
The release integrates users' transportation management systems (TMS) with SONAR SCI via a pre-formatted CSV file or API, pushing relevant and key data into users' ecosystems or seeing the visualizations in the SONAR SCI user interface.

Like SONAR, SONAR SCI helps users benchmark, analyze, monitor and forecast their freight spend while offering enhanced visibility across multiple, user-defined lanes. SONAR SCI's datasets are focused primarily on the contract freight market rather than the spot freight market. Using a number of proprietary data sources, SONAR SCI generates critical information to help guide day-to-day decisions, including the stability of lanes, how rates are trending and whether it's time to consider a new mini-bid. It provides data from the market via SONAR, industry peers and the freight party's historical data ingested by SONAR SCI via a pre-formatted CSV file or API.

In addition, SONAR SCI subscribers have access to \$80 billion of shipper-to-carrier paid freight spend data sets. And these are invoices – what shippers actually pay carriers, not self-reported data – and they are submitted every evening. Not only is the data derived from actual invoices, but it is also broken down by industry-specific cohorts. That provides a better, contextual view of each lane. It helps users monitor tender rejections, seasonality, overall market dynamics, lead time, carrier performance and accessorials too.

Request a Demo of SONAR SCI to see Lane Acuity in action.

GET DEMO



## Lane Acuity provides deeper lane insights.

A key feature of SONAR SCI is Lane Acuity. It helps users get deeper insights into a lane; they can score, measure and benchmark existing RFPs or those out-for-bid, as well as lane execution inside of a supply chain. Lane Acuity looks at a lane by mode. It can also show how a user's company compares to its peers, ranks within the industry, compared to the overall market, and at a pricing level.

Lane Acuity scores a lane by pricing, competition and mode; that score will evolve over time (at launch, it's 1 to 100) A lower SCI score, such as 30, indicates to the user how difficult it will be to get a lane covered at the user's desired benchmark rate, whereas a higher SCI score, such as 70, indicates to the user that it is more likely to get that lane covered at the desired benchmark rate target.

## Quick facts about rate data.

- Several hundred shippers
- More than 11,000 carriers
- 2 trillion pounds of freight
- 75 million unique shipments
- \$80 billion of actual freight spend
- 38 billion miles of transit
- Date is broken down into industry cohorts
- Example: An auto manufacturer has a different supply chain than a big box retailer. With SONAR SCI, users can compare specific industry rate and demand dynamics instead of using a general market overview.
- When the data is combined with SONAR's tender data, the map of the market and industry-specific dynamics become immediately visible.

## New views for additional insights.

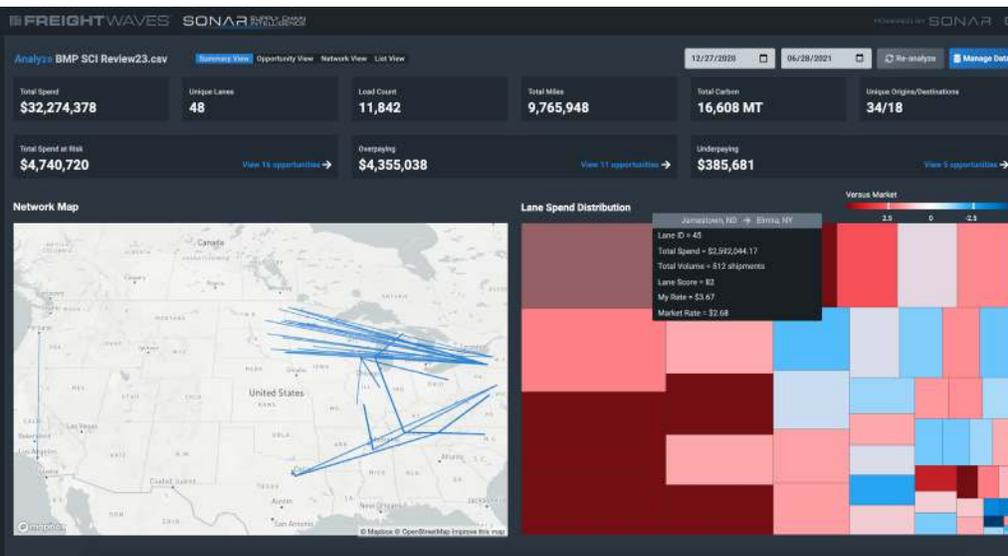
Two new views will be available in FreightWaves SCI which will provide an overview of your program and suggest improvements to save money or increase compliance. The Summary View and the Opportunity View provide additional insights on top of the lane-level detail the List View and Network View already show.

### Summary View

Provides a control tower-level dashboard of all uploaded lanes/networks including aggregate carbon impact, total 'at-risk' spend/volume, etc. for executive reporting

Visual map of all lanes for geographical representation of your entire supply chain network and/or selected lanes

Features a tree map breakdown & representation of entire lane spend distribution across your uploaded network



### Opportunity View

Highlights your most optimal cost-savings opportunities by identifying where you're overpaying by the largest deltas against the market on high stability/attractive lanes via SONAR proprietary composite scoring algorithms

Highlights where your supply chain network route guide compliance is most at-risk & identifies opportunities to increase service levels by pinpointing where you're underpaying against the market in low stability/unattractive lanes

