

SONAR SCI (Supply Chain Intelligence)

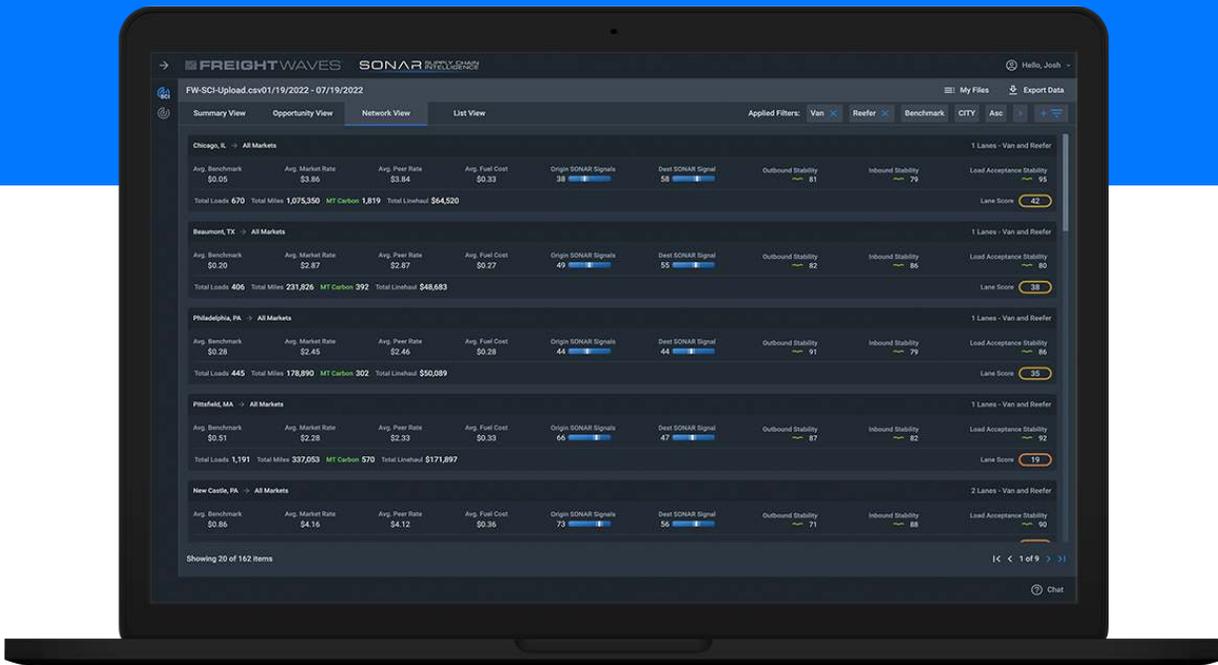
Take Control of Your
Supply Chain. Know
Your Negotiating Power.



SONAR Supply Chain Intelligence (SCI) is a groundbreaking data and analytics platform that empowers transportation planning, procurement, and finance teams to balance the optimization of rates and tender reliability to increase the efficiency of their company’s supply chains. By integrating your company’s own data with over \$100 billion of audited freight spend, users can quickly identify where opportunities exist to maximize potential savings and/or increase tender-acceptance.

How SONAR SCI Makes A Difference For Your Business

- + Uncovers hidden insights and provides actionable supply chain intelligence and analysis**
 SONAR SCI helps users benchmark, analyze, monitor, and forecast freight spending while offering enhanced visibility across multiple, user-defined lanes.
- + Provides high-frequency contract rates to help shippers navigate freight market volatility**
 SONAR SCI gives shippers access to contract rate data collected and aggregated from audited carrier contract invoices.
- + Delivers advanced visibility across your supply chain from one single platform**
 SONAR SCI identifies the stability of lanes, rate trend patterns, bid optimization opportunities, and more in one single view.
- + Integrates data from core data systems**
 SONAR SCI integrates users’ transportation management systems (TMS) with SONAR SCI via a pre-formatted CSV file or via API. With the user’s own company data, the platform enables users to visualize data within the SONAR SCI user interface. This allows shippers, carriers, freight brokers, 3PLs, and others to visualize freight movement patterns, navigate volatility, and manage price movement.



Lane Acuity Provides Deeper Lane Insights

Lane Acuity, a key component of SONAR SCI, gives users deep insights into the lanes your company runs. Users can score, measure, and benchmark existing RFPs (or those out-for-bid) as well as lane execution inside of a supply chain. Lane Acuity dissects lanes by mode and reveals how a user's organization compares to peers in the overall market. Lane Acuity scores a lane by pricing, competition, and mode; the score evolves over time (1 to 100). For example, a lower SCI score, such as 30, indicates the difficulty of getting a lane covered at the user's existing rate. However, a higher SCI score, such as 70, indicates ease of getting a lane covered at the existing benchmark rate target.

Quick Facts About SONAR SCI Rate Data

- + Hundreds of shippers
- + Over 11,500 carriers
- + 3 trillion pounds of freight
- + 75 million unique shipments
- + \$100 billion of actual freight spend
- + 47 billion miles of transit
- + Data broken down into peer cohorts. Benchmark against premium, average and discount groups.
 - Example:* An auto manufacturer has a different supply chain than a big box retailer. With SONAR SCI, users can compare rates within specific peer groups 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

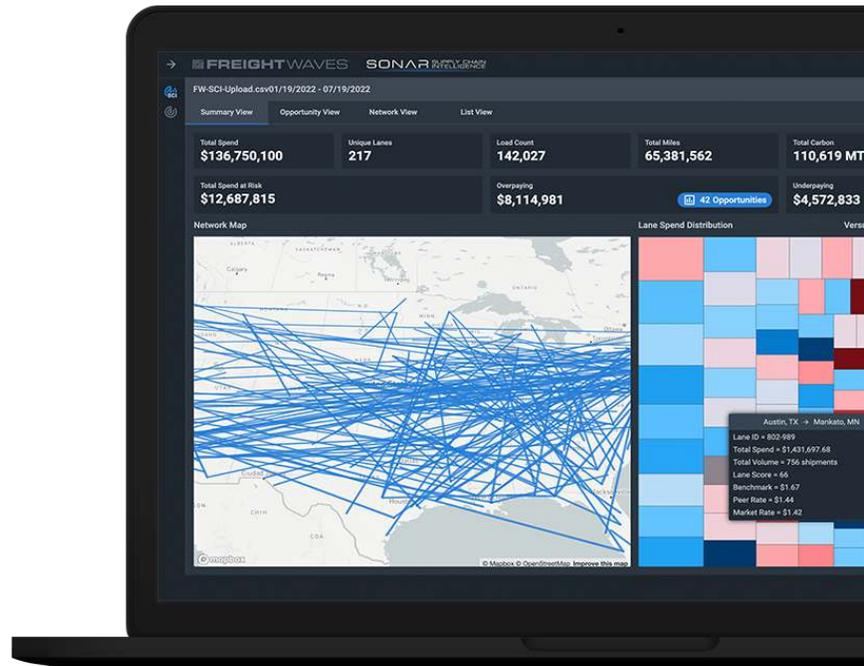
SONAR SCI users can access two distinct views that provide an overview of user-specific lanes and suggest improvements to save money or increase compliance. Summary View and Opportunity View provide insights in addition to lane-level detail, which the List View and Network View already show.

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.

There is also a visual map of all lanes for geographical representation of an entire supply chain network and/or selected lanes.

A tree map breakdown and representation of the entire lane spend distribution across an uploaded network is another feature.



Opportunity View

Highlights optimal level cost-saving opportunities by identifying where users are overpaying by the largest deltas against the market on high stability/attractive lanes via SONAR proprietary composite scoring algorithms.

It also highlights where your supply chain network route guide compliance is most at-risk and identifies opportunities to increase service levels by pinpointing where a user is underpaying against the market in low stability/unattractive lanes.

