

## **What to Expect** from a **UTS Supply Chain Analysis**

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Pricing Comparison  
Your Supply Chain Profile  
Mode & Resource Breakdowns  
Opportunities for Improvement  
Fuel Surcharges  
Transportation Benchmarks  
Strategic Supply Chain Services  
Supplier Management

# Compare Your Rates With Ours

Our analysis gives an apples-to-apples pricing comparison for every shipment. You see the price you paid along with our rate for the same shipment.

## The PRICING COMPARISON section of our analysis includes:

- Every shipment in your analysis categorized by mode.
- The rate you paid for each shipment and corresponding UTS rate if we had managed the same shipment for you.
- Your transportation pricing benchmarks.
- Net savings available with UTS.

Shipper	Consignee	SCAC	Weight	Actual Paid	Charge With UTS
ABC Industries, Inc. New Berlin, WI 53151	Heavy Duty Parts Co. Chicago, IL 60688	ARFW	5,135	\$609.50	\$585.12
Omni Products Corp. Costa Mesa, CA 92626	ABC Industries, Inc. New Berlin, WI 53151	MODT	1,225	\$377.87	\$355.73
ABC Industries, Inc. New Berlin, WI 53151	Trimerica - Jacksonville Jacksonville, FL 32254	ABFS	3,514	\$869.50	\$791.25
Rearden Steel Co. Bethlehem, PA 18015	ABC Industries, Inc. New Berlin, WI 53151	HMES	2,520	\$349.40	\$337.11
ABC Industries, Inc. New Berlin, WI 53151	Elite Truck Co. Earth City, MO 63045	RNLO	580	\$185.76	\$170.90
ABC Industries, Inc. New Berlin, WI 53151	Berlinger Ltd. Cookeville, TN 38506	RDWY	700	\$270.09	\$247.13
ABC Industries, Inc. New Berlin, WI 53151	Baer North America Louisville, KY 40272	CWCE	1,390	\$330.02	\$283.82

# Your Transportation Rate Benchmarks

Our analysis calculates comprehensive pricing benchmarks for each mode.

## LTL Benchmark Pricing by Region

We benchmark your current price and service levels. This information can be used to evaluate and measure improvements in your supply chain operation.

Region	Discount	Minimum Charge
Northeast Region	74.7%	\$70
Southeast Region	75.1%	\$63
Central Region	77.5%	\$58
Western Region	72.9%	\$75
Long Haul	71.5%	\$80

## TL Benchmark Pricing by Lane

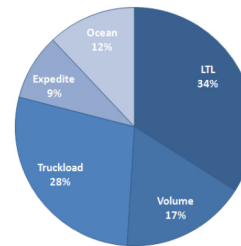
Lane	Type	Miles	Weight	Rate	Fuel	Acc.	Total	RPM
Middleton, MA to Charlotte, NC	FLAT	791	17,500	\$1,550.00	\$335.79	\$0.00	\$1,885.79	\$1.96
Lima, OH to Manchester, TN	VAN	480	25,000	\$642.56	\$199.96	\$0.00	\$842.52	\$1.34
Tremont, PA to Minneapolis, MN	VAN	1,101	38,665	\$1,230.00	\$399.00	\$0.00	\$1,629.00	\$1.12
	VAN	1,101	28,017	\$1,080.77	\$374.24	\$0.00	\$1,455.01	\$0.98
	VAN	1,101	36,423	\$1,230.00	\$399.00	\$0.00	\$1,629.00	\$1.12
<i>Tremont, PA to Minneapolis, MN Totals:</i>		<i>103,105</i>		<i>\$3,540.77</i>	<i>\$1,172.24</i>	<i>\$0.00</i>	<i>\$4,713.01</i>	<i>\$1.07</i>

# See the Bottom Line Impact

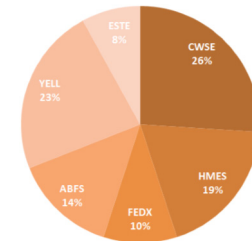
How much can UTS boost your bottom line? Our Financial Impact Summary calculates your savings. The analysis also highlights key data in your supply chain operation. It may improve how you source materials and ship freight.

## The ANALYSIS section of our analysis includes:

- Your supply chain analyzed by mode, carrier, weight, and more.
- Opportunities for improvements that you can implement even if you decide not to partner with us.
- Estimated cost savings.
- Cost per pound and cost per mile calculations.
- Maps of your shipping activity.



**Mode Breakdown by Shipment Count**



**Resource Utilization by Amount Paid**

Mode	Ship#	Actual Paid	UTS Charges	Savings	%
LTL	377	\$83,776.94	\$72,550.83	\$11,226.11	13.4%
Volume	51	\$28,333.05	\$23,034.77	\$5,298.28	18.7%
Truckload	56	\$49,155.12	\$46,943.14	\$2,211.98	4.5%
Expedite	9	\$3,999.96	\$3,687.96	\$312.00	7.8%
<b>Totals</b>	<b>493</b>	<b>\$165,265.07</b>	<b>\$146,216.70</b>	<b>\$19,048.37</b>	<b>11.5%</b>

## Strategic Supply Chain Services

Squeezing freight rates yields only so much savings. A new layer of savings is available from our strategic services and differentiators. UTS helps you do more with less.

### The SOLUTIONS section of our analysis includes:

- Description of supply chain services that streamline processes throughout your organization.
- Services that strengthen relationships with suppliers and customers.
- Overview of UTS online tools.

Opportunity Analysis Report				NEW REPORT	
Actual		Lowest Cost		Best On-Time	
Benchmark Total	\$256,189.77	Lowest Cost Total	\$206,511.23	Best On-Time Total	\$271,849.87
Actual Total	\$237,480.64	Opportunity Savings Amount	\$30,969.41	Opportunity Savings Amount	(\$34,369.23)
Savings Amount	\$18,709.13	Opportunity Savings Percent	13.04%	Opportunity Savings Percent	-14.47%
Savings Percent	7.30%	Lowest Cost Carrier Chosen Amount	401	Best On-Time Carrier Chosen Amount	534
		Lowest Cost Carrier Chosen Percent	24.07%	Best On-Time Carrier Chosen Percent	32.05%

# Steps to a Successful Startup

With proper planning, a supply chain management partnership integrates easily into your operations. Our analysis describes the steps and responsibilities for a successful startup.

## The **STARTUP** section of our analysis includes:

- Description and timeline of the UTS implementation process.
- Sample stakeholder communication.
- Sample new routing instructions.
- Description of our supplier management services.

<b>Partnership Implementation Process</b>				
<b>Steps UTS Takes</b>	<b>Week 1</b>	<b>Week 2</b>	<b>Week 3</b>	<b>Week 4</b>
Notify program carriers to provide UTS pricing.	■■■■■	■■■■■	■■■■■	■■■■■
Qualify non-program carriers; load and test rates.	■■■■■	■■■■■	■■■■■	■■■■■
Load your shipment data into myUTS.	■■■■■	■■■■■		
Validate shipping product database information.		■■■■■		
Send internal stakeholder notification email.		■■■		
Mail routing instructions to suppliers.			■■■	
Update vendor information in our TMS platform.				■■■■■
Verify coverage, pricing and rankings before launch.				■■■■■

## Put UTS to Work for You

A UTS analysis provides valuable insight into your supply chain performance. It breaks down your activity by mode, type, service, cost, and more, highlighting opportunities for improvements along the way.

We want to give you the most thorough analysis we can. To do this, we need a reasonable representation of your supply chain activity. This includes:

- Shipment date and charges
- LTL freight classifications
- Origin and destination ZIP codes
- Shipment weight
- Special pricing terms (FAKs, pallet rates, etc.)

Our analysis is enhanced with the following:

- Names of shippers and consignees
- Freight descriptions
- Carrier for each shipment
- Pickup and delivery requirements
- Shipment charges broken out by type (base charge, fuel surcharge, and each accessorial)
- Sample BOL for each product

### Next Steps



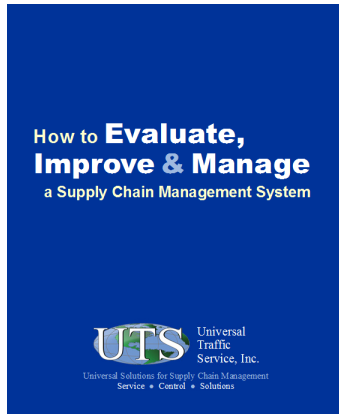
Your analysis begins with a data sample that represents your supply chain profile:

- Copies of freight bills covering 2-3 months of activity.
- A spreadsheet with detailed shipment information.

You can get the ball rolling with our [online contact form](#).

# info

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## How to Evaluate, Improve & Manage a Supply Chain Management System

A guide to making smart decisions about supply chain management.

[Read the white paper](#)

## ABOUT UNIVERSAL TRAFFIC SERVICE

UTS is the first choice for companies seeking a full-service supply chain management experience. We distinguish our solutions with strategic services and competitive differentiators that deliver a high level of value. In short, we do more of things you want from a business partner:

- Manage transportation costs.
- Manage transportation risks.
- Take control of inbound freight.
- Delight customers.
- Plan, see, and measure all of your transportation activity.
- Align transportation activity with your corporate vision.

## TOPICS THAT MAY INTEREST YOU

[Overview of UTS Strategic Supply Chain Services](#)

[International Capabilities](#)

[Video: UTS Online Supply Chain Management Tools](#)

[UTS Differentiators](#)

[UTS Technology](#)

## MORE INFORMATION

We invite you to visit our website for more information about Universal Traffic Service.

<http://UTSnet.com>





**Universal Traffic Service, Inc.**  
Universal Solutions for Supply Chain Management  
Service • Control • Solutions

