

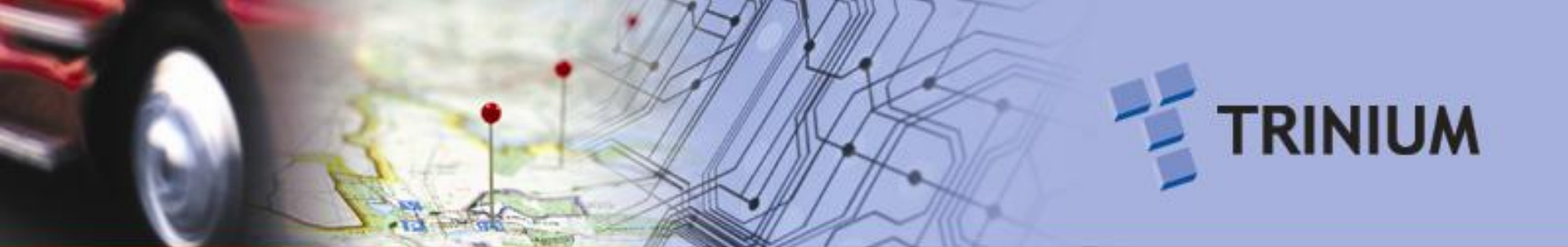


TRINIUM



About Trinium

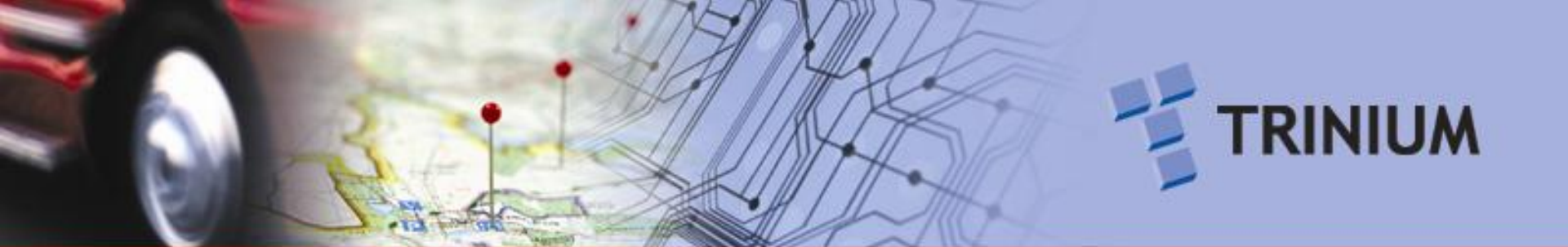
- Opened in 2001 – Based locally
- Focused on being the leading software provider for harbor and rail drayage operators
- Best practice approach...focus on industry best practice to drive value
- Management and staff from intermodal industry - 25 staff
- 90+ customers (companies from 10 to over 1000 drivers)
- 50 CA based customers, most with terminals in Southern California
- 10,000+ drivers, 300 dispatch terminals nationally
- 150,000+ man hours of development



TRINIUM

DRIVING FINANCIAL IMPROVEMENTS FOR TRUCKING COMPANIES





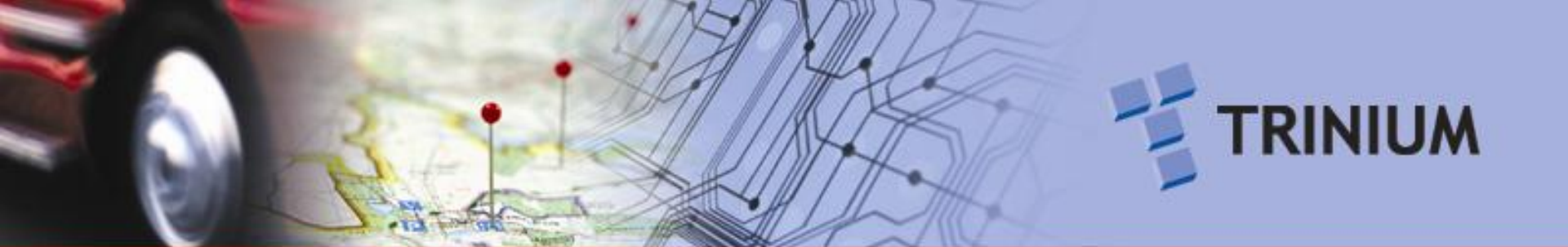
TRINIUM

DRIVING FINANCIAL IMPROVEMENTS FOR TRUCKING COMPANIES

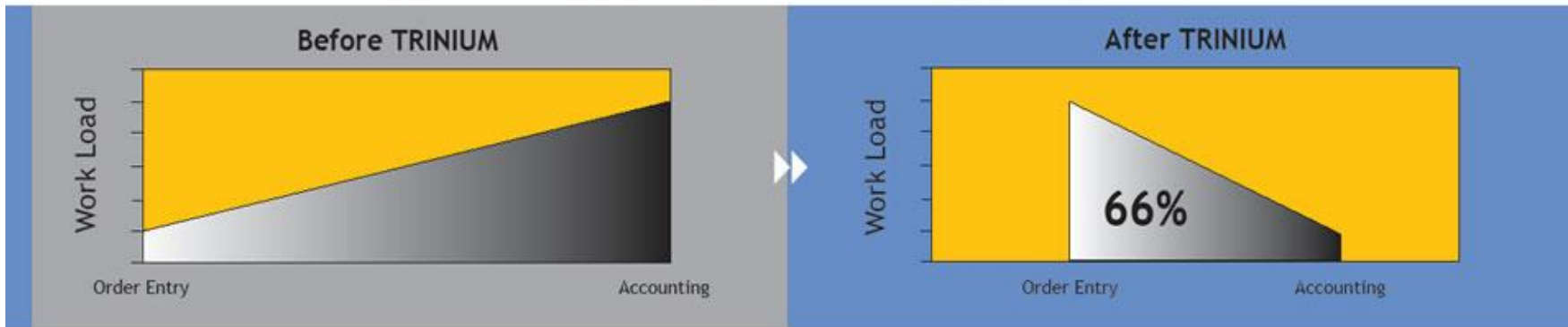


PROGRESSIVE
TRANSPORTATION SERVICES

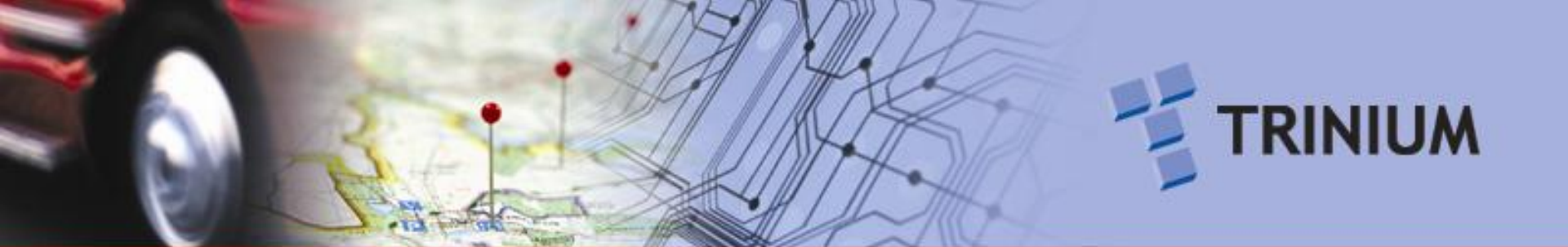




Reduce Your Work Load by One-Third

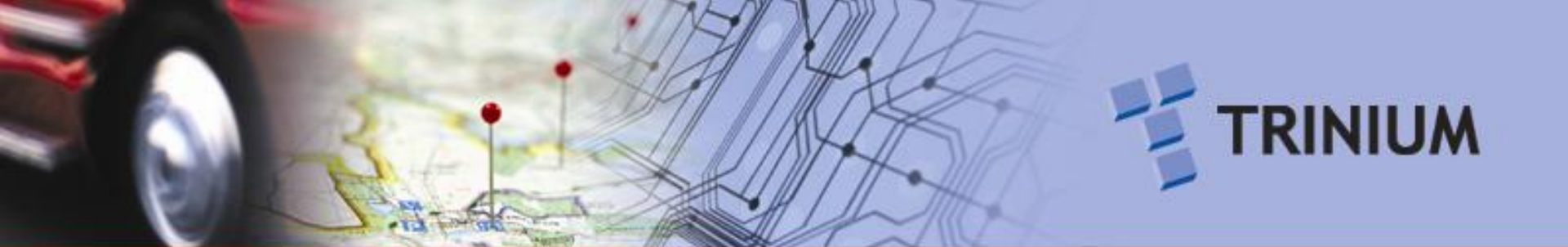


Make the system smart | Improve front end disciplines | Automate routine tasks



Focus on Industry Best Practice

<u>Outcome</u>	<u>Common</u>	<u>Best Practice</u>
Revenue per Employee	\$500K	\$1,000K
Driver to Staff Ratio	5 to 1	10 to 1
Driver to Dispatcher Ratio	20 to 1	50 to 1
Per Diem per \$1m in Rev	\$10K	\$1.5K
Order Completion to Invoice	7-13 days	1-2 days
Accessorial Recovery	Break even	30% gross

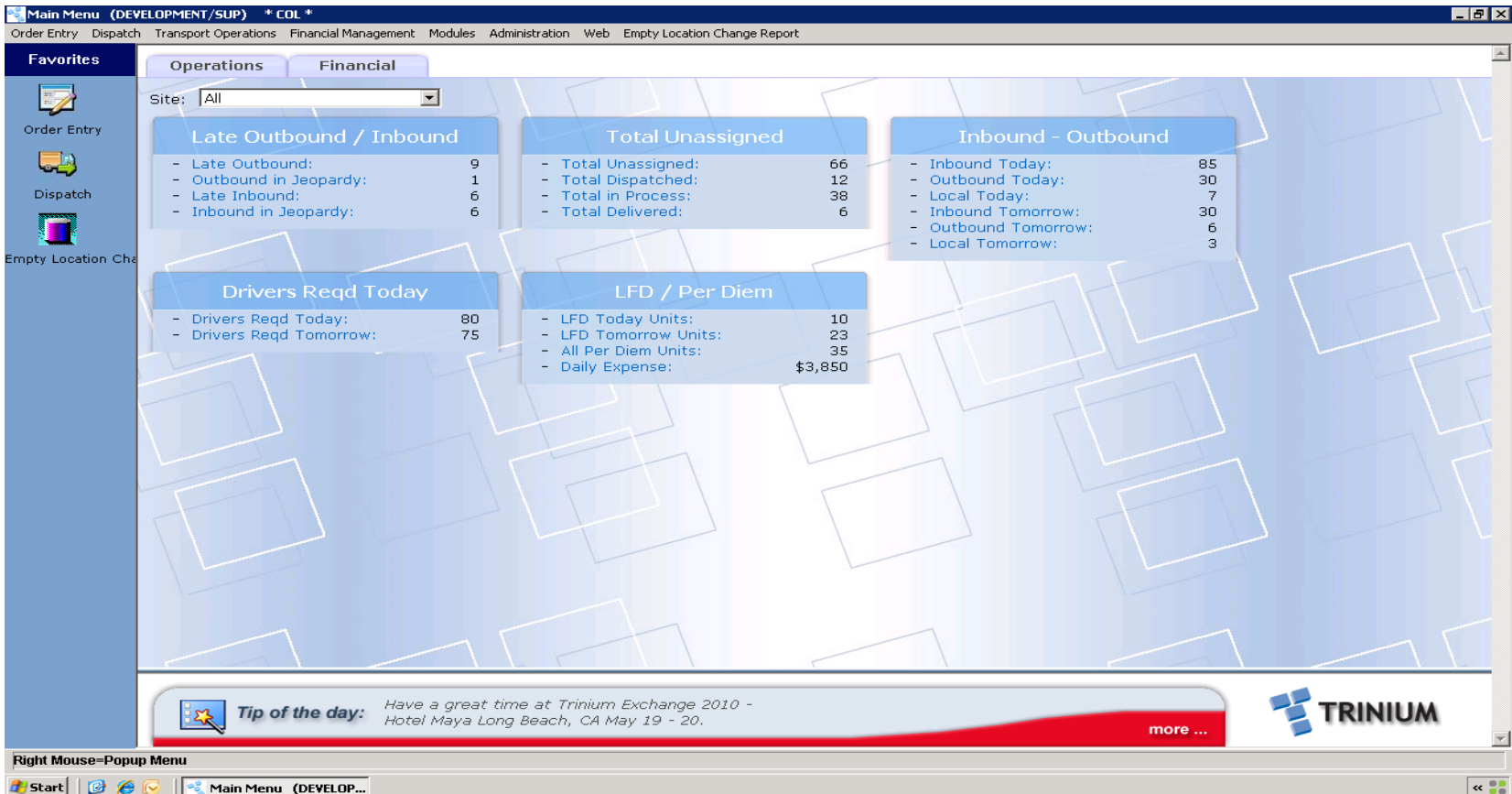


<u>Operation</u>	<u>Common</u>	<u>Best Practice</u>
Orders	Email, Fax, Phone	EDI 50%+
Rating (billing/driver pay)	Manual/semi-automated	Auto 90%+
Dispatch	Manual/Radio	Real Time / Mobile App
Per Diem	Manually monitor	Automated LFD/Notification
Street Turns	Manually process	Visible / Measured
Customer Updates	Manual / Excel	Web / Automated / Email
Document Imaging	None / Not integrated	Integrated Imaging
Web Tracking	None	Web Tracking / Docs
Invoicing	Manual / Paper	EDI / Email 50%+
Customer Mgmt Reports	Manual / Excel	Auto e-mailed / Web

Trinium Modules: Beyond Core TMS

- Weblink Module
 - Provides real-time shipment tracking via the internet with on-line document retrieval
- MobileComm Module
 - Provides interface with mobile phones automating the communication between dispatcher and driver
- Document Imaging Module
 - Provides integrated document imaging functionality
- EDI Module
 - Provides complete electronic communication between trading partners
- Event Management Module
 - Provides alert notification capability via email
- Availability Manager
 - Trinium is interfaced with the leading harbor/rail availability web sites

What's Coming – Management Dashboards



Main Menu (DEVELOPMENT/SUP) * COL *

Order Entry Dispatch Transport Operations Financial Management Modules Administration Web Empty Location Change Report

Favorites

- Order Entry
- Dispatch
- Empty Location Change

Operations | **Financial**

Site: All

Late Outbound / Inbound		Total Unassigned		Inbound - Outbound	
- Late Outbound:	9	- Total Unassigned:	66	- Inbound Today:	85
- Outbound in Jeopardy:	1	- Total Dispatched:	12	- Outbound Today:	30
- Late Inbound:	6	- Total in Process:	38	- Local Today:	7
- Inbound in Jeopardy:	6	- Total Delivered:	6	- Inbound Tomorrow:	30
				- Outbound Tomorrow:	6
				- Local Tomorrow:	3

Drivers Req'd Today		LFD / Per Diem	
- Drivers Req'd Today:	80	- LFD Today Units:	10
- Drivers Req'd Tomorrow:	75	- LFD Tomorrow Units:	23
		- All Per Diem Units:	35
		- Daily Expense:	\$3,850

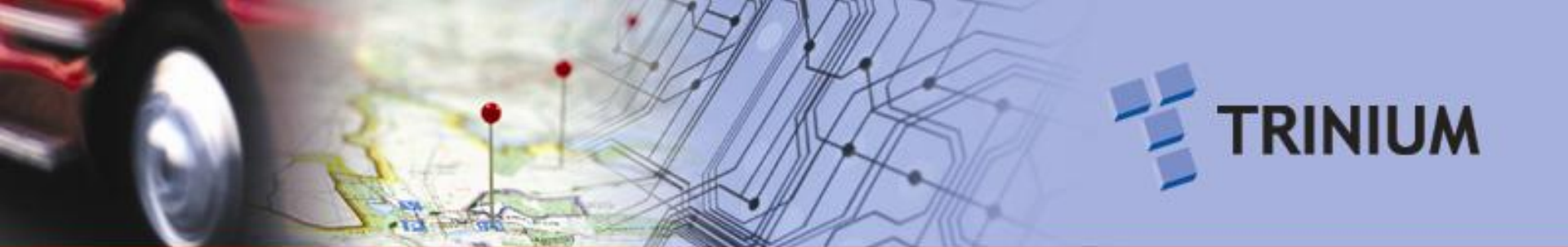
Tip of the day: Have a great time at Trinium Exchange 2010 - Hotel Maya Long Beach, CA May 19 - 20. [more ...](#)

Right Mouse=Popup Menu

Start | Main Menu (DEVELOP...)

Market Trends Affecting Software

- **Hosting – Cloud Computing - SaaS**
 - Outsourcing more to software provider
 - No server, low acquisition costs...monthly subscription model
 - Concentrate on core competencies of managing a transportation company
- **Asset tracking**
 - GPS tracking via cell app or black box in truck/on-board computers
- **Changes in chassis model for U.S.**
 - Trucker owned chassis vs. rental/lease model
- **Street-turn collaboration**
 - Trucker sponsored /developed portal
 - Relationship oriented...you determine who you are connected to
 - Ability to interface with different trucking systems



DRIVING FINANCIAL IMPROVEMENTS FOR TRUCKING COMPANIES

Thank You

For more information on Trinium please visit our web site

www.triniumtech.com