

# *Trucking & Warehouse Solutions*

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# Sprint Solutions Align With Key Trends and Challenges

## Trends

- *Controlling Costs*
  - *Extremely low profit margin*
  - *High sensitivity to fuel price fluctuations*
- *Shrinkage & theft*
- *Tightening federal regulations*

- *Escalating mileage expenses*
- *Employee productivity*

## Challenges

- *Need engine diagnostics to monitor Vehicle & Shipment status*
- *Strengthening of security standards to improve loss prevention*
- *Demand for Increased Supply Chain visibility*
- *Regulatory requirements for DOT Driver log automation*

- *Efficient scheduling & routing to improve delivery times*
- *LBS-based real-time fleet tracking to improve delivery times*
- *Decreased dock and driver productivity*
- *Reduce mileage expenses*
- *Improve communication between drivers and dispatchers*
- *High dispatcher to driver ratio*

## Sprint Solutions




- **Fleet/Logistics Management Solutions**

- **Load & Route Optimization Solutions**



# Fleet Management

Improve your bottom line by proactively monitoring the vehicle, the driver, and the shipment with Sprint's Fleet Management solutions




| Monitor the vehicle  | Manage the driver   | Track the shipment   |
|--|---|--|
|   |   |   |
| <ul style="list-style-type: none"> <li>• Increase fuel efficiency</li> <li>• Decreased maintenance costs</li> <li>• Reduced Insurance costs</li> </ul> | <ul style="list-style-type: none"> <li>• Increased driver safety</li> <li>• Increased driver satisfaction</li> <li>• Decreased labor costs</li> </ul> | <ul style="list-style-type: none"> <li>• Minimize loss</li> <li>• Increased profitability</li> <li>• Increase customer satisfaction</li> </ul> |
| <p>“Protect your assets by proactively addressing driver behavior (speed, hard braking and excessive throttle)”</p>                                    | <p>“Automate and gain efficiencies to comply with DOT driver log and IFTA tax reporting regulations.”</p>   | <p>“Improve loss prevention through the use of GPS vehicle tracking and status switching (cargo doors open/close) and geo-fencing.”</p>        |

**Sprint helps large truckload carrier to track, route and analyze fleet information**

- Decreased idle time from an average of 8 hours per day to 30 minutes per day
- Improved fuel economy as a result of reduced idle time and out of route miles
- Reduced insurance costs due to fewer accidents
- Company saved approximately **\$1 million** in first year overall!

# Load & Route Optimization

Help customers improve scheduling, dispatching, route optimization and delivery times with Sprint's **Load & Route Optimization** solutions

| <i>Intelligent Loading</i>  | <i>Smart Routing</i>  | <i>More with Less</i>   |
|---|---|---|
|                                |   |                                |
| <ul style="list-style-type: none"> <li>• Increased productivity</li> <li>• Reduce operating expenses</li> </ul> | <ul style="list-style-type: none"> <li>• Increased efficiencies</li> <li>• Decreased Reliance on the human factor</li> </ul>  | <ul style="list-style-type: none"> <li>• Decrease labor costs</li> <li>• Gain operational efficiencies</li> </ul> |
| <p>“Automate and optimize load taking into account vehicle type and available capacity (cubic feet)”</p>        | <p>“Intelligently automate route taking into account vehicle location, load status and traffic to assure the right products are in the right place at the right time”</p> | <p>“Allows consolidated dispatchers to manage larger pools of drivers more efficiently.”</p>                      |

*“ My operations department went from 10 dispatchers to 5, and I was able to increase my volume from 3,000 deliveries a day to about 7,000 deliveries”*

- Accurately predict courier arrival time
- 99% of incoming calls are now handled by CSR not dispatch!
- Customer predicts that his cost of operations in Kansas City are now **20-30%** lower than any of his competitors!

# *Case Studies*



# Fleet Management Case study

*Sprint helps large truckload carrier to track, route and analyze fleet information*

*Since the family-owned business' inception in 1947, the Company had grown into one of the largest truckload carriers. Serving steel, manufacturing and food industries, this diverse trucking company has an ultimate goal, which is to provide best-in-class customer service.*



## Challenge

- > Unable to know driver's whereabouts and provide customer with an accurate ETA
- > Experienced increased costs with the inability to hold drivers accountable in the field

## Solution

- > Implemented route tracking device to improve drivers' day to day performance
- > Eliminated excess idle time that resulted in additional costs
- > Held employees accountable with daily reporting on idle time, speed history, hard braking counts and a location map of where each incident occurred

## Bottom line

- > Decreased idle time from an average of 8 hours per day to 30 minutes per day
- > Improved fuel economy as a result of reduced idle time and out of route miles
- > Reduced insurance costs due to fewer accidents
- > Saved approximately \$1 million in first year overall

| Fuel Efficiency Report                        |              |          |                  |
|---|--------------|----------|------------------|
| Start Date: 2007-03-26 - End Date: 2007-04-27 |              |          |                  |
| <b>MPG warning</b>                            |              |          |                  |
| <b>MPG severe warning</b>                     |              |          |                  |
| Unit  | Distance (M) | Fuel (G) | Efficiency (MPG) |
| Laser-01                                      |              |          |                  |
| 143   | 6884         | 1350     | 5.10             |
| 145   | 8833         | 1849     | 4.78             |
| 146   | 226          | 0        | 0.00             |
| 147   | 6115         | 1451     | 4.21             |

# Load & Route Optimization Case study



*“ My operations department went from 10 dispatchers to 5, and I was able to increase my volume from 3,000 deliveries a day to about 7,000 deliveries”*

*John Cochran, President*

*JS Logistics*



## Challenge

- > Prior to implementation, JS Logistics used radios and phone calls to ensure delivery. The company struggled to provide customers with accurate ETA's. Expansion was impeded by the need to open local offices and hire more dispatchers in target markets. This made expansion difficult due to curtailed margins.

## Solution

- > JS Logistics spent two years searching for the ideal system before selecting Cheetah Delivery route optimization and dispatch application.

## Bottom line

- > Staff can accurately predict when couriers are going to arrive and the company can proactively deal with delays. Previously, when a customer called to ask when a courier would arrive, the CSR had to transfer that call to dispatch. Now 99% of the calls are dealt with by CSR's in seconds!
- > Customer predicts that his cost of operations in Kansas City are 20-30% lower than any of his competitors.
- > JS Logistics is now able to expand into new markets without the need to add more dispatchers.