Feature Benefit-Solution Worksheet

Platform Feature

a. ~~Product Catalog~~
b. Integrated Shipping Calendar
c. Custom Tracking Alerts
d. Digital Shipment Documentation
e. Automatic Shipment Pre-Pro

f. Unlimited Quote History
g. Volume Quoting
h. Unlimited Users
i. Unlimited Locations
j. Unlimited Carriers

k. Auto-fill Address Book
l. Density Calculator
m. Shipment History Archive
n. Reporting and Analytics
o. Google Maps Integration

Exercise 1: Benefit to Customer

Match the platform feature with the benefit to the customer.

1. __a__ Rating API returns accurate pricing on over-length

2. ____ Quick, Easy, and Clear documents with a click of the mouse with API delivery to contracted carrier

3. ____ Start and stop your quote to book process at your convenience

4. ____ Get accurate ratings returned off complete shipment information

5. ____ Be able to review past shipments for quick repeat, document retrieval, rating audits, etc

6. ____ Get a birds-eye view on physical locations for both shipping and receiving addresses

7. ____ Set PRO numbers with accuracy and dependency

8. ____ Be able to scale your shipping operations from 1 skid to volume level shipments within the same workflow

9. ____ Store verified and validated shipping and receiving warehouse locations with full detail

10. ____ Single screen access to track all shipments in transit

11. ____ Provide access to anyone within organization

12. ____ Create multiple locations within your shipping/receiving department

13. ____ Perform reviews and audits in real time to track performance with your own data

14. ____ Integrate all your direct LTL carriers into one single source platform

15. ____ Pre-set automated shipment notifications

Exercise 2: Problem Resolved

Match the platform feature with the problem resolved.

1. ____ Easy access to sort shipment activity based off delivery status; Eliminate ping-ponging between multiple sites or tracking down information through manual process

2. __a__ Inaccurate billing on over-length shipments

3. ____ Increase knowledge share with accessibility & visibility into transportation activities

4. ____ Inability to access clean data within other third-party platforms if at all

5. ____ Plan and avoid unknown accessorials

6. ____ Missed PRO numbers cause missed pickups, reconsignments, misdirected deliveries

7. ____ Reduce miscommunication and process redundancies across entire organization

8. ____ Assign proper class and NMFC detail to each shipment

9. ____ Increase customer satisfaction and reduce time to task for internal

10. ____ No longer having to deal with expiration dates on stored data or forced into additional costs to increase storage levels

11. ____ Eliminate time wasted through leveraging multiple carrier websites, email or phone

12. ____ No longer do you have to play by the systems rules. Build agility into your day-to-day tasks

13. ____ No restrictions on the size of load you can quote and book

14. ____ Inaccurate BOLs causing freight bill audits, incorrect billing, charge backs, and accounting mistakes

15. ____ Reduce manual sticky notes or reliance on spreadsheets to stay organized

Feature Benefit-Solution Worksheet Key

Exercise 1:

1. A
2. D
3. F
4. L
5. M
6. O
7. E
8. G
9. K
10. B
11. H
12. I
13. N
14. J
15. C

Exercise 2:

1. B
2. A
3. H
4. N
5. O
6. E
7. I
8. L
9. C
10. M
11. J
12. F
13. G
14. D
15. K