Providing a Lower Total Cost of Ownership
Investment Protection from Long Term Viability
End-to-End Business Process Enablement

SAP Transportation Management

Solution Management
Supply Chain Management

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1. Strategic and operational business problems addressed
2. Who is the customer and why I should position SAP TM 6.0?
3. SAP TM overview, differentiation, positioning, and value
4. Information resources (SCM Roll-out Map, demos, contacts, etc.)
Strategic Business Challenges
Globalization stretches supply chains and increases risks

- **Macro-economic challenges**
  Expanding globalization and outsourcing including company acquisitions drive more complex logistical requirements

- **Limited partner and customer collaboration**
  Limited cross ecosystem collaboration leading to decreased visibility to critical logistical information

- **Increased energy costs, regulations, and international policy considerations**
  Energy costs vs. asset utilization, SOX, increased security regulations, regional conflicts, driver shortages, embargos, tariffs

- **Increasing customer demands**
  Smaller and more frequent orders force more complex distribution channel requirements to maintain customer loyalty

You need the ability to manage constant change.
Operational Business Challenges

Cross-company transparency and communications limit your Fulfillment success

- Pain: Synchronizing Finance and Operations
- Pain: No Single system process enablement
- Pain: No Enterprise-wide Visibility
- Pain: Disparate System Landscape
- Pain: Managing Equipment Shortages
- Pain: Increased Workload
- Pain: Lack of Automation
- Pain: Uncontrolled Freight Spend
- Pain: Globalization requires sophisticated LSP support.
- Pain: Antiquated LSP IT infrastructure

You need solutions designed around your business processes
Adaptive Collaboration Infrastructure – End to End
The Business Suite

- Single platform architecture
- Single Source of truth is key to Business wide visibility
- Complete end-to-end processes
- Cross-Enterprise Collaboration via enterprise services
- Embedded standard communication protocols
- Back-end system agnostic, transportation solutions
- Enterprise SOA by Design

It’s a challenging environment and you need a new generation approach.
1. Strategic and operational business problems addressed
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Target Customers

**Shippers – Chemical, CP, High Tech, Healthcare, Mill, Oil & Gas, Retail, Wholesale**

- These companies either manufacture or distribute product.
- They plan the transportation activities and contract the execution to the LSP.
- They receive requests from the consumers of their products and they purchase transportation services from the logistics service providers.
- Their focus is reducing the cost of transportation, increasing service levels to their customers, and better collaborating with their carriers.

**Logistics Service Provider companies – 3PL, 4PL, Carriers**

- These companies manage the transportation (3PL, 4PL) or manage the movement (Carrier) of the product for the shipper.
- They focus on maximizing profit, managing customer service levels, and communicating to both the shipper and consignee.
- They receive orders from the shipper to which they sell transportation service. They buy transportation services from Carriers.
There are many different transportation scenarios which include:

- **Parcel shipping** – performing parcel consolidation, rules based parcel to LTL decision making, rate shopping parcel carriers, labeling, and operational manifesting, tracking, freight costing

- **LTL and TL shipping** – order consolidation, load planning, manual and optimized routing and scheduling, carrier collaboration, appointment scheduling, tracking, freight costing

- **Bulk Products** – similar to LTL and TL, but with liquid bulk materials such as chemicals, oil, and gas. Use single and multi-compartment type equipment, freight costing. Break bulk operations become more important.

- **Rail Transportation** – managing the fixed routes and costs associated with movements, limited sophisticated planning requirements, tracking

- **Ocean Shipping** – containerized and break bulk international shipping, booking space on vessels, arranging for domestic and international drayage, freight costing

- **Inbound Logistics** – managing inbound routing either internationally for finished goods (i.e. China) or domestically from raw material or intermediate suppliers, routing, tracking, and freight costing.

- **Private and Dedicated fleets** – managing the dispatching of drivers and equipment usually along fixed routes and schedules

- **3PL** – buying and selling transportation services while performing all the previously listed activities, usually do not own their own equipment and are mostly services focused, tracking, freight costing and billing

- **Carrier Management** – similar to 3PL, but own their own equipment and are mostly asset based. Can include all elements of the areas mentioned above, tracking, freight billing
Different Industries have different requirements. Here is a view of the top 2-3 scenarios in each industry.

Every customer is different though…

<table>
<thead>
<tr>
<th></th>
<th>Parcel</th>
<th>LTL / TL</th>
<th>Bulk</th>
<th>Rail</th>
<th>Ocean</th>
<th>Inbound</th>
<th>Private/Dedicated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer</td>
<td></td>
<td>X</td>
<td></td>
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<td>X</td>
<td></td>
<td></td>
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<td>X</td>
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<td>Oil &amp; Gas</td>
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<td>Retail</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
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<tr>
<td>Wholesale</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>

Note: The Logistics Service Provider Market provides services to all industries across multiple modes of transportation. The bottom denominator is what type of product are they transporting and for what purpose.
Importance of Transportation - Hard Benefits

Four primary benefit areas ...

--- Opportunity Area ---

Better Accuracy & Carrier Selection Adherence

Better Transportation Planning

Better Transportation Execution

Enhanced Visibility & Monitoring Capabilities

--- Representative Value Range ---

4% to 12%

5% to 15%

4% to 12%

4% to 10%

---

1 Source: Competitive Benchmarking Statistics from Publicly Available Sources
<table>
<thead>
<tr>
<th>Transportation Process</th>
<th>Savings Potential</th>
<th>Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consolidation and Routing</td>
<td>1.0% to 25%</td>
<td>Creating routes from multiple origins or destinations while balancing the trade-offs between cost and service for LTL and full trailer; the potential savings is based on the freight cost that is Multi-Stop Truckload per Consolidation %</td>
</tr>
<tr>
<td>Selection, Tendering Booking</td>
<td>1.0% to 10.0%</td>
<td>Selecting carriers, private fleet for transportation services for specific o/d criteria. Savings Based on Total Transportation Expense and reducing the Maverick Spend</td>
</tr>
<tr>
<td>Continuous Move Execution</td>
<td>1.5% to 5.0%</td>
<td>Automatically identifying and executing continuous moves invoking savings contracted with each carrier. Savings Based on Shipments Available for Continuous Moves</td>
</tr>
<tr>
<td>Mode Selection</td>
<td>0.5% to 1.0%</td>
<td>Selecting the appropriate mode of travel: TL, LTL, Parcel, Rail, Ocean, Air, Flatbed, Bulk, or parcel and subject to the service requirements and costs will generate savings from the current total transportation spend</td>
</tr>
<tr>
<td>Performance Tracking</td>
<td>0.5% to 1.0%</td>
<td>The capability to capture detailed performance metrics of carriers capabilities and internal execution of transportation operations. Gaining the ability to capture tender rejects and service failures will generate savings from the current total transportation spend</td>
</tr>
</tbody>
</table>
Systemically matching invoices to actual spend and automatically approving invoices within the prescribed tolerance will decrease administrative costs 1.0% to 5.0%

**SAP TM Value Proposition Details Continued**

<table>
<thead>
<tr>
<th>Transportation Process</th>
<th>Savings Potential</th>
<th>Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shipment Tracking and Tracing</td>
<td>50% to 75%</td>
<td>Internet enabled tracking and tracing will save additional manual activities to find shipments/product in transit</td>
</tr>
<tr>
<td>Reporting, Performance and Event Management</td>
<td>25% to 50%</td>
<td>Conversion of data into information resulting in the calculation of metrics used to manage operations on a summary level and operations level as changes occur. Based only on Administrative Costs</td>
</tr>
<tr>
<td>Load Tendering</td>
<td>25% to 50%</td>
<td>The administration efforts required to manage inbound/outbound shipments. Interfacing with carriers to obtain transportation services Based only on Administrative Costs</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>1.0% to 5.0%</td>
<td>Systemically matching invoices to actual spend and automatically approving invoices within the prescribed tolerance will decrease administrative costs</td>
</tr>
</tbody>
</table>
Why should I position SAP TM 6.0 to my customer?

- **Transportation is a large value driver today.**
  - There’s a high level of customer and market interest across all scenarios, this can lead you to other related sales opportunities.

- **SAP TM is a new generation of transportation software**
  - Stand-alone platform for the entire transportation and fulfillment process
  - Greater market opportunities – supports all shippers including manufacturing, retail, and wholesale; supports logistics service providers including 3PLs, 4PLs, and Carriers.

- **TM is functionally rich –**
  - Goes beyond the competition on function and architecture
  - 2\textsuperscript{nd} largest SCM project to date with over 15,000 MD of Development
  - Over 100 Developers

- **The Competition is Oracle, but don’t under-estimate i2 and Manhattan.**
  - Glog was purchased by Oracle and has been making a push into SAP’s client base.
  - i2 and Manhattan are not as visible, but have well qualified solutions and good references.
Agenda

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4. Information resources (SCM Roll-out Map, demos, contacts, etc.)
**Transportation Platform for Growth and Flexibility**

**Customs and Global Trade**
Import and Export compliance and customs collaboration platform

**Freight Contract Management**
Negotiate, procure, and monitor freight contracts

**Enterprise-Wide Visibility**
Complete visibility to end-to-end business processes and critical events.

**Freight Costing, Invoicing, and Profitability Management**
Including freight cost calculation, supplier and customer invoice calculations.

**Order Quotation, Booking, and Confirmation**
For shipment and freight requests.

**Transportation Proposals**
- Optimized and manual load planning, scheduling, routing, and dispatching.

**Financial and Operation KPIs, Metrics, and Analysis**
To measure delivery performance, carrier scorecards, and standard metrics like SCOR models

**Carrier Connectivity**
For business partner integration, enablement, and synchronization.

**Transportation Execution**
For document generation, driver communications, and shipment completion.

**Extended Warehouse Management**
For enterprise-wide warehouse processes

**Event Management**

**Wardrobe Management**

**Carrier Collaboration**
For capacity and equipment allocations, freight subcontracting, and tendering.
Transportation Platform for Growth and Flexibility

ERP
(Order Mgmt, Material Mgmt, Production, Logistics Execution, Warehouse Management, Finance and Costing, Rail Car Management, Human Resource Mgmt, Asset Maintenance)

Possible Future Composite Applications

Processes supported by Standard Software

SAP NetWeaver
TMS Logical Business Object and Engine Model

Transportation Management

Order Taking
- Booking Request
- Shipment Quotation Request
- Shipment Request
- Freight Request
- Shipment

Resources
- Drivers
- Vehicles
- Equipment (Transport Handling)
- Contract (Capacity Allocation)

Warehouse Integration
- Loading Instruction
- Loading Report

Master Data
- Partners
- Network
- Organization

Booking Subcontracting
- Booking Order
- Tour
- Shipment Order
- Freight Order

Transportation Charge Management
- Customer Freight Invoice
- Trsp. Chrg. Billing Request
- Trsp. Chrg. Processing Request
- Contract (Freight Agreement)
- Trsp. Chrg. Calculation Request
- Trsp. Chrg. Settlement Request
- Supplier Freight Invoice

Ordering Party

Service provider
### Shipment Request (FCL Ocean Shipment) 100008 (Active)

**Stage Details**

**Stage Details**

<table>
<thead>
<tr>
<th>Stage ID</th>
<th>Stage Type Desc.</th>
<th>Source Location</th>
<th>Earliest Pick-Up Date</th>
<th>Destination Location</th>
<th>Earliest Delivery Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Pre-Carriage</td>
<td>C36_CUSHI</td>
<td>23.10.2007 14:00:00 JAPAN</td>
<td>E36_JAKMA</td>
<td>01.11.2007 15:00:00 JAPAN</td>
</tr>
<tr>
<td>20</td>
<td>Main Carriage</td>
<td>C36_JAKMA</td>
<td>23.10.2007 14:00:00 JAPAN</td>
<td>E36_CUSHI</td>
<td>01.11.2007 15:00:00 JAPAN</td>
</tr>
<tr>
<td>30</td>
<td>On-Carriage</td>
<td>C36_CUSHI</td>
<td>23.10.2007 14:00:00 JAPAN</td>
<td>E36_CUSHI</td>
<td>01.11.2007 15:00:00 JAPAN</td>
</tr>
</tbody>
</table>

**Related Services**

- General Data
- Document References
- Locations
- Service Requirements

**Status**

- Tracking and Tracking

**Creation Details**

- Created By: LUTERBACH
- Created On: 27.08.2007
- Created At: 16:10:22 CET

- Changed By: BERNARDO
- Changed On: 06.10.2007
- Changed At: 15:04:11 CET

**Diagram**

![Diagram showing the shipment process from Ikawa Plant to Shanghai, China]
Store upright, avoid vibrations and heat. Do not expose contents to air.

30 days remittence after 84 months.
Check Status Information

Shipment Request (FCL Ocean Shipment) 1000180 (Active)

Life Cycle Status: Planned
Planning Data: Up-to-Date
Consistency Status: Consistent
Block Status: Not Blocked
CNF Status Based on Planning Data

Request Data Status
- Invoice Status: Not invoiced
  - Changed By: LAUTERBACH
  - Changed On: 27.09.2007 10:12:22 CET

Shipment Req. Life Cycle Status: Planned
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:00:00 CET

Block Status for Execution and Planning: Not Blocked
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:12:22 CET

Consistency Status: Consistent
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:16:21 CET

Credit Limit Status: Not Checked
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:12:22 CET

Planning Data Status: Up-to-Date
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:13:48 CET

Contents
- Compatibility Status: Compatible
  - Changed By: BERNARDIJ
  - Changed On: 09.10.2007 15:47:31 CET

Change History Status: Manual
- Changed By: LAUTERBACH
- Changed On: 27.09.2007 16:16:21 CET

Confirmation Status: Based on Planning Data
- Changed By: LAUTERBACH
- Changed On: 27.09.2007 16:16:21 CET

Freight Unit Status: Cargoship Partially
- Changed By: LAUTERBACH
- Changed On: 27.09.2007 16:16:21 CET

Planning Data Status: Up-to-Date
- Changed By: LAUTERBACH
- Changed On: 27.06.2007 10:13:48 CET

Contents
- Confirmation Release Status: Released
  - Changed By: BERNARDO
  - Changed On: 09.10.2007 15:47:31 CET

Change History Status: Manual
- Changed By: LAUTERBACH
- Changed On: 27.09.2007 16:16:21 CET

Confirmation Status: Based on Planning Data
- Changed By: LAUTERBACH
- Changed On: 27.09.2007 16:16:21 CET

Ferrying Status: Not Fixed
- Changed By: BERNARDO
- Changed On: 09.10.2007 15:47:31 CET
Customs Invoice

Consignor
Name of consignor
Address
City
Country

Our PO number
Place and date of issue

Consignee
Name of consignee
Address
City
Country

Forwarder
Name of forwarder
Address
City
Country

Shipped in good order and condition per/ Sailing on or about

ETA on or about

Freight Terms

Marks and numbers

<table>
<thead>
<tr>
<th>No. of packages</th>
<th>Description of goods</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Alpha-alloy silenator</td>
<td>4,876</td>
<td>741.00 USD</td>
<td>1,621.00 USD</td>
</tr>
<tr>
<td>20</td>
<td>Thermoplastic silenator</td>
<td>9,150</td>
<td>855.40 USD</td>
<td>7,798.00 USD</td>
</tr>
</tbody>
</table>

Total amount USD

Please T/T to our Bank: Mitsubishi Bank Ltd., Tokyo Branch, 1-7-4 Iwamotocho, Chiyoda-ku, Tokyo 102-0004, Japan
Account No.: 022-3910-22776

Say US Dollars Forty Three Thousand Two Hundred Twenty Seven only.
# PACKING LIST

<table>
<thead>
<tr>
<th>Consignor</th>
<th>Order number</th>
<th>Place and date of issue</th>
</tr>
</thead>
<tbody>
<tr>
<td>M Chemical Corp.</td>
<td>10000180</td>
<td>1wakuden, Japan 2007-10-07 10:55:29</td>
</tr>
<tr>
<td>From: Waki-shi</td>
<td>Consignor reference number</td>
<td>Shipped in good order as per / sailing on or about</td>
</tr>
<tr>
<td>To: Zhongshan</td>
<td>30009210-09</td>
<td>5 Oct 2007</td>
</tr>
</tbody>
</table>

### Country of origin

- **Japan**

### Freight Terms

- **FOB WAKU DEN**

#### Marks and numbers

<table>
<thead>
<tr>
<th>No.</th>
<th>Description of goods</th>
<th>Quantity</th>
<th>Unit Net Weight</th>
<th>Unit Gross Weight</th>
<th>Unit Measurement</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Alu-foil induction</td>
<td>25</td>
<td>196 KG</td>
<td>196 KG</td>
<td>0.35 M3</td>
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<tr>
<td></td>
<td>Thermoplastic plastic</td>
<td>30</td>
<td>245 KG</td>
<td>270 KG</td>
<td>0.42 M3</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>55</td>
<td>1185 KG</td>
<td>1327 KG</td>
<td>21.35 M3</td>
</tr>
</tbody>
</table>
Initiate Tendering Process
## Shipment Order (Multi-modal) 50000000000000000290

### Maintain Process

**Tendering Overview**

<table>
<thead>
<tr>
<th>Step No.</th>
<th>Type</th>
<th>Total Type</th>
<th>E-Type</th>
<th>Real Type</th>
<th>Resp. Due (h:mm)</th>
<th>Lifecycle</th>
<th>Total Price Limit</th>
<th>Currency</th>
<th>Start Date</th>
<th>End Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A</td>
<td>Peer-to-peer tendering</td>
<td>F</td>
<td>Most acceptable quote</td>
<td>2:00</td>
<td>Not processed</td>
<td>325.00</td>
<td>USD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>B</td>
<td>Broadcast tendering</td>
<td>C</td>
<td>Cheapest quote after maximum response time</td>
<td>1:00</td>
<td>Not processed</td>
<td>325.00</td>
<td>USD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>C</td>
<td>Open tendering</td>
<td>C</td>
<td>Cheapest quote after maximum response time</td>
<td>0:30</td>
<td>Not processed</td>
<td>325.00</td>
<td>USD</td>
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</tr>
</tbody>
</table>

**Transportation Service Provider (TSP) List**

<table>
<thead>
<tr>
<th>Sequence</th>
<th>Selected</th>
<th>Bus. Part.</th>
<th>Desc.</th>
<th>Ind. Tot.</th>
<th>Price Limit</th>
<th>Currency</th>
<th>PriceLimit%</th>
<th>RFQ Status Descr</th>
<th>Resp. Due (h:mm)</th>
<th>Resp D. Date</th>
<th>Result</th>
<th>Last Quote Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>FG_CAR0033</td>
<td>National Trucking</td>
<td>Traction Nj 00001</td>
<td></td>
<td>USD</td>
<td></td>
<td>Request for quote not sent</td>
<td>2:00</td>
<td></td>
<td>0.0001</td>
<td>0.000100</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>FG_CAR0001</td>
<td>F&amp;G Truck Lines / Pittsburgh 15204</td>
<td></td>
<td></td>
<td>USD</td>
<td></td>
<td>Request for quote not sent</td>
<td>1:00</td>
<td></td>
<td>0.0001</td>
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</tr>
<tr>
<td>Event Type</td>
<td>Date</td>
<td>Time</td>
<td>Location</td>
<td>Description</td>
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<tr>
<td>Loading</td>
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<td>Unloading</td>
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<td>EST</td>
<td>17.01.2007.08:00:15 EST</td>
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<tr>
<td>Customs in</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Proof of Delivery</td>
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<td>09:00:00</td>
<td>EST</td>
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<tr>
<td>Arrival at Destination</td>
<td>15.01.2007</td>
<td>09:00:00</td>
<td>EST</td>
<td>00:00:00</td>
<td>M89_TOUR_C</td>
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<td>Proof of Delivery</td>
<td>15.01.2007</td>
<td>09:00:00</td>
<td>EST</td>
<td>02:00:00</td>
<td>M89_TOUR_C</td>
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</table>
SAP Transportation Management – Benefits and Advantages

**Generic benefits and advantages**

- Combined order quotation, receipt, and confirmation, transportation planning, transportation execution, tracking, event management, and freight charge management in one system.
- Simple dispatching to complex routing optimization with complete of asset visibility including tractors, trailers/containers, and drivers.
- Multiple Tendering strategies supported such as peer-to-peer, broadcast, and open tendering
- Next generation technical design:
  - SOA by Design enables loosely coupled & extensible applications
  - Standard (message based) communication based on international standards, e.g. EDIFACT
  - Packaged ERP integration as well as flexible deployment options
- Freight Management supporting all aspects of buying and selling of transportation services

**Shipper focus**

- Combined inbound and outbound transportation both logistically and financially
- Capability to adapt plan after execution of transportation activities has started
- Delta planning, i.e. ability to plan new transportation demands into existing shipments without re-planning everything
- Build-in Real-World-Awareness for global visibility

**Logistic Service Provider focus**

- Higher transparency on profitability on both the buying and selling side
- Lean master data needs (e.g. working of product codes instead of material masters)
- Split organizational responsibilities - multiple groups can manage individual legs
SAP: 20 Years of Transportation Expertise

Extending the Scope of our Transportation solution

Freight Forwarder / 3PL / LSP Transportation Focus

<table>
<thead>
<tr>
<th>Year</th>
<th>Feature</th>
</tr>
</thead>
<tbody>
<tr>
<td>1987</td>
<td>Transportation Solution in SAP R/2</td>
</tr>
<tr>
<td>1993</td>
<td>Transportation Solution in SAP R/3</td>
</tr>
<tr>
<td>1997</td>
<td>Transportation Optimization APO-TP/VS</td>
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<tr>
<td>2001</td>
<td>Event Management Track &amp; Trace</td>
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<tr>
<td>2004</td>
<td>RFID handling</td>
</tr>
<tr>
<td>2006</td>
<td>Extended Planning &amp; Ocean Booking</td>
</tr>
<tr>
<td>2007</td>
<td>SAP TM for Shippers &amp; Freight Forwarders</td>
</tr>
<tr>
<td>2008+</td>
<td>SAP TM Extension &amp; Specialization</td>
</tr>
</tbody>
</table>

Shipper Transportation Focus
1. Strategic and operational business problems addressed
2. Who is the customer and why I should position SAP TM 6.0?
3. SAP TM overview, differentiation, positioning, and value
4. Information resources (SCM Roll-out Map, demos, contacts, etc.)
Resources

- **Online Help** ([http://help.sap.com](http://help.sap.com))
  Select Documentation → SAP Business Suite → SAP Supply Chain Management → SAP Transportation Management → Select Language

- **Roll Out Map** *(could search for “SCM roll-out”)*
  Business Suite Organization → Products → SCM → ASM SCM, PLM, MAN → SCM → Programs SCM & RFID → Roll-out → SAP SCM Roll-out Map 2007

- **Service Marketplace** ([http://service.sap.com/scm](http://service.sap.com/scm))
  New: Transportation

- **Partner Portal** ([http://service.sap.com](http://service.sap.com))
  Products → SAP Supply Chain Management → Execution *(tab)*
For further information, please contact:

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Lars Vogel  (lars.vogel@sap.com)
Sabine Veit  (sabine.veit@sap.com)
Thank You

www.sap.com/scm

Providing a Lower Total Cost of Ownership

Investment Protection from Long Term Viability

End-to-End Business Process Enablement
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