SHIPWELL®

ORACLE® NETSUITE

Shipwell TMS for **NetSuite**

Solutions Overview

Shipwell makes the most of every dollar that your business spends on freight.
Our cloud-based transportation management system for multi-modal shipping drives smarter decisions, lower costs, and higher efficiency. Painless and easy to use, the Shipwell platform improves team productivity and adds advanced visibility, optimization, smart capacity, and analytics for higher overall performance.

Differentiators

o   Combines shipping execution and real-time visibility with pre-integrated carrier and 3PL network

o   Easier to use, faster to learn and see ROI

o   Market price guides to reduce freight spend

o   Freight bid requests are fast and automated

o   Dashboard and analytics for smarter actions daily

o   Financial visibility on performance and spending to manage logistics for business profitability

Key Features

o   Multi-modal, multi-stop shipment planning and execution

o   Native tracking, visibility and exception management

o   Freight market intelligence, benchmarks and predictive pricing

o   Freight contract RFP/bid request automation

o   Finance process and data integration for freight spend control

o   Load planning/consolidation flexibility

o   Routing guide management

Learn more at **Shipwell.com**

Who Uses It?

- Firms spending >$5 million on freight annually
- Food and beverage manufacturers
- CPG manufacturers and distributors
- Mid-sized manufacturers and industrial supply
- Building products manufacturers and distributors
- Fast growing mid-market industrial companies

Customer Pain Points

- Shipping operations have outgrown spreadsheets and legacy software tools
- Orders take more truckload, LTL and parcel shipments than ever before
- Shipment visibility is poor; customers are frustrated
- Teams struggle to improve performance with current shipping systems
- Freight spending has mushroomed, but data is too scattered to get it under control

Qualifying Questions

- **How many shipments annually?**
  - How many Truckload/TL or LTL?
  - How many parcel?
  - What other modes are used?
- **What is your annual freight spend on all modes?**
- **What software is used now for outbound shipping?**
- **Do you have multiple shipping locations in North America?**
- **How much visibility do you have into shipments in transit, and how do you share that with customers?**
- **What is your greatest shipping/logistics pain point today?** (Controlling freight spend, hiring or keeping talent, scalingoperations for growth, managing inbound and outbound freight, etc.?)

How Much Does It Cost?

Shipwell pricing is based on **shipment volumes** or **total annual freight spend.** Shipwell pricing is highly **affordable for mid-market companies,** offering **enterprise shipping capabilities** at **dramatically lower TCO** than other enterprise TMS solutions.

Customer ROI

Customers with no previous TMS software can see **5-15% freight spend savings** from better carrier selection, load optimization, smarter freight rating, bid events, and dynamic market pricing guidance. Upgrading from legacy TMS software, customers find **savings of 1-5%** from lower IT costs, reduced employee training costs, reduced labor costs, and increased productivity.

Key Words | Freight spend, freight rates, supply chain disruption, shipment visibility, logistics costs, shipping costs