

SEPTEMBER 2020

HOW TO THRIVE DURING THE HOLIDAY CAPACITY CRUNCH



MERCURYGATE



HOPE FEDERER

Senior Director of Pre-sales



MERCURYGATE



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There's an opportunity in transportation to
BREAK FREE FROM STATIC & UNRELIABLE ROUTING



INSTANT PRICING
& BOOKING



100% TENDER
ACCEPTANCE



TMS READY



Exceptional
Service

WHAT IS SMART TRUCKLOAD?



Loadsmart uses technology to automate how loads are priced, booked, sourced, scheduled, and tracked.

We take full operational ownership and legal liability of every load we move.

Key Ingredients:

- Integration is free – the only cost is to move the load
- Connects TMS, Tracking and Warehouse platforms
- Dedicated Account Management



From day one MercuryGate had a singular vision:

**To build from the ground-up the world's first
and largest SaaS-based Transportation
Management Platform**

With 1.3M Global Deployments, our platform delivers on our promise of Innovation, Efficiency, and Reliability



60b

Freight Under
Management



120m

Loads
Per Year



70m

Files Processed
Per Month



100k

Connections to
Carriers



10m

Loads Originate and
End Outside of the US



126

Global Footprint



3.1m

Daily
Logins



18 / 52

Languages and
Currencies



70

Partners



110%

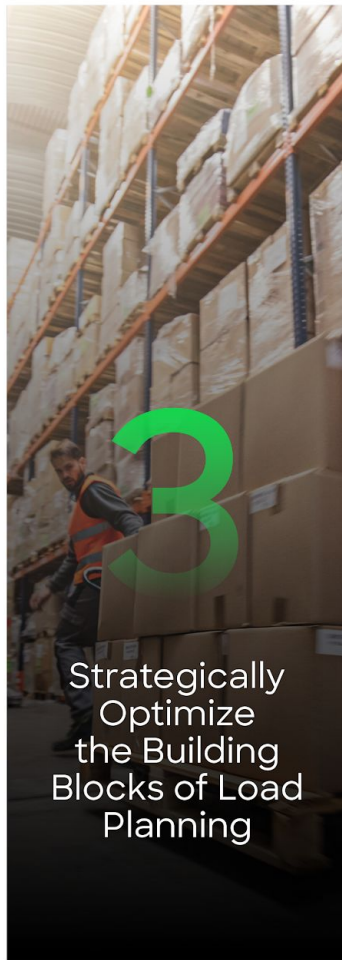
Customer
Revenue Retention



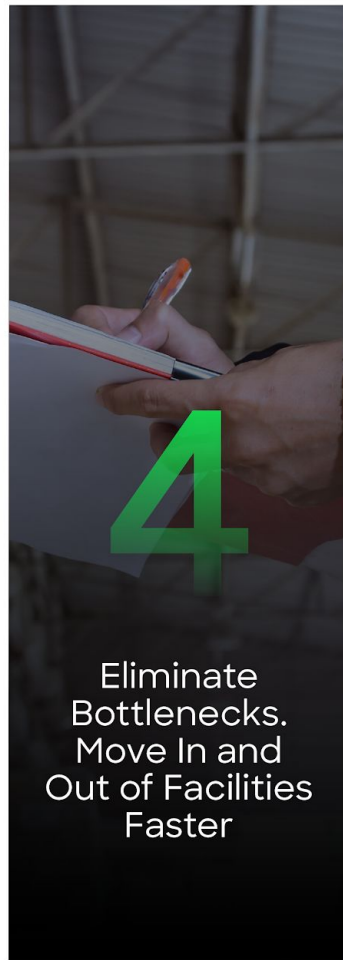
Be a Better
Shipper



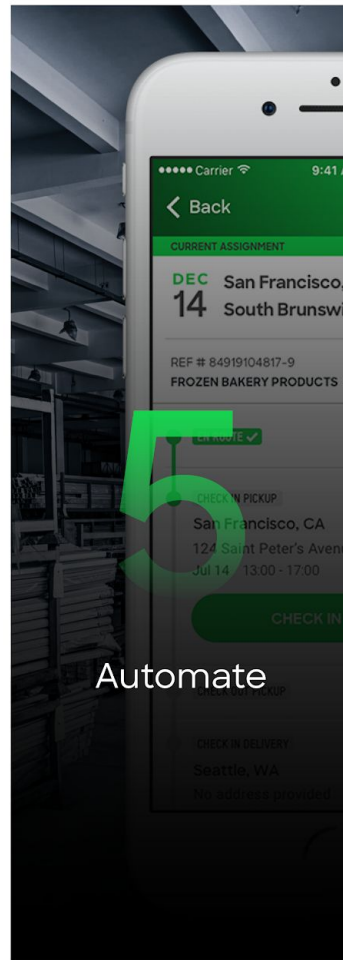
Evaluate the
Tender Process
& Technology



Strategically
Optimize
the Building
Blocks of Load
Planning



Eliminate
Bottlenecks.
Move In and
Out of Facilities
Faster



Automate



Be a Better
Shipper



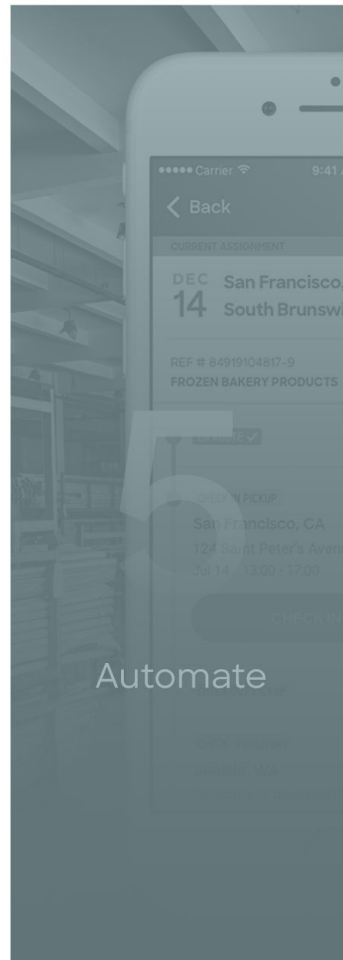
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Commit to becoming a better shipper for the good will of your carriers + improve tender acceptance

Improve Facilities

- Increase flexibility of appointment hours
- Reduce dwell times

Know the Accessorials

- Be prepared to compensate for added time
- Use technology to make this painless

Improve Communication

- Maximize lead time for load booking
- Be clear on volume expectations





Be a Better
Shipper



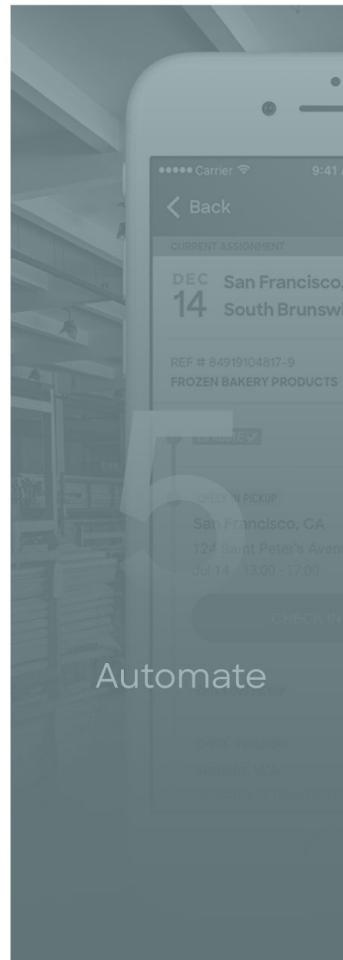
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Automate

4 SIGNS YOU NEED NEW TECH

- Worried about savings left on the table
- More staff is required to handle more volume
- Accurately forecasting freight spend is a struggle
- Unpredictable service interruptions are frequent

HOW WELL ARE YOU USING YOUR SYSTEM?



Routing Guides >>>

If you're not using routing guides for all lanes, consider doing so

Benchmark Data >>>

Include Market Intelligence data sources, i.e., DAT, FreightWaves, MercuryGate Freight Rate Index, Loadsmart

The screenshot displays the Loadsmart web application interface. At the top, there's a navigation bar with the Loadsmart logo, a phone number (646) 887 6278, and links for BOOK, SHIPMENTS, and HISTORY. Below this, there are tabs for F.T.L. and DRAYAGE. The main section is titled 'Progress' and shows a vertical timeline of shipment events. The first event is 'BOOKED' with details: COMMODITY: 225 E 134TH ST, WEIGHT: 45,000 LBS, and a note: 'Your shipment is booked, now sit back and relax while we set everything up for you.' The second event is 'PICKUP' with an appointment time of Jul 23, 7:00 am -- 5:00 pm. It lists the location as Bremerton, WA 98311, 225 E 134th ST, and the contact as Matthew Kunish with phone number (360) 620-3468. There is an 'Instructions' section below this. The third event is 'ARRIVED' with 'Checked in: Jul 23, 5:00 am'. The fourth event is 'DEPARTED' with 'Checked out: Jul 23, 6:00 am'. The fifth event is 'DELIVERY' with an appointment time of Jul 23, 1:00 pm -- 1:00 pm. It lists the location as New York, NY 10013, 39 Wooster St, and the contact as -- with phone number (215) 659-5112. There is an 'Instructions' section below this. The sixth event is 'ARRIVED' with 'Checked in: Jul 23, 12:00 pm'. The seventh event is 'DEPARTED' with 'Checked out: Jul 23, 8:40 pm'. The final event is 'POD' with 'PENDING UPLOAD'. A map on the right side of the screen shows the route from Bremerton, WA to New York, NY.

Event	Details
BOOKED	COMMODITY: 225 E 134TH ST WEIGHT: 45,000 LBS Your shipment is booked, now sit back and relax while we set everything up for you.
PICKUP	APPOINTMENT: Jul 23, 7:00 am -- 5:00 pm Location: Bremerton, WA 98311, 225 E 134th ST Contact: Matthew Kunish, (360) 620-3468 Instructions:
ARRIVED	Checked in: Jul 23, 5:00 am
DEPARTED	Checked out: Jul 23, 6:00 am
DELIVERY	APPOINTMENT: Jul 23, 1:00 pm -- 1:00 pm Location: New York, NY 10013, 39 Wooster St Contact: --, (215) 659-5112 Instructions: THIS IS A TEST LAOAO
ARRIVED	Checked in: Jul 23, 12:00 pm
DEPARTED	Checked out: Jul 23, 8:40 pm
POD	PENDING UPLOAD

Avoid Common Pitfalls

App fatigue and data sprawl:

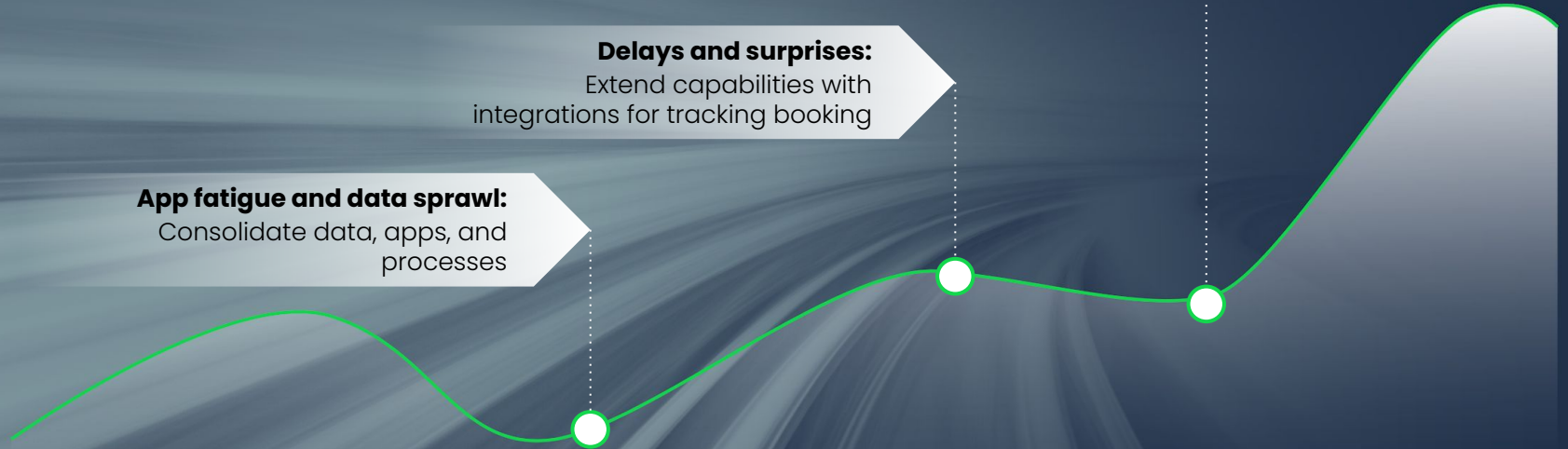
Consolidate data, apps, and processes

Delays and surprises:

Extend capabilities with integrations for tracking booking

Poor decisions:

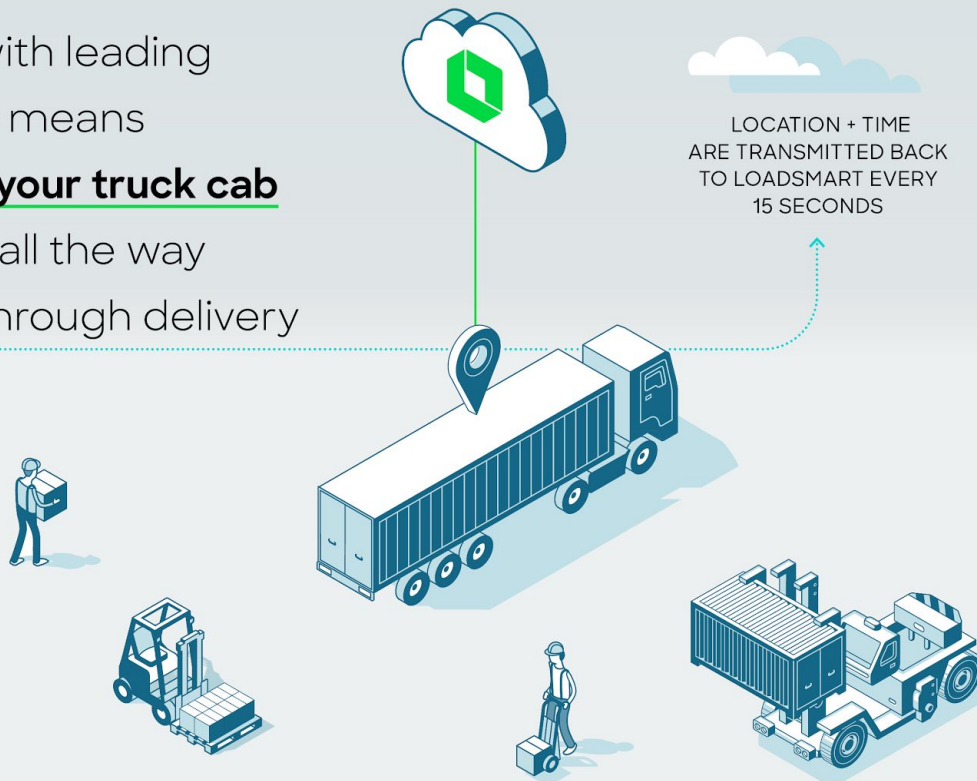
Prioritize training



LEVEL-UP TRACKING



Integrations with leading
ELD providers means
you can track your truck cab
in real-time – all the way
from pickup through delivery



GEOTAB
management by measurement

 **omnitracs**
innovation. driven.

KEEP TRUCKIN

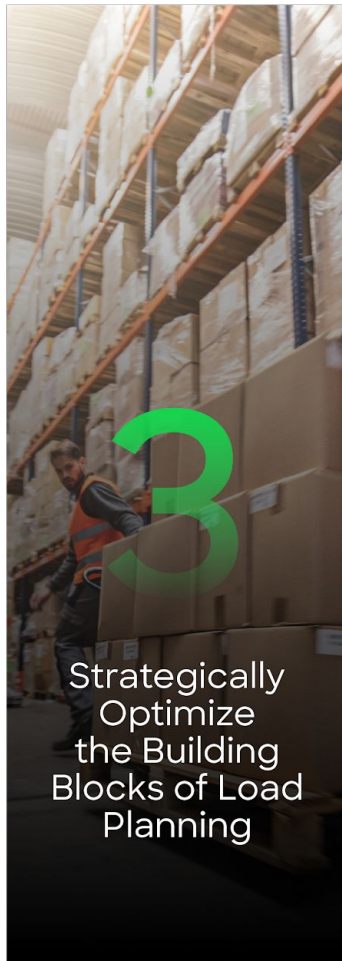
BigRoad



Be a Better
Shipper



Evaluate the
Tender Process
& Technology



Strategically
Optimize
the Building
Blocks of Load
Planning

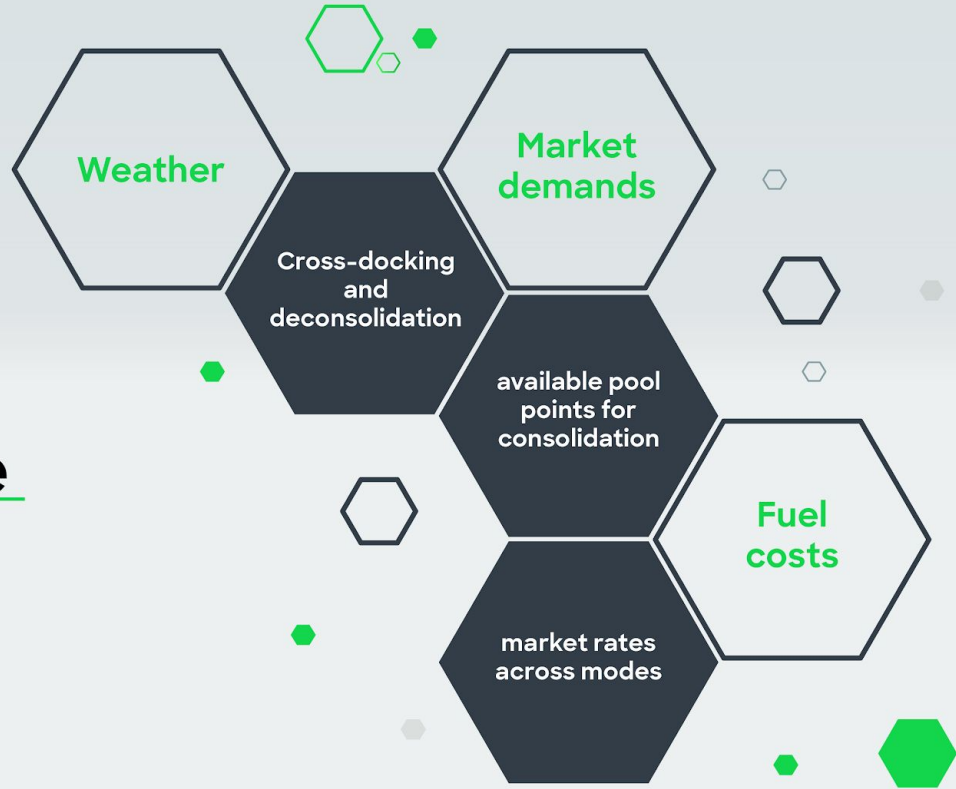


Eliminate
Bottlenecks.
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Automate

Take the
guesswork out
of load planning.
**Generate precise
calculations
before shipping.**



ANALYZE CARRIERS WITH COMPREHENSIVE SCORECARDS



**Are they
on time?**



**Are drivers
compliant?**



**Responsive to your
requests?**



**How accurate is
their billing?**



**Is there regular
damage to shipments?**



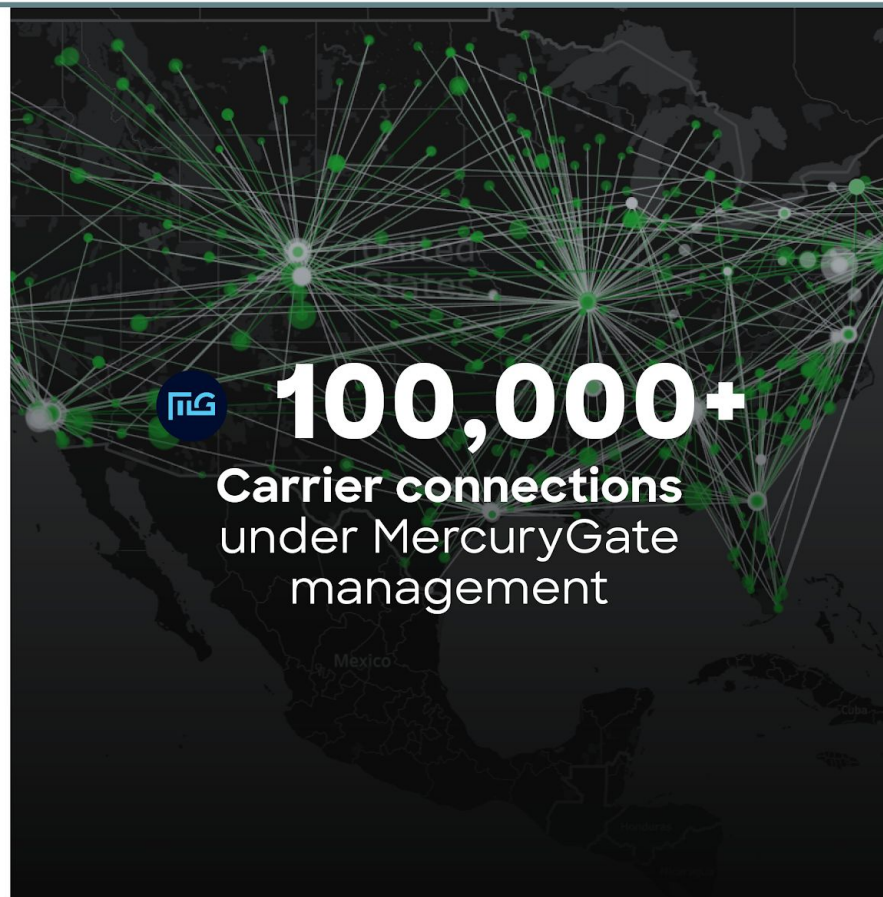
**Is their equipment
up to speed?**

ADD CAPACITY WITH PRECISION, CONSISTENCY, AND MAXIMUM EFFICIENCY



500,000+

**Instantly Bookable
Trucks on the road
represented by
Loadsmart**



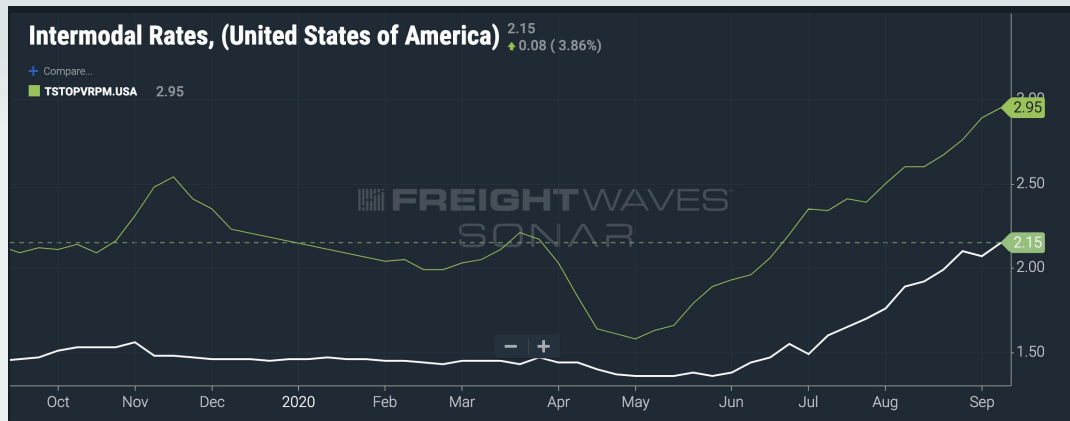
100,000+

**Carrier connections
under MercuryGate
management**

TL Rates **up 22%** as compared to 2019
Average Intermodal Rates remain **10-20% lower** than TL

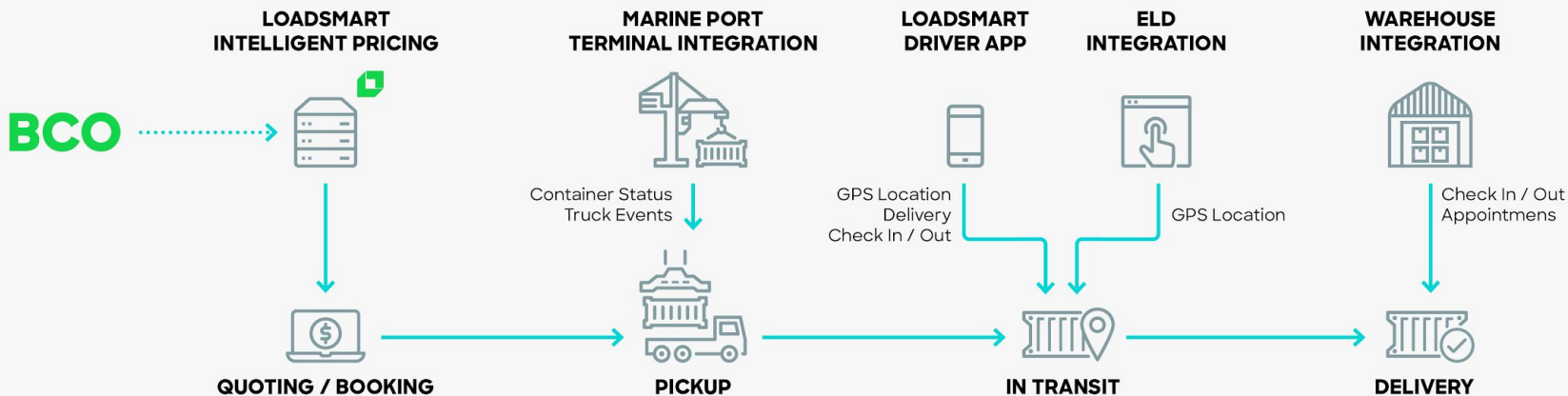
Table of ISI values		
Contract and Spot ISI: 3 Month, 6 Month, 12 Month Rolling Averages.		
<u>3 Month</u>	<u>6 Month</u>	<u>12 Month</u>
Spot ISI	Spot ISI	Spot ISI
110.7	113.3	113.6
Contract ISI	Contract ISI	Contract ISI
118.8	118.0	117.5

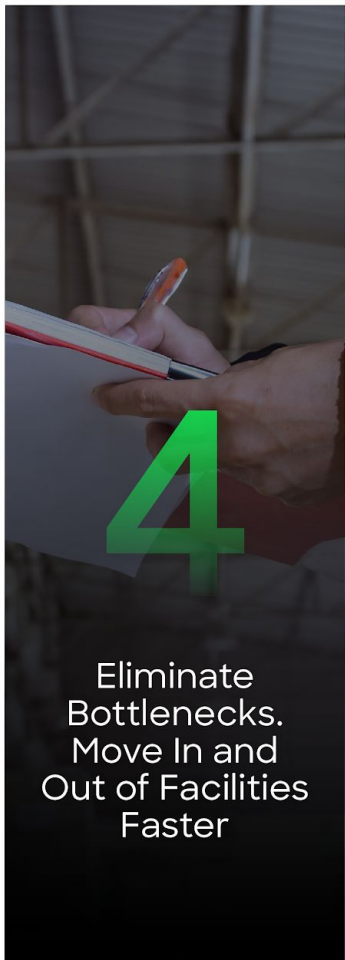
Source: IHS Markit ©2020 IHS Markit



- Programatically exchange data at each step of the process
- Loadsmart manages the load end to end

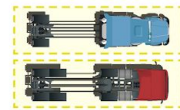
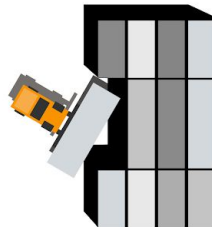
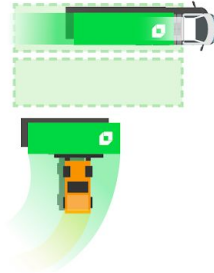
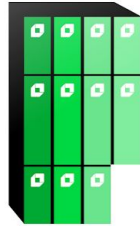
HOW SMART DRAYAGE WORKS



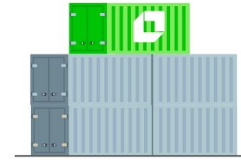


PRIORITY ACCESS TO BCO's CONTAINERS

CLOSEST FIRST



LOADSMART PILE



The peel pile guarantees that drivers receive the best box available every time

REGULAR PILE



Regular piles may require shuffling, which can cause loading times up to **40 minutes**

Consider Integrated Services for Transload,
Consolidation, Deconsolidation and Storage

Better Pricing:

One price for your move
vs accessorial charges

Faster Service:

Guaranteed capacity
independent
of schedules
(i.e, trains and planes)

Less Overhead:

Minimize administrative
costs and tasks





Be a Better
Shipper



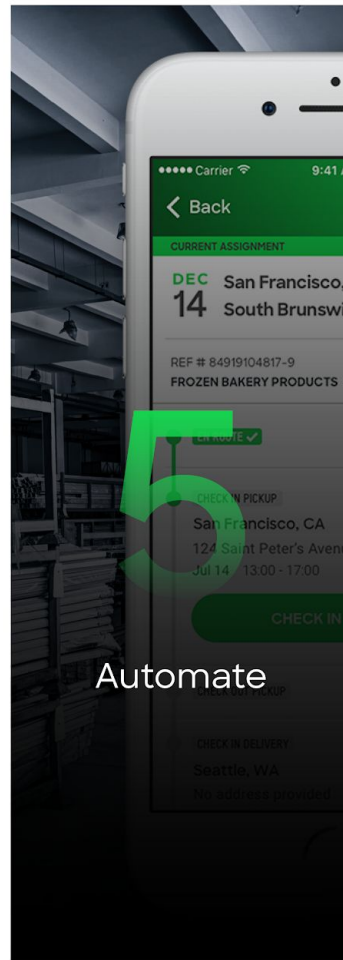
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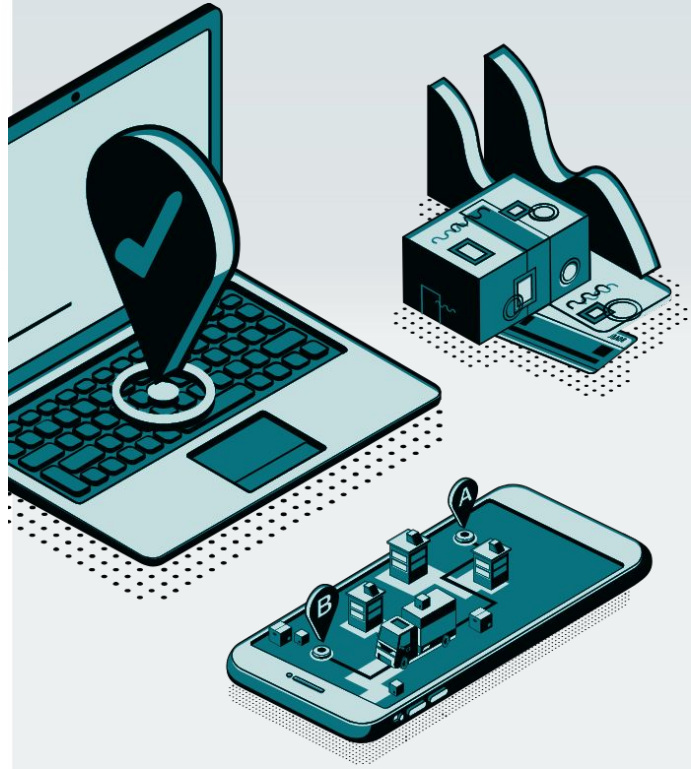
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Automate



Avoid exceptions and **automate processes for handling problems**



Predict problems from external forces and automate changes to shipment schedules



Outsource exception management with integrated tech & account managers that eliminate problems and/or solve them for you

With load optimization and trusted routing guides in place, **increase auto-tendering**

94% loads using a routing guide

90% loads using auto-tender

100% of loads tendered to Loadsmart are accepted



Your routing guides always call stored rates from carriers

For us, that's the end point.

LIST OF CARRIERS ON A LANE

Carrier A	...
Carrier B	...
Carrier C	...
Loadsmart	...

DATABASE OF RATES

Carrier A	\$1000
Carrier B	\$1400
Carrier C	\$1100
Loadsmart	API

SAVED CARRIERS

SAVED RATES

WATERFALL IN PRICE ORDER

Carrier A	\$1000
Carrier B	\$1100
Loadsmart	\$1200
Carrier C	\$1400

Engage Loadsmart Representative

Hold Planning Kick-Off Call

1-2 Hours Implementation Time

Testing & Go Live

The background of the image is a dense, out-of-focus field of dark grey, three-dimensional question marks. These question marks are scattered across the entire frame, creating a textured, monochromatic backdrop. In the center of the image, the word "QUESTIONS?" is written in a bright, solid green, sans-serif font. The text is sharp and stands out prominently against the darker, blurred background of question marks.

QUESTIONS?



MERCURYGATE

THANK YOU

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