

Reduce disruptions, automate
outbound shipments and ensure
reliable inbound supply



Sterling Commerce Solutions for Logistics

Executive Summary

Today, logistics service providers and distributors need to optimize the connectivity across their global supply chain, while reducing disruptions, automating outbound customer shipments, and ensuring reliable inbound supply integration. Sterling Commerce helps you optimize your supply chain with flexible B2B solutions to connect with trading partners, increase global visibility and streamline supplier inbound and customer outbound processes, including off-shore or near-shore sourcing and fulfillment. These solutions, deployed on demand or on site, lower costs, reduce cycle times, support customers' technology needs and increase supply chain value to your Business Collaboration Network (BCN).

"The application improves visualization of information and provides an adaptive supply chain that allows us to quickly respond to market changes by automating business processes and logistics information."

Keiichi Yumita
General Manager, Systems Strategy,
Sony Supply Chain Solutions, Inc.

The Sterling Commerce solution

Enable optimization

Sterling Commerce solutions enable logistics service providers and distributors to optimize and transform their Business Collaboration Network. Our B2B solutions provide the connectivity and visibility needed to better communicate with trading partners of all sizes and manage exceptions in the supply chain. Our selling and fulfillment solutions help control rising costs across today's global inbound and outbound communities.

Optimize connectivity across the global supply chain

Sterling Commerce enables logistics service providers, distributors and manufacturers who have logistics operations to manage rising costs in today's complex, global trading partner communities. Our integrated, secure enterprise solution unifies your multiple

supplier and customer supply chains, and reduces costly errors and delays.

Sterling Commerce logistics solutions enable you to easily onboard new customers, partners, suppliers, and carriers to your network. Our Integration as-a-Service (IaaS) capabilities provide cost-effective options for rapidly changing and scaling connections to trading partners. Any file protocol can be supported, so even small- and medium-sized trading partners can participate in the automated trading community.

Reduce disruptions with global visibility

In order to stay competitive, logistics providers need accurate visibility of materials, supply chain information and financials across their entire value chain. Sterling Commerce provides integrated and timely visibility into shared information and processes that both you and your trusted business

partners require—and helps you streamline mountains of real-time information quickly enough to guide informed decisions and minimize the risk of disruptions, penalties and late shipments.

Automate outbound customer shipments

Sterling Commerce logistics solutions enable you to consolidate orders across disparate systems and combine thousands of products to optimize truckload and less-than-truckload shipping. You can automate outbound shipments, reduce delivery costs and comply with customers’ needs through

improved load building, equipment utilization, and routing management.

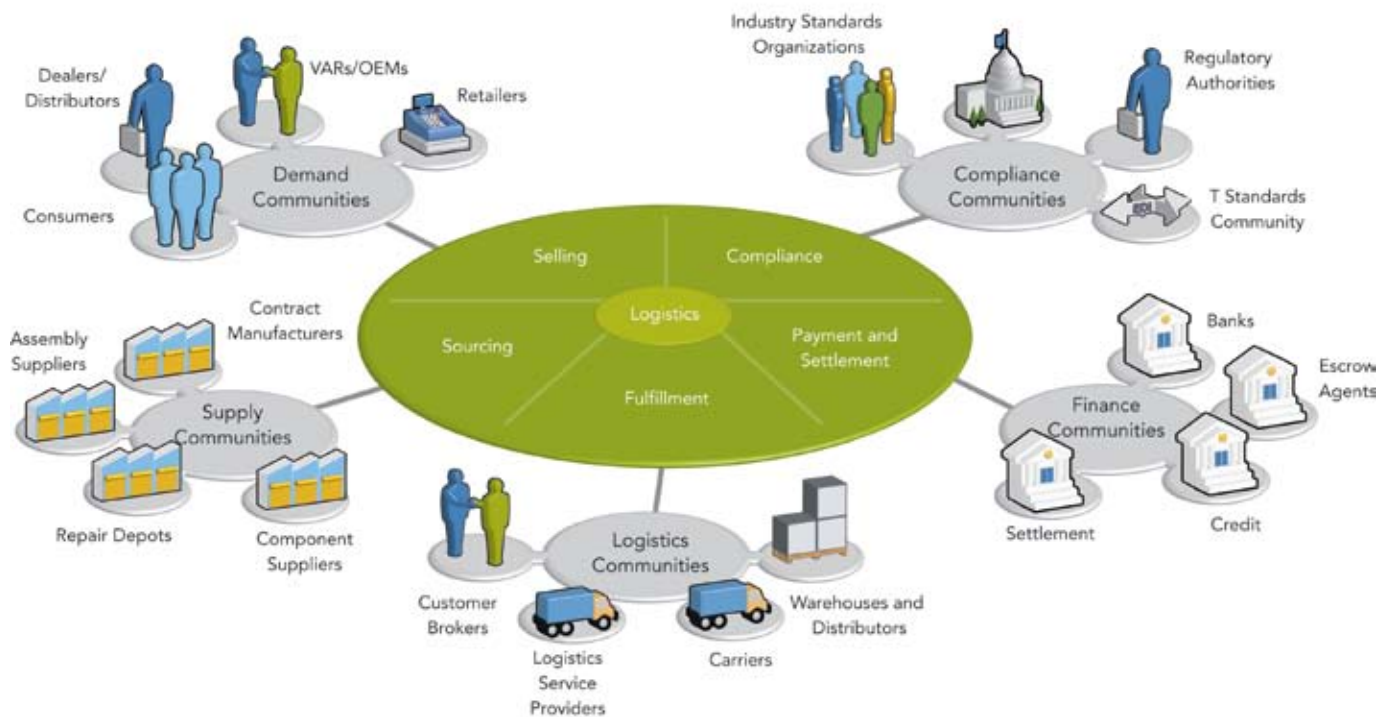
Ensure reliable inbound supply integration

Our logistics solutions are ideal for meeting the frequently-changing demands of your supply chain, enabling you to orchestrate complex orders, check inventory availability across multiple locations, and improve perfect order performance across a network of fulfillment locations. Our automated and standardized reverse logistics capabilities enable you to convert the costs of returns into sources of additional revenue.

Sterling Commerce solutions address key logistics issues

Issue	Capability	Benefit
Limited connectivity, costly errors and delays in working with trading partners	<ul style="list-style-type: none"> • Maximized connectivity with trading partners • Agile, easy-to-change connectivity for individual trading partners or major acquisitions • Single, unified B2B and enterprise integration platform • Streamlined onboarding and community management, including small- and medium-sized businesses (SMBs) • Secured exchange of all transactions and files of any size 	<ul style="list-style-type: none"> • Reduced B2B cost • Increased scalability and capacity relief • Secured collaborations and data exchanges
Delays in detecting and responding to exceptions and potential disruptions	<ul style="list-style-type: none"> • End-to-end, global visibility of all supply chain shipment activity • Real-time business impact response based on exception notification • Accurate available-to-promise customer inventory • Comprehensive performance reporting 	<ul style="list-style-type: none"> • Minimized supply chain risk • Improved SLA attainment • Higher perfect order rates • Reduced overall costs
Lack of shipment routing and inventory management across multiple locations	<ul style="list-style-type: none"> • Optimized mode and carrier selection • Intelligent sourcing engine and central order repository • Shipment visibility to see exceptions • Support customer SLAs for complete and on time shipments 	<ul style="list-style-type: none"> • Reduced shipment tendering costs to preferred carriers • Reduced penalties • Increased customer satisfaction • Reduced operational costs
Unreliable inbound supply integration, including returns	<ul style="list-style-type: none"> • Optimized, preferred transportation partner network • Automated carrier assignment processes to ensure “best cost” selection based on user defined variables to lower landed cost • Efficient carrier tendering and shipment assignment • Carrier selection based on balanced freight cost and service levels in carrier-preferred lanes of operation • Supplier ASN integration for optimal planning • Automated and standardized reverse logistics processes 	<ul style="list-style-type: none"> • Reduced total landed cost of goods • Reduced freight costs • Improved revenue • Increased reliability of returns at lower cost

Sterling Commerce Logistics Business Collaboration Network



Real-world benefits

Companies trust Sterling Commerce to integrate disparate systems, locations and carriers and decrease operation and freight costs.

When one of the largest fresh, frozen meat suppliers in the United States, (with a community of 7,500) needed a centralized platform, they chose Sterling Commerce to ensure complete visibility into the entire shipping process and across business units.

When a major dairy operator (with over 1500 weekly shipments involving 12 processing plants and 22 distribution plants) wanted to enable real-time decisions during the order-to-delivery cycle, they implemented a Sterling Commerce solution and increased on time deliveries resulting in improved customer service.

With both inter-plant and outbound shipments to 12 warehouses and 55,000 orders per year to 1,000 customers, a major food processing company relied on Sterling Commerce to centrally manage contracts with carriers and execute logistics in a distributed manner.

When a consumer products manufacturer handling 130,000 shipments from 41 locations to 2,800 customer sites needed to drive out inefficiencies caused by manual processes, they chose Sterling Commerce to automate complex logistics operations and achieved 95% carrier compliance and a 12-15% savings in high-volume lanes.

When a maritime services provider with over 210 vessels faced a 500% increase in EDI transactions over 5 years, they deployed a Sterling Commerce solution and realized 91% ROI with a 1.1 year payback.

"The speed and ease by which Sterling Transportation Management helps us move orders to the carrier base have definitely reduced our freight cost. The entire process is streamlined, which has led to a reduction in shipping costs, manpower and paperwork."

Gene Schaetten
VP of Transportation,
Seneca Foods Corporation

The Sterling Commerce portfolio for logistics

Our solutions portfolio empowers you to transform and optimize your Business Collaboration Network by helping you connect, communicate and collaborate better with your customers, partners and suppliers.

The Sterling Business Integration Suite enables you to:

- Integrate internal and external processes with suppliers, carriers, 3PLs, and even the most diverse supply chain partner base with Sterling Integrator®
- Automate and increase visibility of trading documents with Sterling Collaboration Network
- Onboard and manage your trading communities to reduce the implementation impact on your staff and deliver increased speed-to-benefit with Sterling Community Manager

The Sterling Selling and Fulfillment Suite enables you to:

- Reduce delivery costs through improved load building, equipment utilization, and routing management with Sterling Transportation Management System

- Change workflows based on user-defined customer requirements or add new value-added service offerings with Sterling Warehouse Management System
- Consolidate orders across disparate systems and combine thousands of products to optimize truck loads with the Sterling Order Management solution
- Leverage existing trading partner data into a single, comprehensive platform with visibility every step of the way, including shipment planning, delivery management, freight-bill settlement, and analytics with the Sterling Supply Chain Visibility solution
- Improve your inventory turns and order fill rates by taking control of the inventory sitting in your yard and trailers to improve customer service with Sterling Yard Management On Demand

These integrated solutions at the order or shipment level optimize warehousing, transportation, and supplier management processes to enable you to control your costs and seize new revenue streams.

About Sterling Commerce

Sterling Commerce, an AT&T Inc. (NYSE:T) company, helps companies optimize and transform their Business Collaboration Network quickly, easily and securely so they can accelerate revenues, reduce costs and protect their enterprise. Sterling Commerce provides more than 30,000 customers worldwide with applications and integration solutions to connect, communicate and collaborate with their customers, partners and suppliers. Learn more at www.sterlingcommerce.com.