



A WEB-BASED TRANSPORTATION MANAGEMENT SYSTEM.

WIN simplifies day to day transportation management tasks, providing savings opportunities, shipment visibility and carrier choice, all at no cost and no fee for the shipper.

For shippers that means no more phone calls and multiple website visits to get quotes and book loads. No more spreadsheet manipulations to track shipment activity.

THE WIN ADVANTAGE:

▶ No Cost, No Fee

There is no cost to sign up—implementation, training, consulting and ongoing support are available at no charge. There is also no fee for system usage. To the end shipper, the system is entirely free.

▶ Choice

Although WIN carrier/broker options are available on most lanes, shippers have the choice of the WIN options or using their own incumbent carriers and broker.

▶ Visibility

WIN enables shippers to see their full freight spend, and there is no limit to how many individuals in an organization can access the system and information.

▶ Customer Support

Once the shipper has signed the WIN terms of service they will be assigned a business analyst who will guide them through the onboarding process and support them throughout the lifetime with WIN.

▶ ERP Integration

Using Jitterbit® interface, WIN can be quickly and seamlessly integrated with virtually any existing ERP or business software. This too, is available without charge.

▶ WIN Carrier & Broker Network

WIN leverages Odyssey's over \$2 billion freight spend, and provides a broad range of options across modes. Participants in the WIN network include some of the most well-known and respected companies in the industry.

▶ API/Carrier Web-Services Enabled

Real-time rates for most major carriers, makes quoting a shipment faster, easier and more accurate than ever before.

▶ Multimodes

WIN offers all over the road options (LTL, truckload, reefer, tank, flatbed, plus intermodal).

▶ Spot Quote

Access the spot market for additional capacity and current rates.

WIN FACTS AT A GLANCE

WIN is a product of Odyssey Logistics & Technology, a leading logistics company that was established in 2003 and has an over \$2 billion freight network.

- ▶ The technology supporting WIN has been in development for over 10 years.
- ▶ Transportation savings from WIN (freight, processes etc) can exceed 20%+.
- ▶ WIN's headquarters are in Danbury CT.

IDEAL WIN CUSTOMERS

Move freight in North America
– virtually any kind of cargo.

Modes include:

- ▶ LTL
 - ▶ Reefer
 - ▶ Intermodal
 - ▶ TL
 - ▶ Flatbed
 - ▶ Tank Truck - Bulk
- ▶ Have a least 5 shipments per week?
 - ▶ Are looking for savings opportunities?
 - ▶ May not currently have a TMS in place?

COMMON CUSTOMER CONCERNS

▶ IT Issues

WIN adheres to IT security governance constraints.

▶ Incumbent Carrier Reaction

WIN actually makes the carriers' jobs easier, enabling them to transact and communicate electronically.

▶ Setup Time

WIN installation is effortless for customers – because we use Jitterbit®, there is no manual entry/uploading on their side.

▶ Process Change

Yes, processes will change, but the short term disruption in existing processes can lead to long term savings and efficiencies.

▶ Who is Odyssey?

Established in 2003, Odyssey Logistics & Technology is a leader in global logistics, with an over \$2 billion freight network.

QUESTIONS TO ASK:

- ▶ Are they making more than just a couple of phone calls or emails per week to book their shipments?
- ▶ Are they tracking their shipments on spreadsheets and/or sticky notes?
- ▶ Is the prospect's company looking for savings and efficiency opportunities?
- ▶ Are they responsible for their freight - inbound or outbound? Do they schedule and get invoiced for it?



WIN (Web Integrated Network) is a product of Odyssey Logistics & Technology Corporation

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