

Introduction to Logistix Solutions®



Table of Contents

- 1. About Logistix Solutions
- 2. Overview of Logix
- 3. Case Studies
- 4. Testimonials







Established in 2006, Logistix Solutions is the largest, global provider of on-demand, supply chain optimization software solutions.



Logistix Solutions for



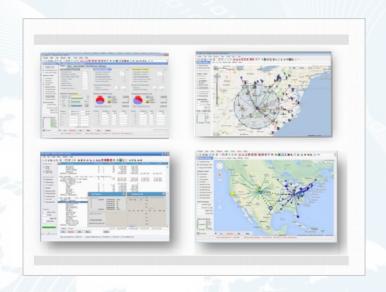
- -Supply Chain Optimization
- & Distribution Networks
- -Transportation Optimization
- -Truckload Scheduler
- -Driver and Vehicle Scheduling

<u>Logistix Solutions LLC's</u> software platforms help hundreds of companies in the United States and worldwide find order in the chaos of large distribution and logistics networks. Established in 2006, the company provides supply chain network design and transportation optimization software solutions that help professionals analyze and optimize their logistics operations.

Manufacturing Today, "A Model Solution"

Logix[®] is the award winning Supply Chain Optimization software application from Logistix Solutions designed for ease of use and fast implementation.





"Our user interfaces and our product development are all geared toward reducing complexity, creating new insights, focusing on problem areas and ultimately creating solutions that address and highlight targets of greatest opportunity."

Manufacturing Today, "Best Practices for Industry Leaders", by Jim Harris

Logistix Solutions offers cost effective, on-demand solutions that provide a greater value than traditionally priced software.



Our solutions are available for instant download and priced as Software-As-A-Service

On-Demand...You only pay for what you use

"Our software and services help companies create supply chain and transportation solutions that save money, time, man-hours, fuel costs, vehicle resources and driver expenses. We offer software and consulting services that often reduce supply chain and distribution costs on the order of 30 percent."

Manufacturing Today, "Best Practices for Industry Leaders", by Jim Harris

Global customers include Fortune 500 and mid-tier 3PLs, carriers, shippers, manufacturers, retailers, grocery, food and beverage companies.





Logistix Solutions' line of Logix® software applications is used by manufacturers, retailers, distributors, private fleets and logistics service providers including Fortune 500 as well as fast-growing, mid-tier companies.

Whitepaper - Smarter Supply Chain Solutions - Simplified

Support, training and consulting services provided by experienced supply chain experts on-line or on-site.



Bob Camozzo



Logistix Solutions, President

- 30 years consulting, supply chain management, and related software experience
- Former SVP of Global Logistics Technologies (GLog, now Oracle TMS), Descartes Systems and Roadshow Intl.
- Former Director Quantitative Mgmt Services, Ernst & Young
- Supply Chain Role: Transportation Optimization and Network Design Lead

Tom McKenna



- Navesink Logistics, COO

 30 years consulting, supply chain management
- Private and contract carriage fleet management, fleet cost reduction and service optimization,
- Vehicle specification and fleet technology assessment and valuation

experience

 Supply Chain Role: Transportation Costs & Fleet-for-Hire SME Advisor

"Logix provides remarkable insights and accurate solutions in minutes that helped us drive down inventory, transportation and warehousing costs and enabled us to improve customer service and fine tune supply chain performance."

Tom McKenna, Navesink Logistics, COO.

Realize savings from day one. No upfront license fees, maintenance or implementation costs.





"We offer enterprise-level software without the enterprise price and without the burden associated with acquiring and implementing expensive and overly complicated technology products. In the time it takes to go through the procurement cycle, you would have been able to download our software, create the first models, solve your pressing issues and produce optimum results."

Whitepaper – Smarter Supply Chain Solutions - Simplified

Logix[®] - Supply Chain Optimization by Logistix Solutions[®]

Supply Chain Cost Savings

Service Optimization

Risk Assessment

CO² and Greenhouse Gas Emissions



Typical savings of 20% to 30% with improved customer service and GHG emissions from supply chain and distribution optimization using Logix.



Logix[®] - Supply Chain Optimization by Logistix Solutions[®]

Unique Simulation and Optimization Capabilities

Best in Class Supply Chain and Transportation Optimization for Maximum Savings

Google and MS MapPoint Maps

Handles millions of demand, network and product combinations

Complete picture of the supply chain and solutions

Extremely easy to use at the right price

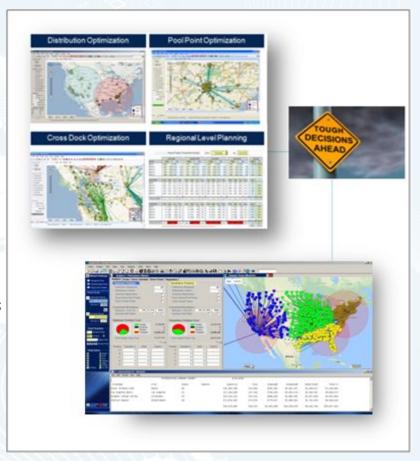
Designed by and for Logistics Professionals with easy Excel data import, maps, reports and graphics

Rapid Model Development Environment

Faster modeling time and solutions in minutes

Training and consulting services

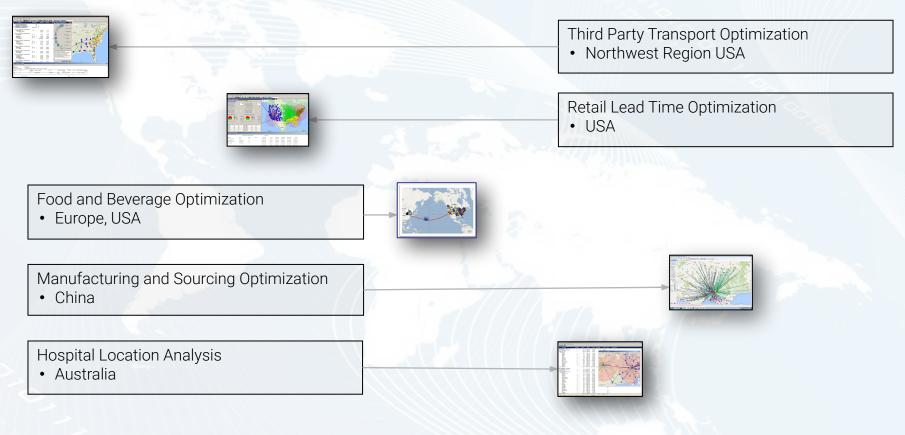
Online or on-site by logistics specialists





Who Uses Logistix Solutions

Logistics professionals worldwide use our Logix software tools to quickly solve even their most complex supply chain problems for immediate savings often in the range of 25-30%.









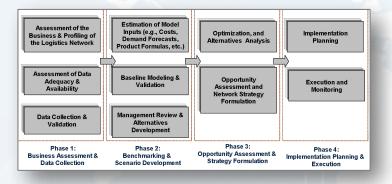






Logix® - Supply Chain Optimization by Logistix Solutions®

Logix Supply Chain Optimization software and Strategic Network Planning & Design ...



Uses the latest in data analysis and optimization technology to determine:

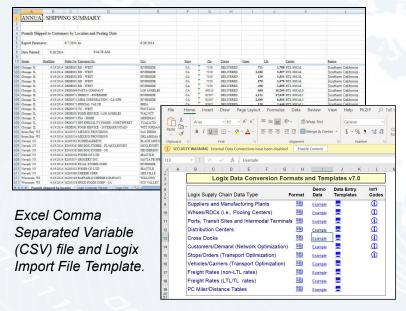
- Optimum number and location distribution facilities, warehouses and cross docks.
- Transport modes and product flows that reduce cost and meet or exceed service requirements.
- Critical supply and distribution lanes, alternative product flow and network scenarios.
- Optimum service levels that shorten lead times
- Intangible or less quantifiable factors such as supply chain flexibility, sustainability, redundancy and ability to grow and accommodate change.

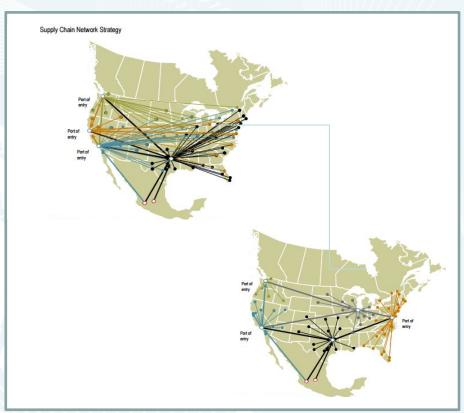
... finds solutions that save money and improve service that other technology often miss.



Logix[®] - Supply Chain Optimization by Logistix Solutions[®]

Import your customer demand data, current network suppliers, DCs and products using the Logix Data Import Wizard ...





... and start optimizing your Supply Chain Network.



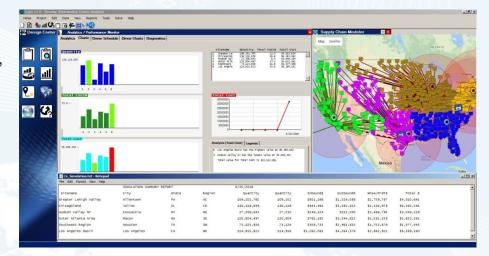
Optimizing Distribution Networks and Product Flows



Baseline Simulation models existing facilities, labor costs critical overflows, etc. ...

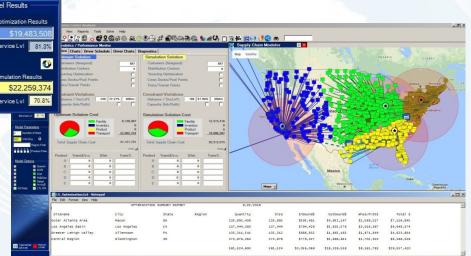


Supply Chain Optimization optimizes Inbound Supply and Outbound Distribution using the optimum mix of existing, candidate or Greenfield facilities ...





Analytics, Maps and Reports display a side-by-side comparison of Baseline and Optimum solutions including all transportation, warehousing and inventory costs, lead times and GHG emissions ...





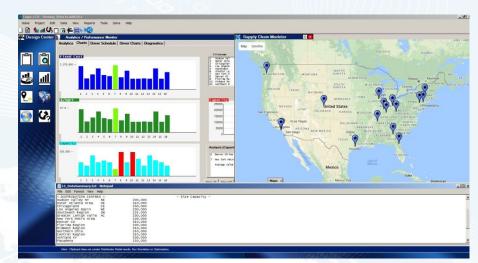
Optimizing Service Levels and Distribution for Service Providers



Model all of your suppliers, warehousing and fulfillment centers and their capacities, freight rates, labor rates and other factors ...



Best Service Optimization determines the optimum number and location of Distribution Centers to meet your target 1-day, 2-day and 3-day service levels ...





Display the fewest number of facilities and their locations and/or the lowest cost network that meets your service criteria ...





Optimizing Sourcing and Supplier Rationalization/Selection



Enter all your suppliers, plants, prices, production or purchasing thresholds and any potential tariffs ...

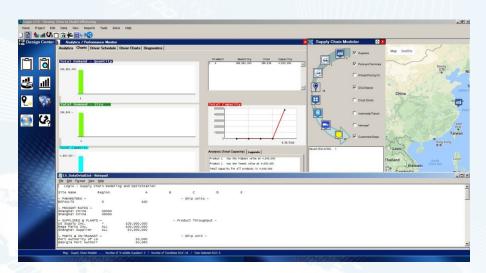


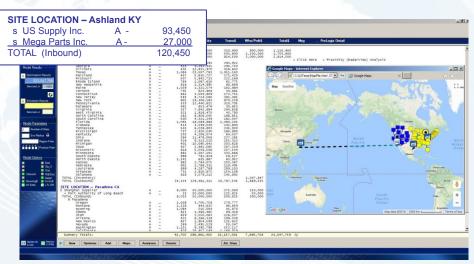
Inbound Optimization optimizes suppliers, production and purchasing quantities and ports of entry to reduce end-to-end supply chain cost and mitigate global supply risk

. . .



Display product flows, purchasing and production quantities and allocations for the optimum supply chain network and sourcing strategy ...







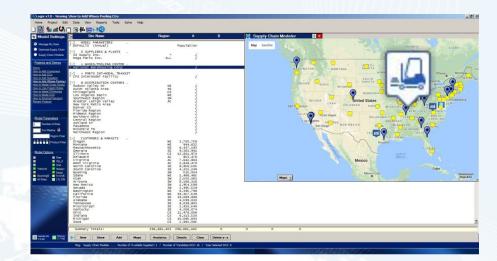
Optimizing More Complex Pooling and Cross Dock Networks



Model your suppliers, distribution centers and potential pooling & cross dock locations

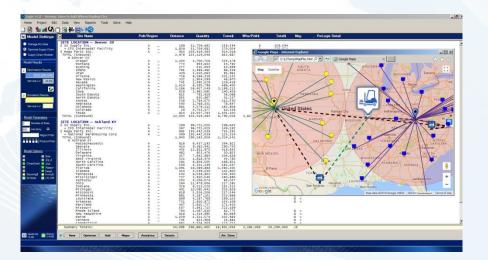


Cross Dock Optimization optimizes Pooling, Supplier Direct /DC Bypass & Freight Consolidation ...





Display alternative multi-tier distribution networks and product flow strategies that can significantly reduce warehousing, inventory and transportation costs ...





Fine Tuning with Proximity and Greenfield Optimization



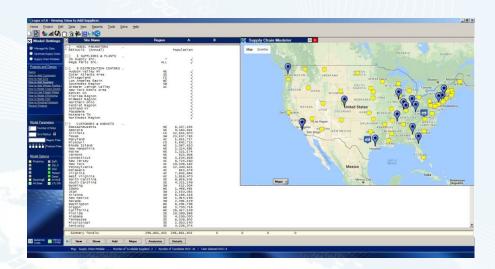
Start with your current or best model of candidate distribution centers, suppliers and demand locations ...

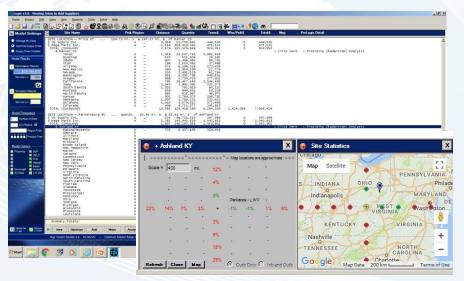


Logix' unique Proximity Radar View and Greenfield Optimization determines the exact optimum location of distribution facilities to even further reduce transportation costs ...



Display the optimum location (or your current location) and see how transportation costs increase (or decrease) as you move in any direction ...







What-If and Simulation Analysis to Predict Future Outcomes



Start with your Baseline or Optimized distribution model for up to 25 product categories ...

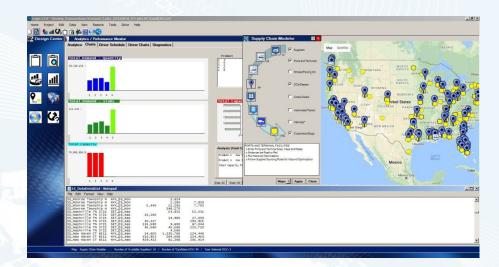


Use What-If Analysis and Probability based Simulation to estimate future demand and growth/decline for each product category

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Reoptimize your distribution network for any period up to 20 years to see how your distribution network holds up or changes under different probabilities of growth ...







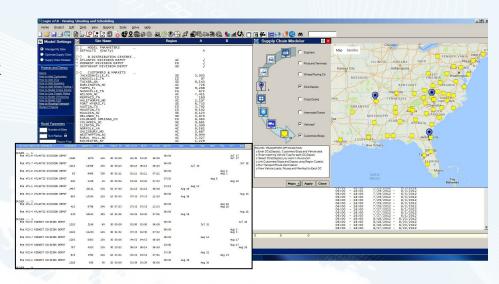
Transportation Optimization Pinpoints Distribution Strategies



Start with shipping orders for a day, a week or longer as well as delivery time windows, vehicle capacities and carrier rates ...

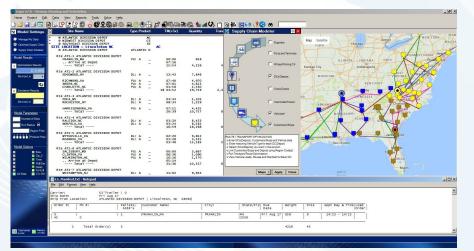


Logix Transportation Optimization software optimizes carrier or private fleet and driver/vehicle schedules, routing and continuous move operations ...





Display route maps, delivery schedules, and carrier manifests for transportation and distribution strategies that reduce cost and improve on-time delivery ...





Case Study - Distribution Network Optimization

Situation

 One of the nation's largest grocery retailers with \$82 billion in sales in 2010, 2458 stores nationwide and 786 convenience stores under multiple banners.

The Solution

 Use Logix' Supply Chain Optimization model to optimize sourcing, consolidation and deconsolidation facilities, RDCs and DCs for optimum product distribution.

Business Issues

 Major grocery retail chain acquisition creates redundant facilities and distribution lanes and opportunity for merging operations, shipment consolidation and facility restructuring.



Results

- National level consolidation center and regional distribution centers located and stores realigned for optimum cost efficiency and service
- Cost reduction ~ 15%





Case Study - Transportation and Cross Dock Optimization

Situation

 Privately held supermarket and wholesale food distributor with operations in the western US

The Solution

Use Logix' Fleet Optimization
 Cross Docking model to
 optimize which stores to
 deliver DSD and which stores
 to cross dock for maximum
 efficiency and higher vehicle
 load factor.

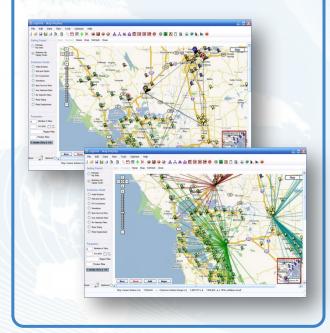
Business Issues

 Current distribution is characterized by multiple drops to the same store from multiple shipping facilities resulting in redundancy and added cost.



Results

- Distribution optimized from regional distribution centers and cross-docks to stores for bakery, dairy, grocery and dry products.
- Savings ~ 9.4%





Case Study - Network Design and Inventory Optimization

Situation

 World's largest home improvement specialty retailer with stores in all 50 states, the District of Columbia, Puerto Rico, U.S. Virgin Islands, 10 Canadian provinces, Mexico and China

The Solution

 Use Logix' Greenfield modeling to optimize total reverse logistics operations and the number and locations of facilities given existing facilities and optimally selected "Greenfield" locations

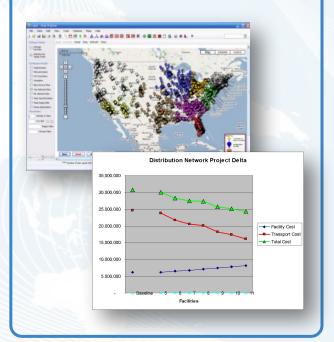
Business Issues

• Determine the optimum number, location, facility capacity, labor requirements and capital equipment and automation build-out for nationwide reverse logistics operation



Results

 Total facility, operations and transportation cost reduction of \$6 million per year.





Case Study - Strategic Sourcing and Supplier Optimization

Situation

- Global sporting goods manufacturer with \$3 billion in annual sales and nationwide distribution
- Major supplier based in China with Port of Entry Long Beach,
 CA

Business Issues

 Determine the optimum sourcing policies (i.e., domestic production or overseas supply) including product price, shipping, duties, tariffs, port fees and transportation costs.



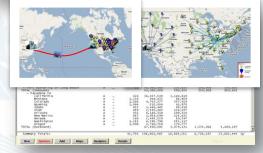
The Solution

- Use Logix' Supply Chain and Inventory optimization models to optimize total landed cost, port of entry and distribution operations.
- Determine price break point for shifting from domestic to overseas supplier.

Results

- Optimized procurement vs manufacturing and domestic supply
- Determined optimum POE using Total Landed Cost for overseas shipments
- Savings ~ 13%







Case Study - Integrated Distribution and Product Flow Optimization

Situation

 Leading provider of integrated, technology-driven logistics and network management solutions serving over 1,700 of the world's leading manufacturers and distributors experiencing high growth from new customer acquisitions and mergers resulting in costly and redundant distribution network.

The Solution

 Logix optimized product flow and distribution network alignment of the existing network of over 30 distribution facilities and located additional distribution facilities reducing overall transportation, increasing product velocity and providing scorecarding analysis in this highly capital intensive environment.

Business Issues

 Determine the optimum distribution network and product flow for differentiated categories of high-value electronics and consumer goods.

Results

 Consolidation from 31 facilities and realignment of distribution network for higher velocity product service, reduced cost and expansion into key new customer service areas pinpointing candidate facilities, precise transportation costs and service metrics.





Case Study - End-to-End Distributor Network Optimization

Situation

 Manufacturer and distributor of industrial and consumer products with distribution to over 4000 stores, industrial centers and authorized dealers reviewed manufacturing and distribution operations unchanged since 1965 to lower end-to-end, supplier to customer distribution costs.

The Solution

 Logix evaluated hundreds of alternative manufacturing and distribution scenarios including overseas product sourcing, US-based manufacturing, LTL/TL transportation inbound and UPS packaged shipments outbound to optimize the number and location of manufacturing and distribution facilities.

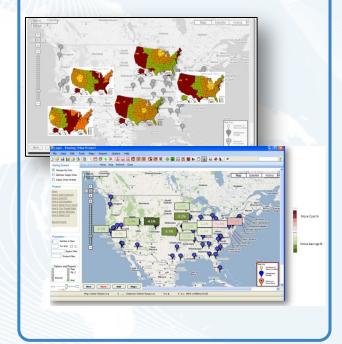
Business Issues

 Where should manufacturing and distribution facilities be located, should consolidation centers be employed and how should products, including manufactured and imported products, be sourced to improve operations including end-to-end, supplier to customer cost, service, risk mitigation and sustainability factors?



Results

 Tax advantages, labor cost and product shipping cost reduction resulted in 5% distribution savings while improving service metrics by nearly 33%





Case Study - Transportation and Network Optimization

Situation

 Distributor with four divisions and over 60 distribution facilities delivering to thousands of retail and commercial customers analyzes greater collaboration across divisions, increased managed inbound freight and improved private fleet operations to reduce overall transportation costs.

The Solution

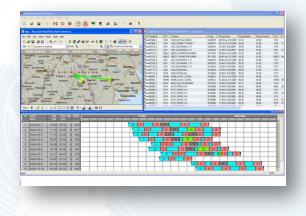
 Logistix Solutions optimized logistics operations by evaluating inbound freight shipments for increased internally managed freight, utilization of the private fleet for greater backhaul opportunities and network design and transportation planning for centralized distribution.

Business Issues

 How can technology solutions, process improvements and resource solutions help increase managed inbound freight and private fleet utilization to reduce inbound freight costs without affecting delivery service and operations?

Results

 Cost reduction in the millions of dollars increasing managed freight to well in excess of 50% with greater inbound freight visibility, inter-division collaboration and internal accountability.





Case Study - Site Selection and Evaluation

Situation

- A leading commercial real estate services firm specializing in real estate services and property management.
- More than 40,300 people in 1,000 locations in 60 countries serve local, regional and global real estate needs.

The Solution

 Use Logix RLS (Reverse Location Selection) feature to compare sites, determine minimum and maximum lease rate ranges for targeted properties, and calculate proximity to closest intermodal and port facilities.

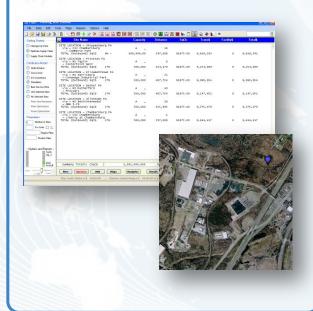
Business Issues

• Site selection and comparison of selected sites based on economic and geographic metrics such as transportation costs, proximity to ports, intermodal facilities and transportation infrastructure as well as leasing costs, capacity, labor rates, taxes and overall suitability.



Results

- Side by side comparison of featured and competitor properties
- Maps, analytics and reports indicate key metrics such as cost per shipment, total landed cost, proximity to ports, intermodal facilities and transportation infrastructure.





Case Study - Urban and Commercial Planning

Situation

- Public hospitals have an obligation to provide all Australians with free public hospital care and access to services.
- For South Australia, this often means operating minimum volume hospitals in country areas.
- Due to size and location, country hospitals are often expensive to operate but are of major importance to the community.

Business Issues

 Site selection and comparison of selected sites based on economic and demographic metrics such as transporting hospital suppliers, proximity to patients, availability of resources, doctors and staff, as well as facility costs, capacity, labor rates and overall suitability.

The Solution

 Use Logix to model the current level of hospital accessibility and determine the next location for expansion of a hospital facility in the vicinity of Melbourne, Australia.



Results

- Model distance to population centers based on demographic factors and hospital capacity to provide services using metrics such as number of beds and specialists
- Maps, analytics and reports indicate key metrics such as maximum travel distance, average weighted distance, total transport costs and travel distance, supply costs and patient access.
- Determine optimal hospital location based on existing facilities and needed services.





Testimonials

"Logix helps us quantify real cost savings for our customers by locating the optimum industrial or commercial site with proximity to port and intermodal facilities with complex transport mode, demographic, tax and labor considerations and facility constraints to present the best real estate options for our clients".



Rich Thomson Managing Director, Jones Lang LaSalle

"Logix allowed us to quickly download shipments from the client's ERP system and pinpoint customer density and consolidation opportunities for LTL and truckload planning. Utilizing Logix's simulation capabilities let us look at some "What-if" scenarios and produce reports and maps that supported our recommendations to the client to cut transportation costs by 12%-15%.





"Logix was designed to handle complex supply chain and distribution problems that used to require ERP-class distribution network modeling tools and time-consuming set-up and customization."



Food Logistics, Intelligence for Warehousing, Transportation & Information Technology Executives











Consulting Services

Logistix Solutions and Navesink Logistics have collaborated since 2006 with unique consulting, value oriented pricing and award winning solutions to complex logistics problems

- 200+ projects and software implementations
- 12+ technical support and 50+ consulting support professionals
- 70+% of our business from or through existing clients
- Target markets
 - Fleets and Shippers (Schuman Cheese, AmeriGas, InterState Distribution)
 - 3PLs and Service Providers (Ensenda, Yusen/NYK Logistics)
 - o Food and Beverage (Kroger Company, Performance Foodservice).
- Delivered \$billion+ annualized sustainable value for clients
- Balanced mix of on-demand and perpetual software license, customized solutions and consulting provides a flexible and sustainable approach
- Development vision is to provide user-friendly, value oriented solutions for supply chain optimization, distribution network design and transportation management.
- Intense focus on execution, stretch achievement, and risk mitigation
- Value oriented pricing fosters rapid ROI and benefit realization with virtually no risk

Consulting Services

Logistix Solutions

Logistix Solutions was established in 2006 as a software and consulting company to provide premier technology solutions and in-depth industry knowledge for logistics professionals.

Award-winning Logix Distribution
 Network software and other solutions
 are licensed on a subscription basis
 or available as traditional perpetual licenses.

Support, training and consulting service provided by our team of experienced supply chain practitioners and logistics software experts.

Customers include Fortune 1000 and mid-tier carriers, shippers manufacturers, retail, food and beverage, grocery, third-party logistics providers and other distributors.



Logistix Solutions

Technology

Logix full-featured suite of on-demand software products helps retailers, distributors, private fleets, food and beverage companies, manufacturers and logistics service providers quickly solve even the most complex supply chain problems.

- Distribution Network Design
- Supplier and Inventory Optimization
- Transportation Optimization
- Continuous Move Planning
- Driver and Vehicle Scheduling and Fleet Sizing.

Powerful optimization algorithms generate cost saving solutions resulting better service and lower emissions. Interfaces with Google Maps, MapPoint and ALK Technologies' PC*MILER suite allow for superior mapping, geo-coding, and path finding capabilities.



Professional Resources

Navesink Logistics, Inc. formed in 1994, specializes in logistics and supply chain consulting and recruiting.

 With particular expertise in private fleet cost reduction and service optimization, Navesink has a substantial network of more than 1,000 qualified professionals many of whom have decades of industry and Big 5 consulting experience.

Our Core Management Teams frequently average more than 20 years experience. Our individual team networking combined with our industry and vendor established relationships are easily accessible without red tape approvals.

Navesink brings a proven Project Methodology to every client engagement.



Consulting Services (sample bios)

Tom McKenna COO of Navesink Logistics with extensive experience in assessment analysis and process improvement with particular expertise in private and dedicated contract carriage fleets. He has developed deep knowledge of cost structure analysis, activity based costing, fleet efficiency measurement, fixed asset valuation, trade cycle analysis, vehicle acquisition & replacement, vehicle maintenance and best practices, vehicle specifications, fleet management technology, labor productivity, labor law, and fleet benchmarking.

Bob Dunn has over 40 years of transport, warehousing and related logistics services experience, working in senior level positions as a 3pl services provider. From beginning a career in dedicated asset based transport services for retailers including A&P, Safeway, Kroger, and many other CPG manufacturer and industrial companies, He has a strong financial background with P&L responsibility for transport and warehouse operations throughout the USA.

Harry Shilvock has over forty years of supply chain experience, with a career beginning at United Parcel Service. For the last twenty-five years he has focused on supply chain consulting for over 50 companies, covering distribution, transportation, and retail store operations, with emphasis on improving labor cost efficiency, while at the same time improving service levels.

Alan Montgomery is recognized as a global subject-matter expert in the logistics, fulfillment and transportation businesses. Al previously was Vice President with Cap Gemini Ernst & Young (formerly Ernst & Young Consulting), based in Vienna, Virginia serving as the Global Leader of Logistics & Fulfillment Consulting within the Supply Chain Service Line.

Typical Projects

Situation

- This grocery retailer with nearly 2500 stores nationwide purchases all of its produce through a buying consortium and has no control over transportation operations.
- The project addressed changes in transportation processes, systems capabilities and specific pickup, cross docking and delivery logistics to produce significant cost savings over the annual multi-million dollar inbound transportation expenditure.

The Solution

- Logistix Solutions modeled the entire transportation operation from suppliers to distribution centers to stores using Logistix Solutions software tools under a contract with Navesink Logistics.
- Optimized pickup routes and schedules and introduced an optimally located mixing center to improve efficiency, reduce cost and increase flexibility in the inbound scheduling of produce.
- Independent produce procurement consolidation at each division recommended along with transportation.

Business Issues

- Using analytical "network design and transportation optimization" tools and actual order data, compare current baseline operations with optimum pickup sequencing (routes), execution (i.e., pickup timing based on delivery time requirements and lead times), and load (pickup) consolidation.
- Evaluate alternative cross docking, delivery sequencing (multi-stop drop off sequencing) to determine the optimum transportation operations, costs and the flow of product in the inbound network.

Results

- Provided alternative inbound transportation solution and software to reduce pickup costs, improve adherence to SKU mixing restrictions and delivery time requirements.
- Increased Supply Chain velocity, improved product freshness and reduced cost
- Reduced product spoilage, scrap and waste
- Cross dock/mixing center solution significantly reduced cost and provided opportunity to regain control over inbound freight and outbound store fulfillment.



Typical Projects

Situation

- A leading, \$multi-billion foodservice distributor with operations and customers throughout the U.S.
- Inbound freight under management lower than industry standard.
- Private fleet underutilized for backhaul opportunities.
- Mostly manual logistics operations for freight management, backhauls, shuttle operations and relays.
- Need to better manage daily deliveries as well as backhauls and inbound shipments in order to reduce total freight spend and improve transportation services.

The Solution

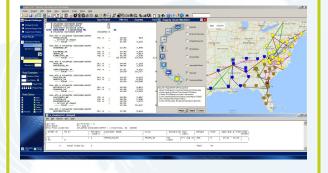
- Capture data including inbound orders and outbound deliveries
- Use Routing and Scheduling optimization tool to analyze and compare current and optimized routing and scheduling of pickups, backhauls and deliveries
- Use Continuous Move Planner to optimize dedicated fleet operations for inbound freight.
- Use Logix Distribution Network Design tool to optimize warehouse/distribution facility location(s) and product flow.

Business Issues

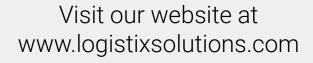
- Understand the details of current distribution operations, operational processes (both manual and systems) and the associated costs of the current operations.
- b) Identify the current cost of transportation as well as the potential for backhauls across the organization.
- c) Implement technology solutions (TMS software) incorporating backhaul opportunities to optimize the best overall-service/cost vs capability.
- d) Honor all time constraints and service restrictions in the highly regulated pharmaceuticals industry.

Results

- Multiple million dollar savings in transportation costs based on optimized transportation management and automated route scheduling.
- Analysis team quickly trained in under two weeks to produce results using software tools.







Simply download Logix, import your data and we'll have you up and running in a few minutes.

For more information on the Logistix Solutions suite of products, visit our website at www.logistixsolutions.com or contact Logistix Solutions at 571.426.5951 or e-mail info@LogistixSolutions.com.

Thank You

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www.Logistixsolutions.com









