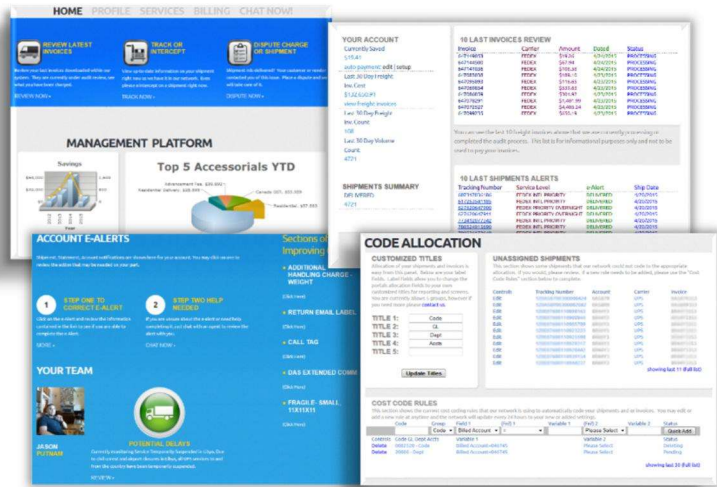


# Ship Watchers Summary of Proposed Solutions

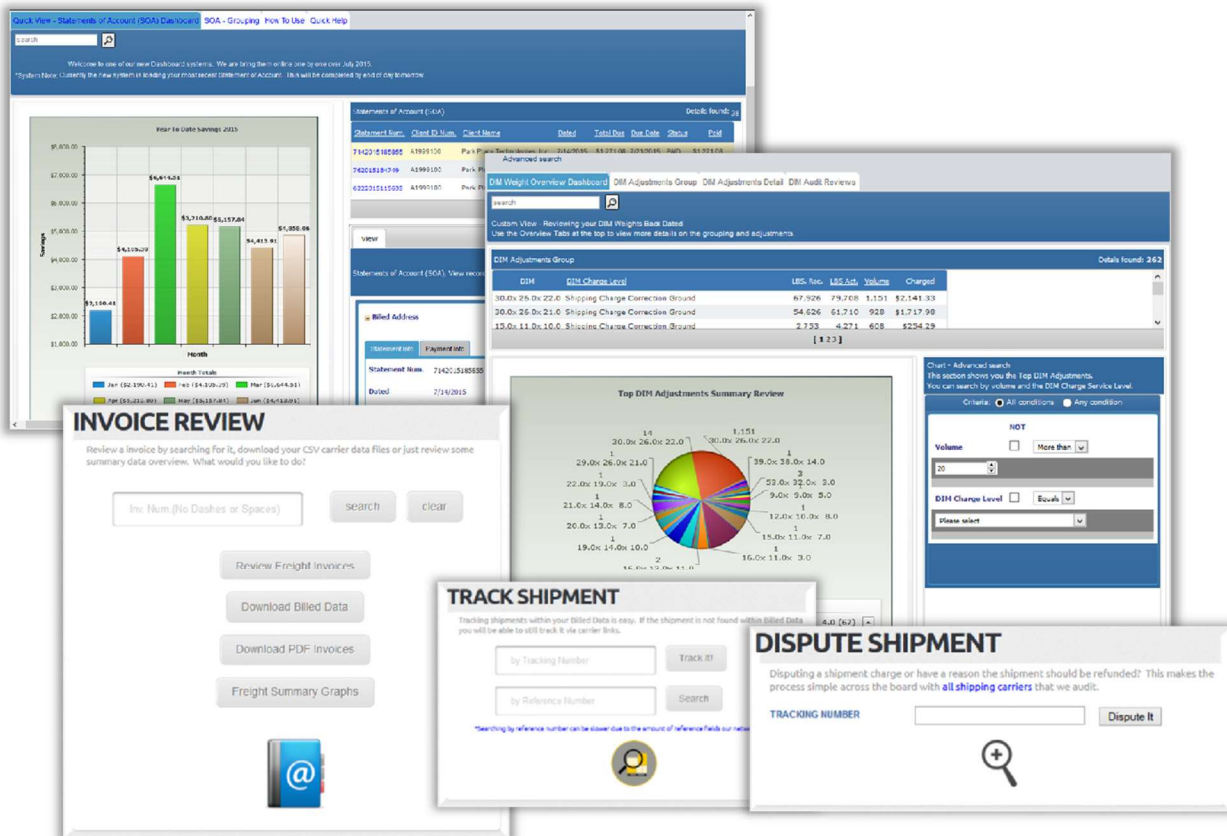
## MyShipWatcher Proposed Solutions:

- ⇒ Small Parcel & Freight Auditing
- ⇒ Customized Reporting
- ⇒ Transportation Analytics
- ⇒ Contract Evaluation
- ⇒ swAddress Correction
- ⇒ MySQL Access Direct
- ⇒ LOC / Cost Allocation
- ⇒ Tariff Reconciliation
- ⇒ Unauthorized Monitoring
- ⇒ Chargeback Monitoring
- ⇒ Damage Claim Processing



## MyShipWatcher Tools:

- ⇒ All Shipping Accounts and Details Online – One Secure Location (Multiple Carriers)
- ⇒ Multi-User Interface – Identified Security Levels and Master Profile Dashboard
- ⇒ Customized Real-Time Reporting (Search, Sort, Export, MySQL, Graphs)
- ⇒ Enhanced Web Portal – Accessible Anywhere there is Internet (PC / Mac / Phone / Tablet / PDA)
- ⇒ Tracers, Intercepts, Disputes, Damage Claims, Address Corrections, and Tracking (One Location)
- ⇒ 3<sup>rd</sup> Party Authorized, Unauthorized, Chargeback, and C.O.D. Monitoring
- ⇒ Accessorial Charges Corrected to Avoid Future Carrier Charges
- ⇒ Various Customizable Dashboards (SOA's, Dim Weight, Accessorial, Service Level, Reference, etc.)
- ⇒ 24/7 Support Including Chat



## Ship Watchers Value Proposition

Ship Watchers is committed to providing the “best in class” auditing solutions and services to our clients through continuous enhancements to our Network, Technological Advancements, Industry Knowledge, Relationships, and Personnel. What we provide our clients that sets us apart from the pack is:

### **BIG ENOUGH TO DELIVER, SMALL ENOUGH TO CARE**

Found in 2006, Ship Watchers was built on the presence that a need exists in the industry for a technologically advanced and automated Network to cater to large volume shipping clients to bring optimal savings from incorrect charges and errors while providing resourceful tools and supply chain knowledge to further reduce a client’s overall transportation spend. Our solutions are not “cookie-cutter” and have been formalized through years of working through strategic partnerships with our clients to bring the most value from an auditor. Whether the customer is a domestic shipper in the U.K. or a global shipper across all modes of transportation in the United States, we analyze our client needs, then deliver the solutions and services tailored around their unique shipping characteristics. Ship Watchers has a great team of growing professionals and a keen sense for technology to bring the best value to our clients.

### **COMMITMENT TO LONG-TERM PARTNERSHIPS**

Our relationship with clients is more than just the “sale” of our auditing solution. We wish to foster a close working relationship that builds trust in order to optimize business processes that lead to a solid foundation for success and future savings. We have a dedicated Support Group that provides 24/7 access and commitment to assisting our clients through Tickets and Chat along with a single point of contact to mitigate any questions, concerns, or project requests.

### **DEDICATED INTERNAL RESEARCH AND DEVELOPMENT**

Each department in Ship Watchers is committed to improving systems and customer relations. Ever changing carrier systems and demand from our clients for useable data for key supply chain decisions keep us focused on providing a world-renowned Network with the most technologically advanced systems for 100% audit accuracy and client visibility. Our intimate familiarity with carrier invoicing and discrepancies makes us stand out above the most traditional vendors in the small parcel invoice auditing industry.

## Ship Watchers Capabilities

### **Ship Watchers Capabilities:**

- ⇒ Development Team – Customized Solutions Tailored around your Shipping and Systems
- ⇒ Global Audit and Pay in Several Languages and Over 34 Currencies (EMEA, NA, LA, APAC)
- ⇒ Pre-Audit Tools (Best Rate / Best Route)
- ⇒ Post Audit Network (93 Plus Audit Points) – Algorithms & Outside Resource/Government Tables
- ⇒ Large Server Network – Process Large Amounts of Data Daily (1-7 Day Audit Process)
- ⇒ Customer Support Staff that will Handle Package Investigations & Damage Claim Processing
- ⇒ “A La Carte” Solutions – Diverse Shipper Base Requires Different Levels of Services Offered
- ⇒ Fee Reduction Opportunities (Reference on File / Automated Payment Sign-up / Referrals)
- ⇒ Benchmark Reporting and Consultation Advice Included as Part of our Auditing Solution
- ⇒ Intuitive, User Friendly, and Multi-User Web Portal Interface
- ⇒ Adapt to Changing Carrier Systems, Accessorial, Service Levels, & Technology
- ⇒ Advanced Delay Warning and Exception Notifications
- ⇒ Automated Auditing Network (No Software + No Human Error = More Back in Savings) Network
- ⇒ Developed and Maintained by Former Carrier Employees and IT Professionals
- ⇒ Proposal and Analysis Outlining Savings from Historical Data and Estimated Monthly Savings
- ⇒ All forms of Carrier Invoicing for Auditing, Reporting, and Viewing (Electronic / Paper / Foreign)
- ⇒ Merge Reporting and Invoices into your Current Accounting/Logistics Platforms (Exportable Files)

## Ship Watchers Experience

Having been in the industry since 2006 employing former carrier employees, IT Professionals, and industry experts with varying experience and a Network that audits over 1,000 shipping accounts across various modes of transportation we have mastered an auditing solution that coincides with any type of shipper whether a small mom and pop gift store or a multi-channel corporation with locations around the globe. Our experience in auditing carrier invoices covers a broad spectrum of industries including clothing, retail, insurance, pharmaceutical, perishable, electronics, live animals, and finance.

## Ship Watchers Competitive Advantage

### STRATEGIC CARRIER AND AUDITING PLATFORMS

We have an automated system in place with the carriers due to our agreements and NDA's in place that does not tie up carrier employee resources that could be brought into future rate negotiations. We have our own contacts with the carriers at the corporate level that does not interfere with your current carrier contacts or relationships. Ship Watchers puts each invoice and shipment through 93 plus audit points (see attached) with a Network developed and maintained by former carrier employees and IT professionals to keep up with the ever-changing carrier systems, service levels, and accessorial charges. We utilize algorithms, outside resource/government tables, and years of historical client data to insure we are catching all possible incorrect charges and errors. We are not software based and do not have employees combing through invoice data that can result in missed adjustments. While most auditors only check for late deliveries by day stamps our Network recovers service failures (Money Back Guarantee) by the time stamp increasing your overall savings. We perform a back-dated audit for all new clients that could turn up significant savings due to rate errors. Service failures have a shelf-life of 15 days, but all other accessorial and rate errors found can be recovered up to a year or more depending on the adjustments.

### INTUITIVE WEB PORTAL AND FEE SAVING OPPORTUNITIES

Our Web Portal (TIGR – Transportation Intelligence Globally Recognized) brings a myriad of additional solutions, resources, and tools to our clients that further aid in the reduction of transportation spend. We have an advanced reporting platform that offers search, sort, drill down, and export capabilities with intuitive graph views. We provide benchmark reporting for rate negotiations and have a Contract Negotiation Solution in which an experienced consultant will work with you to insure a best in class carrier contract. You can View Savings at any time within the web portal and we invoice you monthly for our fee after you have already realized the carrier credits with a detailed Statement of Account for easy reconciliation. We offer fee discounts for clients that sign up for auto-payment of their monthly SOA, become a reference on file, and send us referrals that sign up with Ship Watchers.

## Closing Statement

Ship Watchers prides itself on long term client retention and looks forward to becoming your auditor of choice. We are known in the industry for our customizable interface that offers valuable insight into our clients' complete logistics and supply chain network while also recovering incorrect charges and errors within carrier invoicing. Our capabilities extend globally and additional solutions can easily be added to accommodate growth, expansion, and cost reduction measures internally. We feel through the intelligence of our Network and Staff along with our vast experience in the industry that you will not be disappointed with the solutions provided by Ship Watchers and look forward to adding you to our long list of satisfied clientele.

24/7 Support including Chat is available at <http://support.myshipwatcher.com> or through email at [oncall@shipwatchers.com](mailto:oncall@shipwatchers.com) and within your web portal via clicking "Chat Live Now".

Please contact us directly any time or through your Account Executive, Jason Putnam with any questions or concerns regarding the services and solutions offered by Ship Watchers.