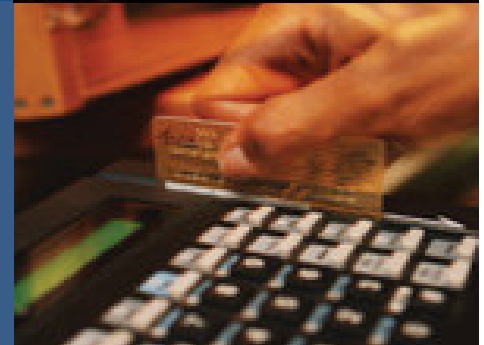


Transportation Solution Presentation

Mar 23, 2006

Qi Zhang
Manager - Solutions Consulting
Asia Pacific



manugistics

AGENDA

GROWTH • VALUE • SECURITY • PROOF

I. MANU Introduction and Client's Story

II. The Basic of MANU Solution

III. Transportation Management Solution Overview

IV. Your Benefits

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Manugistics: One Step Ahead of Demand

Founded	In 1986, IPO in 1993
Employees	815 worldwide (Americas, EMEA, Asia Pacific)
Revenue	
Customers	\$243 million in FY2004, NASDAQ: MANU
Technology	1,400 enterprise-level customers
Industry Focus	Manugistics NetWORKS, features an open, flexible Services-Oriented Architecture which scales easily and solves complex transactions

Our Differentiators

Solution

People

Client Base

Technology

- > Thought Leadership: Manugistics employs industry domain expertise globally
- > With over 1,400 Manugistics powered enterprises, we enable and manage thousands of transactions daily for the world's largest high tech, retailers, consumer goods, military and government supply chains
- > We understand the complexities of Global Supply Chains, and the detail to enable “real world” management and execution
- > We deliver scalable solutions, technology and people to insure that our customers obtain “measurable value”
- > We stand behind 100% customer satisfaction

Carrier Capacity Planning & Strategic Sourcing



Clients in Asia Pacific

Transportation/Distribution	Consumer Products / Retail
                The A.P. Moller Group	                

Clients in Asia Pacific

Electronics & High Tech	Chemical/Energy/Life Sciences
                	    
	Others Industries
	  

Manugistics is Active in China

> Global Supply Chain Synchronization

- > Mars
- > Rohm & Haas
- > Avon
- > Unilever



> Transportation and Logistics

- > ShenMei
- > Yum
- > San Miguel
- > Sinotrans



> Supply Chain Planning & Optimization

- > Swire Beverages
- > Sepco
- > Schick





Further information

[Managing the bigger picture >](#)

[The benefits of MTS >](#)

[What differentiates Exel's MTS? >](#)

[Who uses MTS? >](#)

[The technology >](#)

[What does the future hold? >](#)

[Example of a typical Managed Transport Centre >](#)

Case studies

[Marks & Spencer >](#)

[Pan-European FMCG >](#)

The technology

The central plank of Exel's European MTS is a robust, proprietary system run on an Oracle database, known as the Managed Transport Services Host System.

Firstly, the host system provides interfaces to customer systems, sophisticated order entry templates, and most importantly, a backbone to support the entire transport management process.

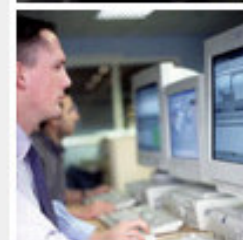
Linked to the host is Manugistics' sophisticated transport planning tool, Networks Transport, which has been developed for the European market through a close working relationship with Exel. The host system provides a wide variety of management reports to enable traffic offices, warehouse operations and hauliers to effect the plan.

A real-time tracking and execution tool - Isotrak - can also be interfaced to the host system. This not only provides support for the efficient allocation of drivers and vehicles to tasks, but also gives real-time visibility of the operation, including an up-to-date view of the achievement of actual versus plan.

Through Isotrak, transport managers can put in place appropriate actions for unplanned occurrences, for example, if a truck is seriously delayed by an accident en route to a warehouse.

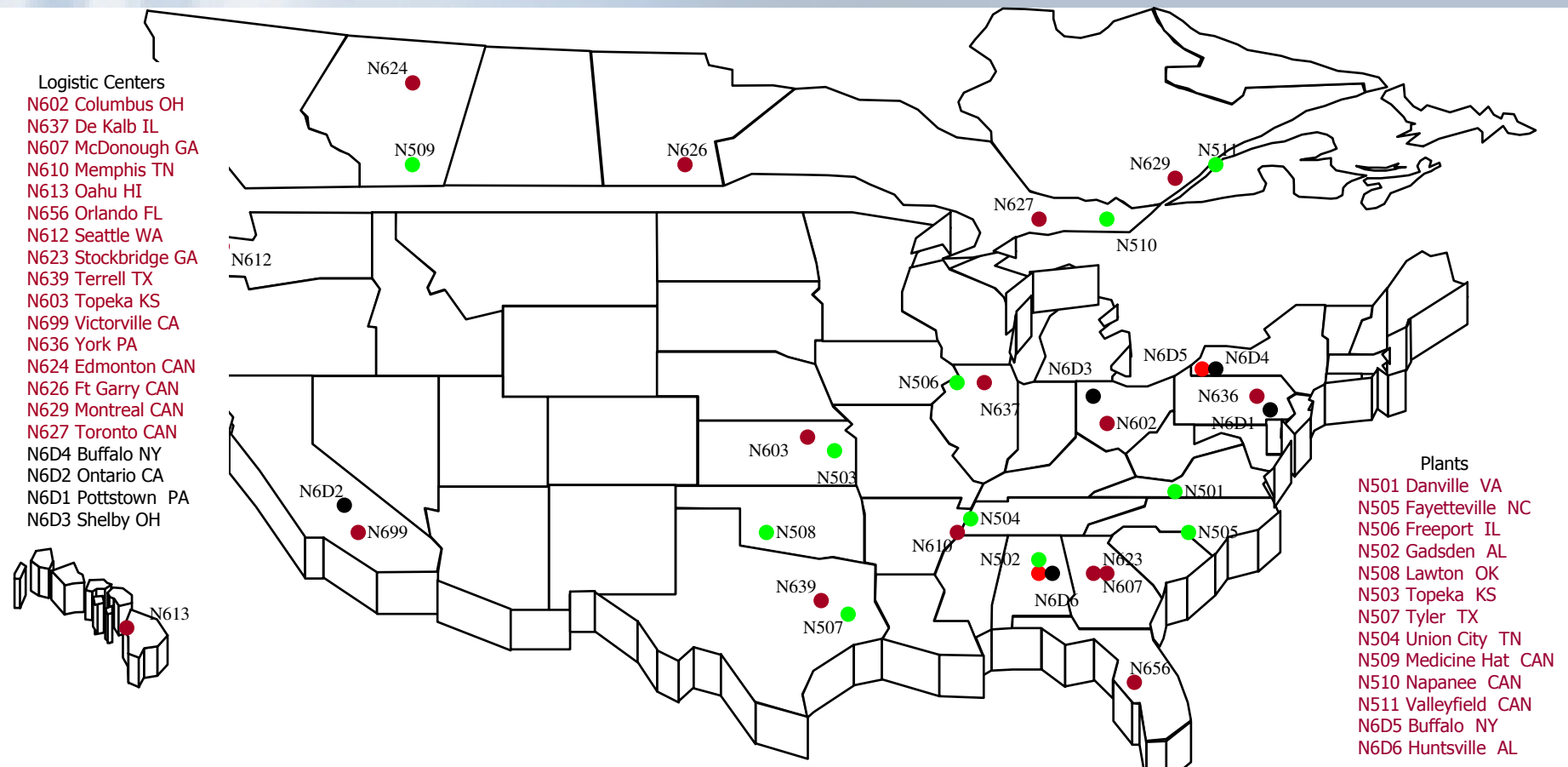
Actuals are then fed back to the host system, enabling a variety of monitoring and administration activities to take place, such as performance reporting and financial analysis.

[More >](#)



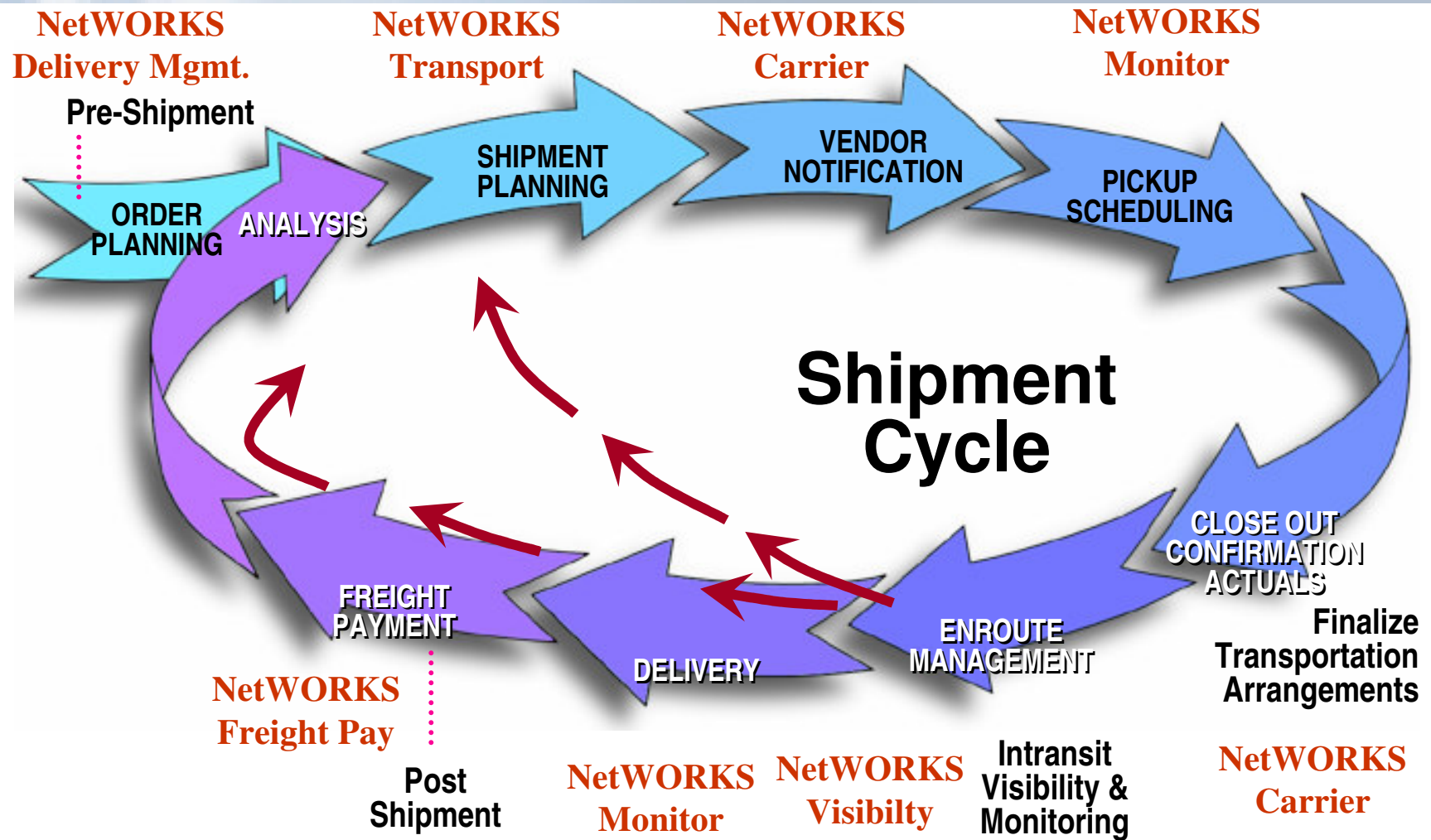
North American Tire Manufacturing & Logistics Center Network Structure

Transportation cost exceeds \$400 million dollars per year



TMS "optimization" will impact 46 shipping locations, over 20,000 customers and hundreds of vendors - over 4,000 shipments per day.

Goodyear TMS Solution



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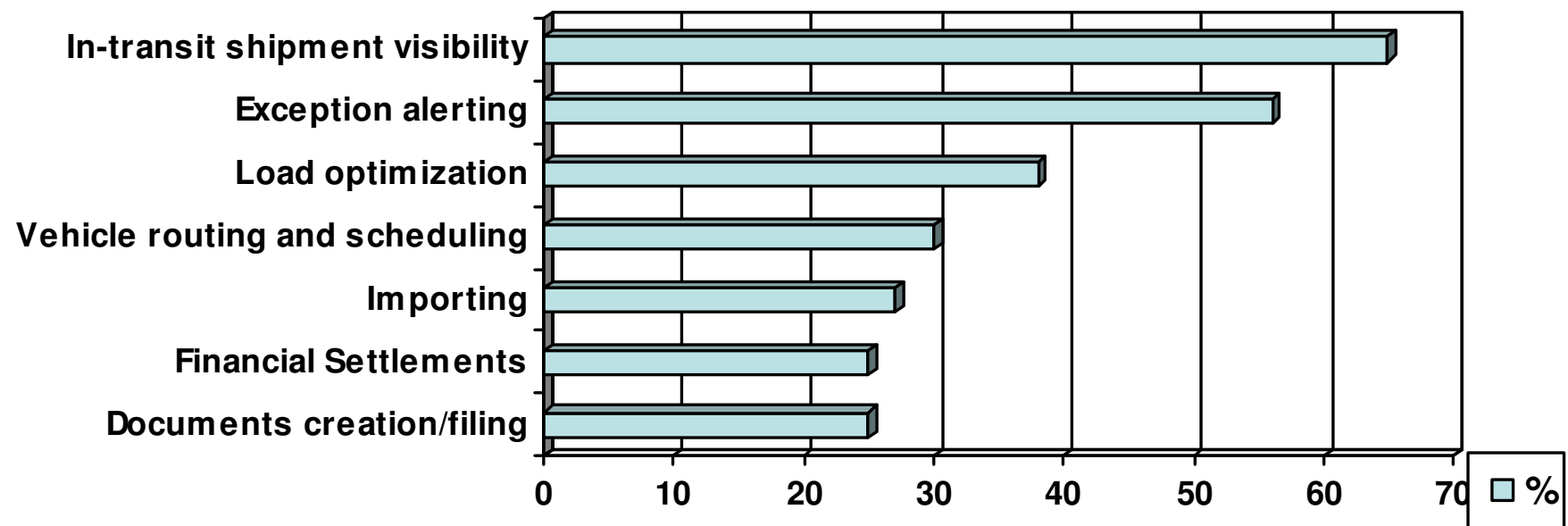
IV. Your Benefits

Basic of MANU solution

- > **Manugistics' understanding in Logistics Business**
- > **Manugistics' experience in IT solution providing**
- > **Communication between Manugistics and client**

Industry Report 1

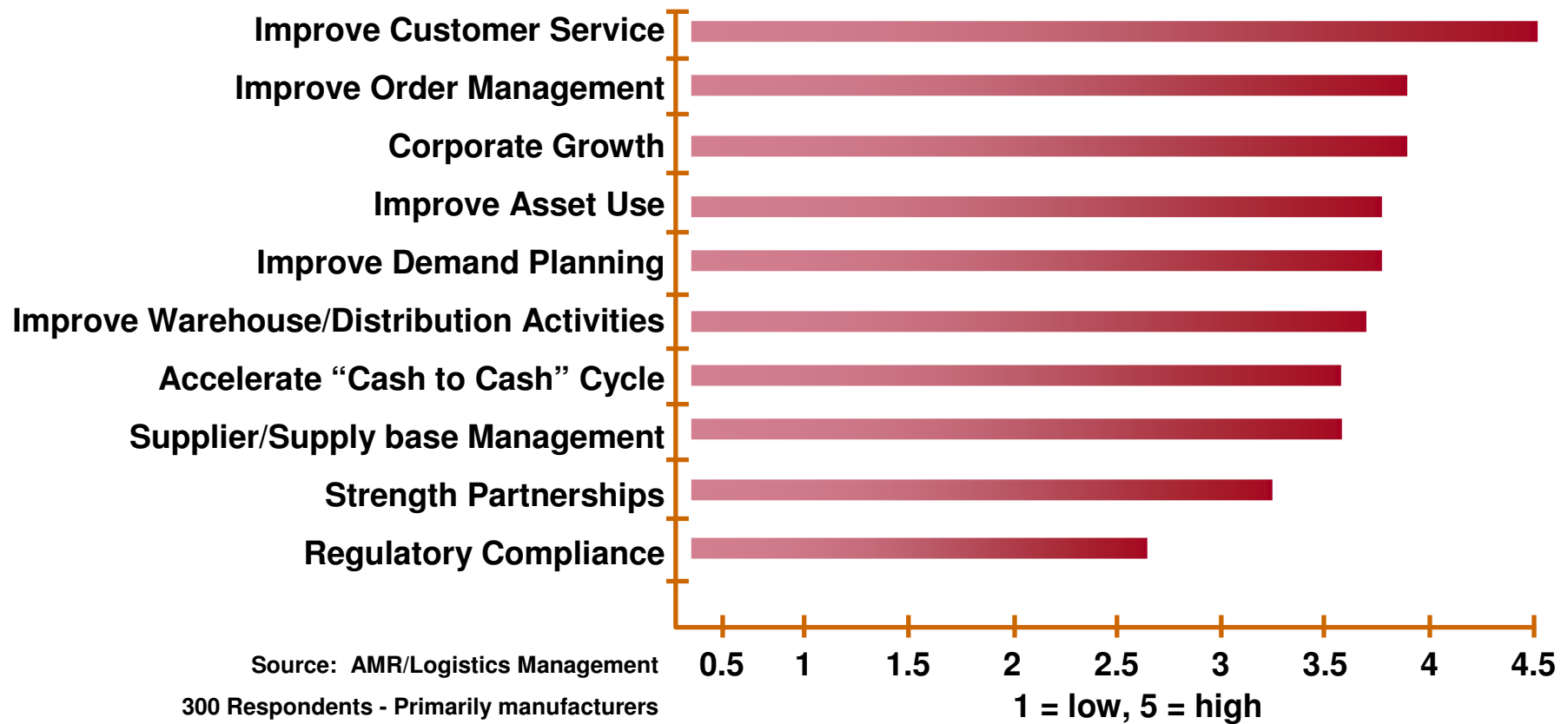
Priorities for Logistics Automation amongst Logistics Customers worldwide



CEIBS and AMR Research

Industry Report 2

Business Objectives Drive Supply Chain Management Investments



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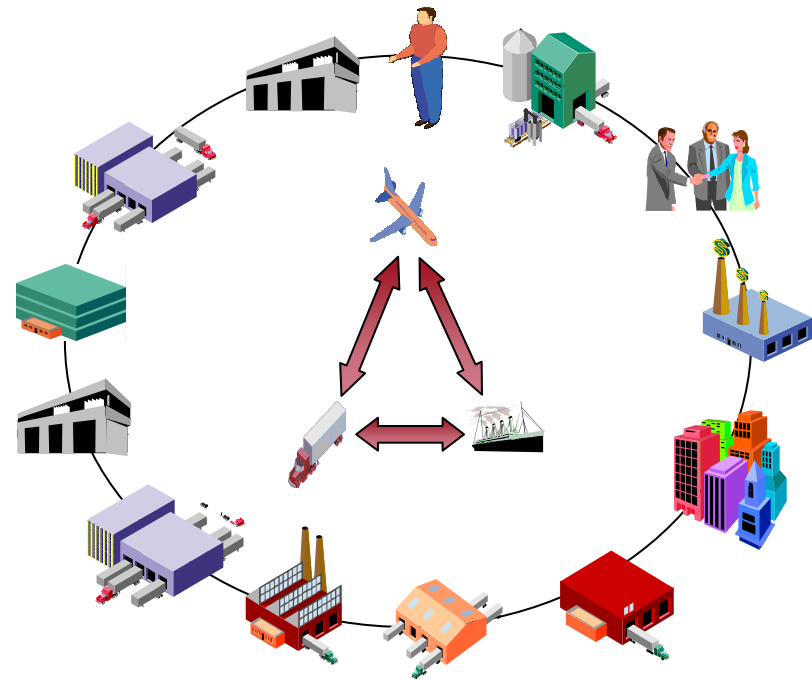
II. The Basic of MANU Solution

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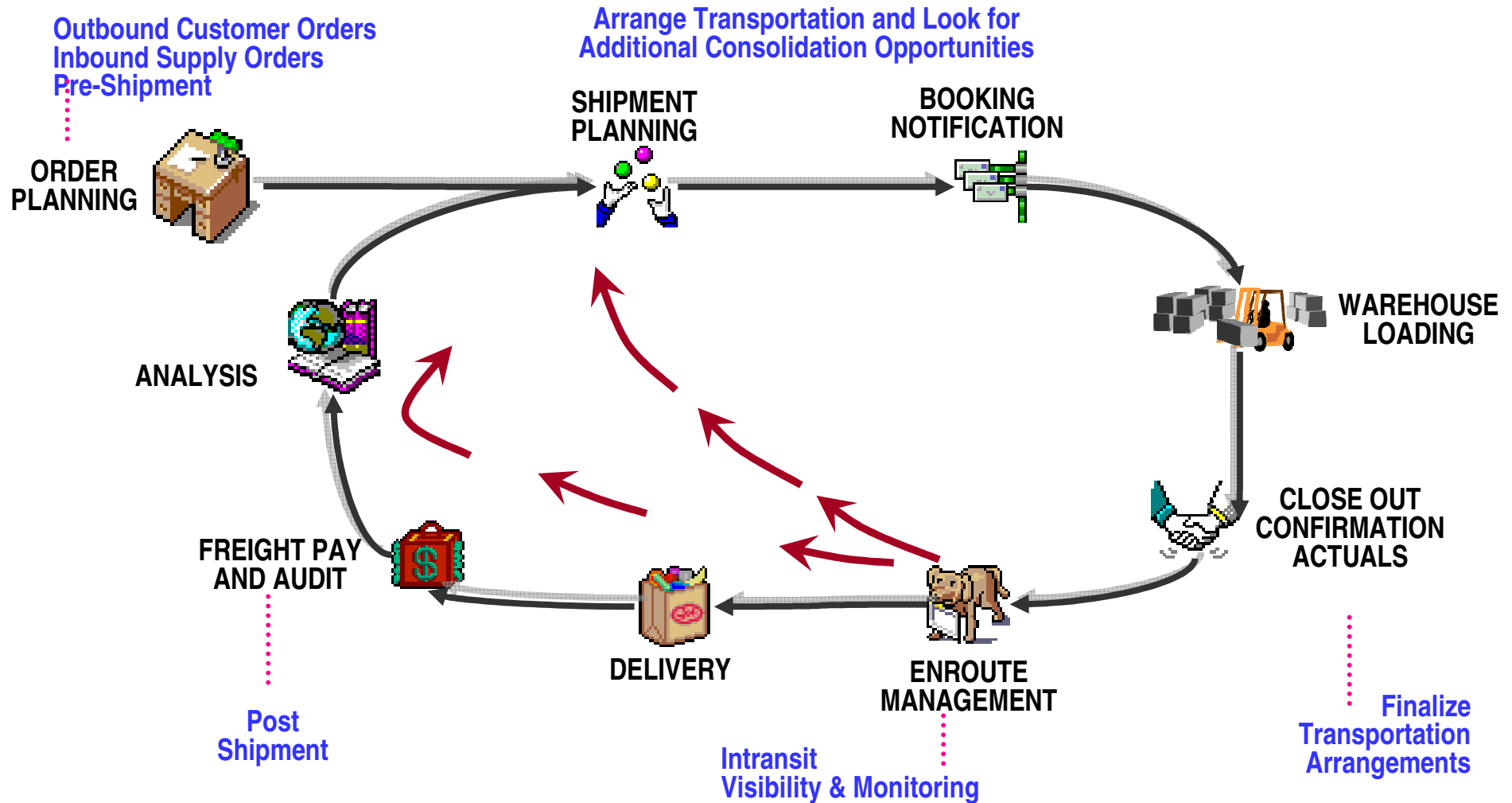
IV. Your Benefits

Manugistics' Logistics Vision

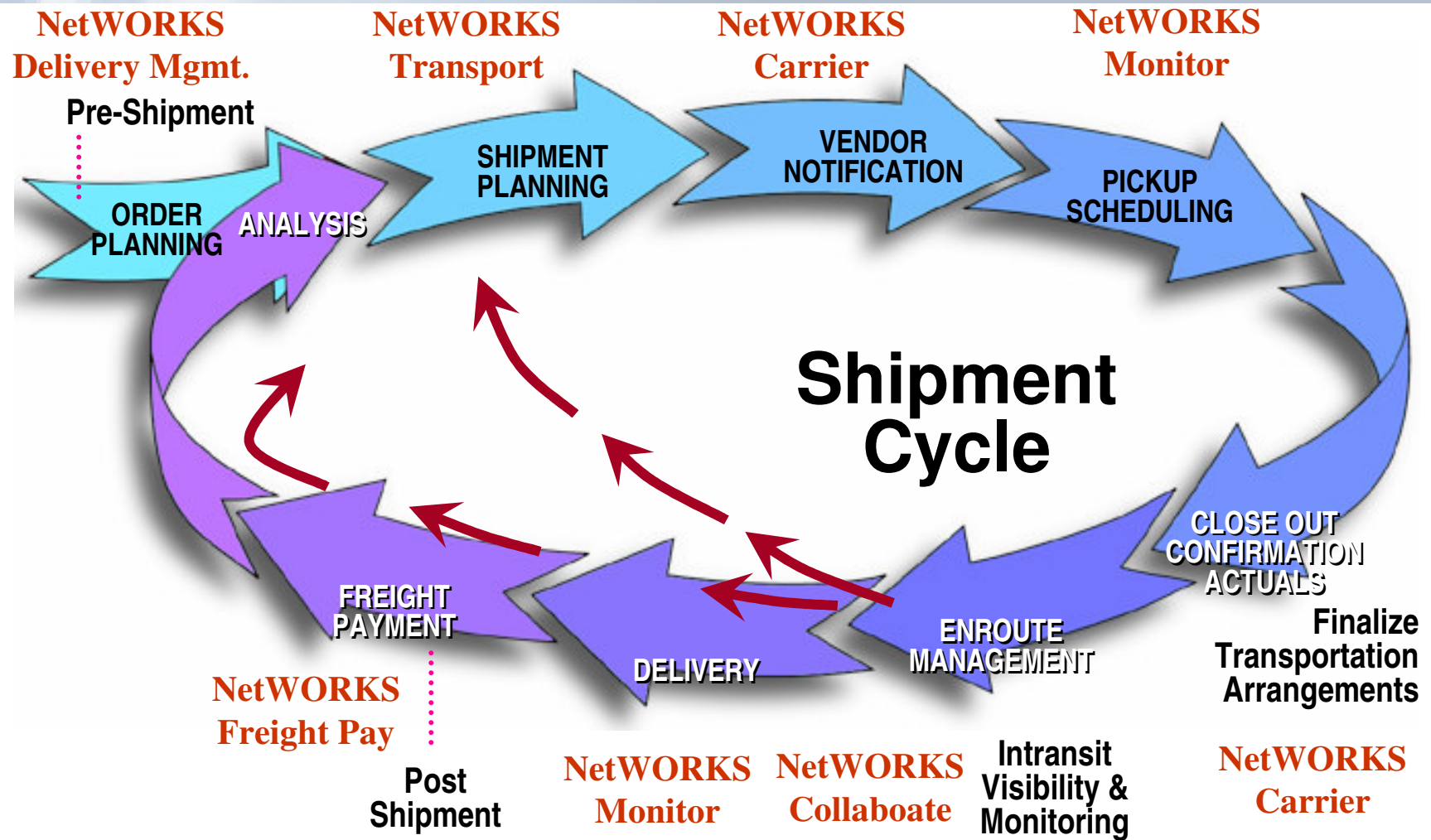
Collaborative logistics management solution that provides both **inter** and **intra enterprise optimization** of purchase orders, inter-facility movements and customer orders, while managing **carrier bookings, activity planning, payment, event management, and visibility** functions within a single seamless solution



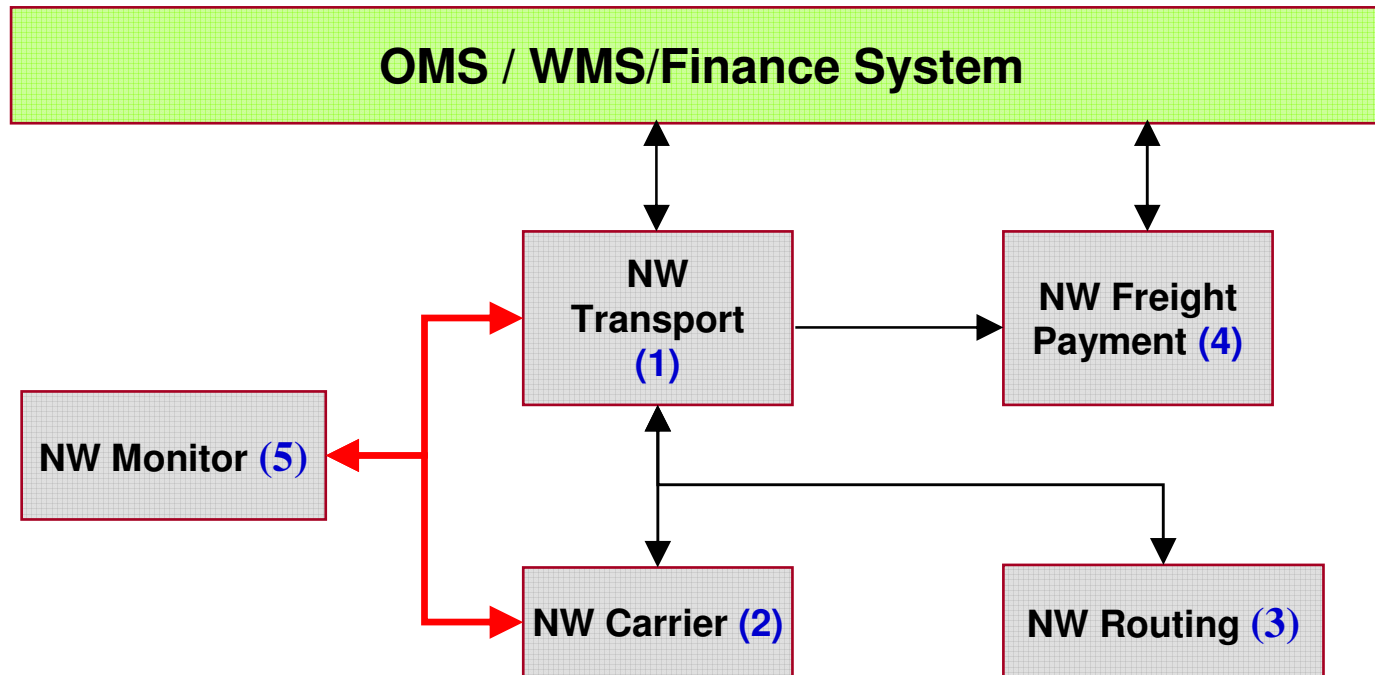
Transportation Management Process



Manugistics TMS Map



Manugistics Transportation Solution Footprint Overview



- (1) Create optimum daily transportation plan for inbound & outbound orders
- (2) Communicate & tender freight movements to Carriers
- (3) Route & Plan fleet movements via NW Routing
- (4) Provide validation for freight invoices received from Carriers.
- (5) Track the execution of the transportation plan -Through entire duration

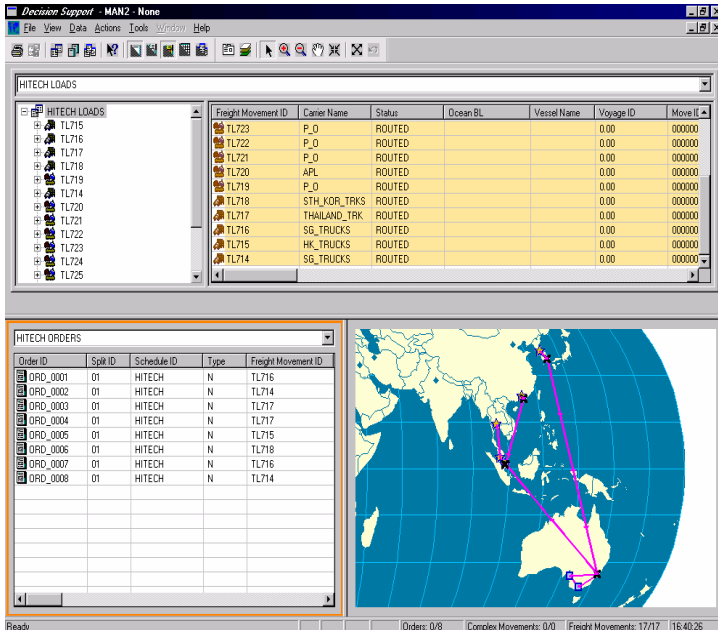
Enterprise Transport Scheduling

> Description

NetWORKS Transport develops the least cost / optimal transportation schedule by considering all solution alternatives while honoring all constraints and service requirements. Areas of constraint considered include order, vehicle, mode, consolidation rules, carrier, and rate. The schedule is solved through a simultaneous optimization approach that allows the capability of routing inbound, outbound, and interfacility orders together at the same time. This is in stark contrast to other systems that optimize in a sequential fashion, which solves the problem one piece at a time which produces a less than optimal solution.

> Application in Logistics World

- Load consolidation
- Load utilization
- Carrier rate management
- Freight costing
- Fix/dynamic load planning
- Crossdock selection
- ETA planning
- Carrier selection
- Continuous trips/backhaul



The screenshot displays the 'Decision Support - MAN2 - None' window. It features a table of freight movements and a map of Asia.

Freight Movement ID	Carrier Name	Status	Ocean BL	Vessel Name	Voyage ID	Move ID
TL723	P_O	ROUTED			0.00	000000
TL722	P_O	ROUTED			0.00	000000
TL721	P_O	ROUTED			0.00	000000
TL720	APL	ROUTED			0.00	000000
TL719	P_O	ROUTED			0.00	000000
TL718	STH_KOR_TRK	ROUTED			0.00	000000
TL717	THAILAND_TRK	ROUTED			0.00	000000
TL716	SG_TRUCKS	ROUTED			0.00	000000
TL715	HK_TRUCKS	ROUTED			0.00	000000
TL714	SG_TRUCKS	ROUTED			0.00	000000

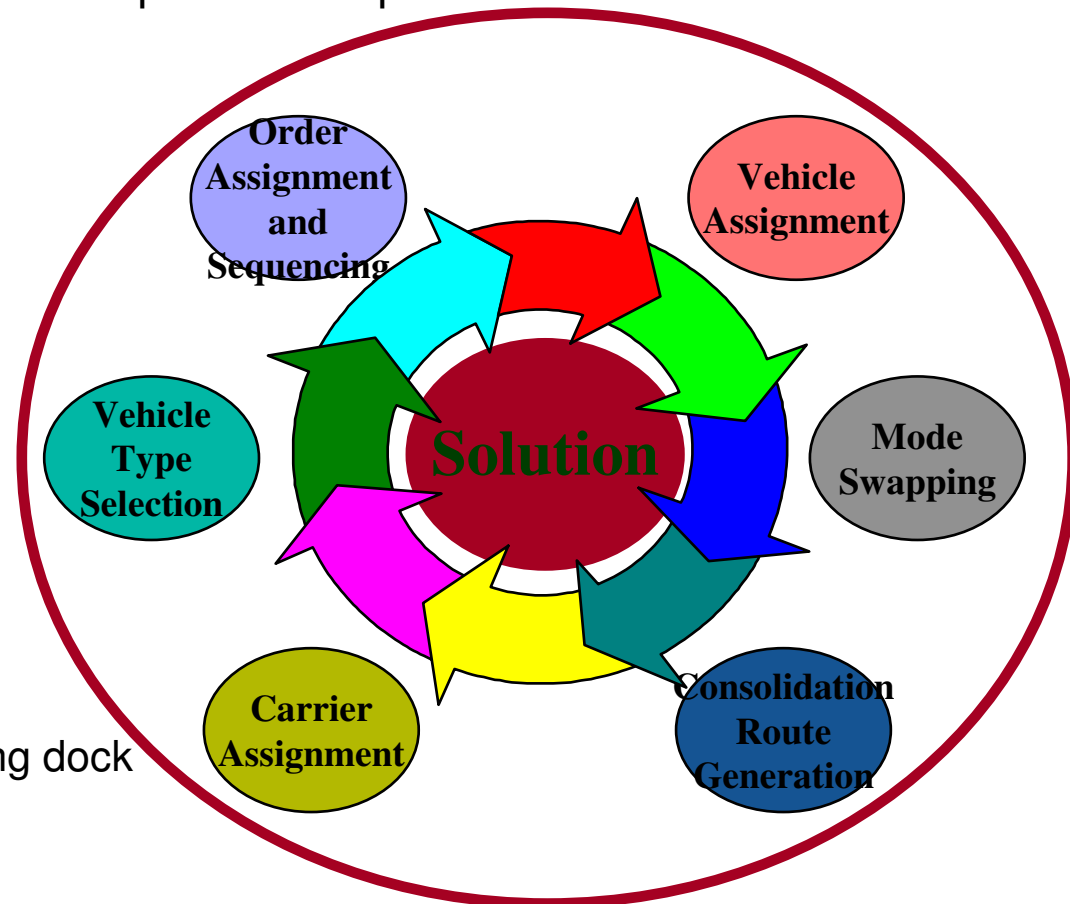
Order ID	Split ID	Schedule ID	Type	Freight Movement ID
ORD_0001	01	HITECH	N	TL716
ORD_0002	01	HITECH	N	TL714
ORD_0003	01	HITECH	N	TL717
ORD_0004	01	HITECH	N	TL717
ORD_0005	01	HITECH	N	TL715
ORD_0006	01	HITECH	N	TL716
ORD_0007	01	HITECH	N	TL716
ORD_0008	01	HITECH	N	TL714

The map on the right shows a route connecting various ports in Asia, including Japan, Korea, and Southeast Asia.

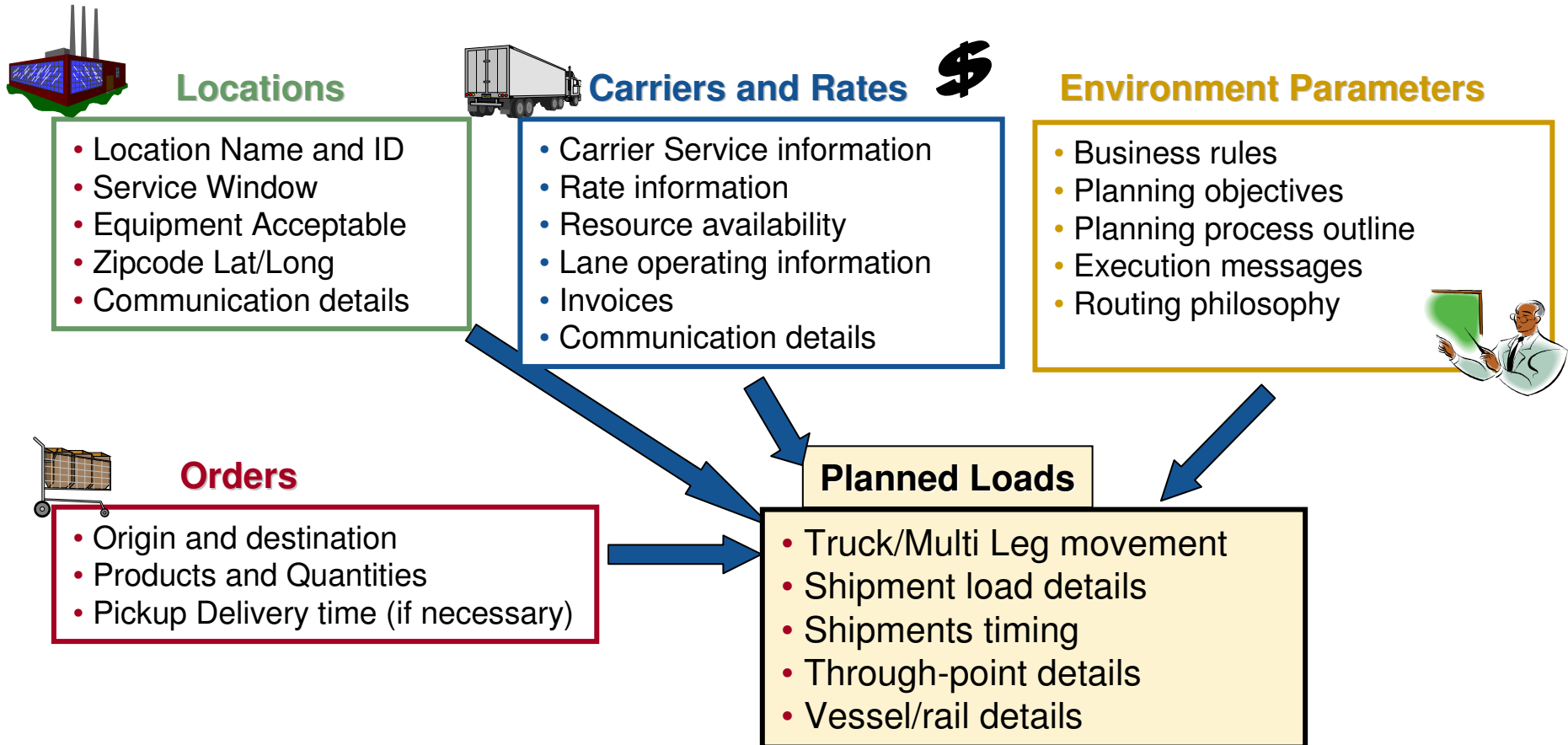
NetWORKS Transport - Planning Logic

> Simultaneously Optimize Enterprise Transportation

- Primary & Secondary
- Shipment Consolidation
- Load Consolidation
- Multi Leg Routes
- Carrier Selection
- Mode Selection
- Cross Docks
- Continuous Moves
- Backhaul
- Fleet and Third party
- LTL Trailer Builds
- Actual Freight Rates
- Constraint Based
- Multi Currency
- Location Constraints/loading dock
- Timing Complexities



NetWORKS Transport - Input /Output

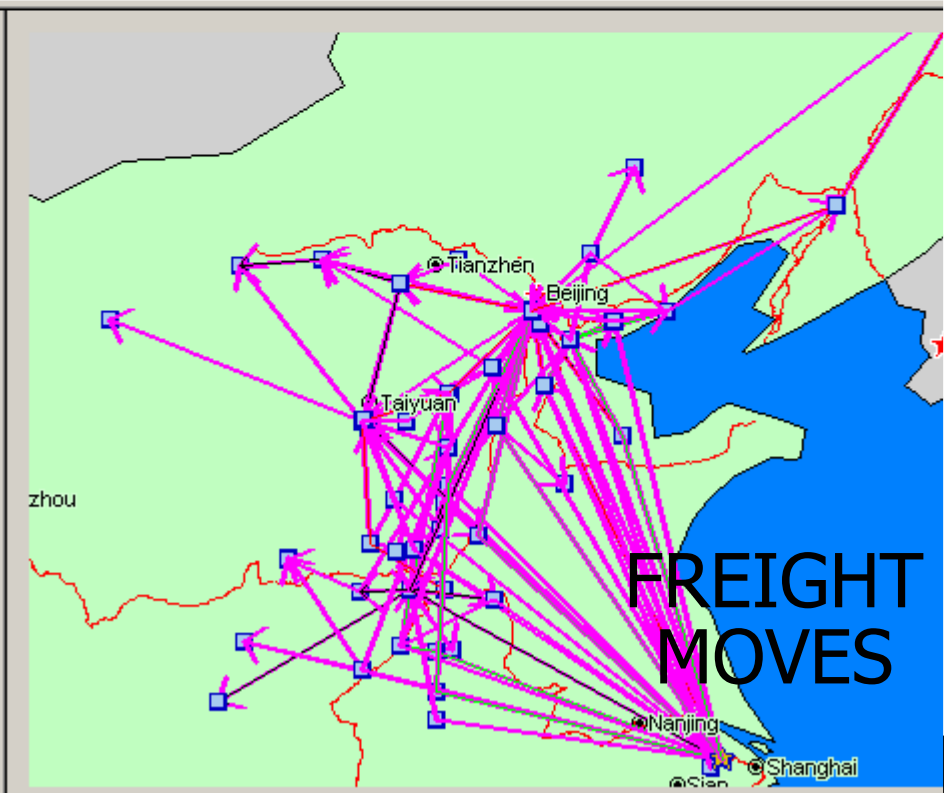
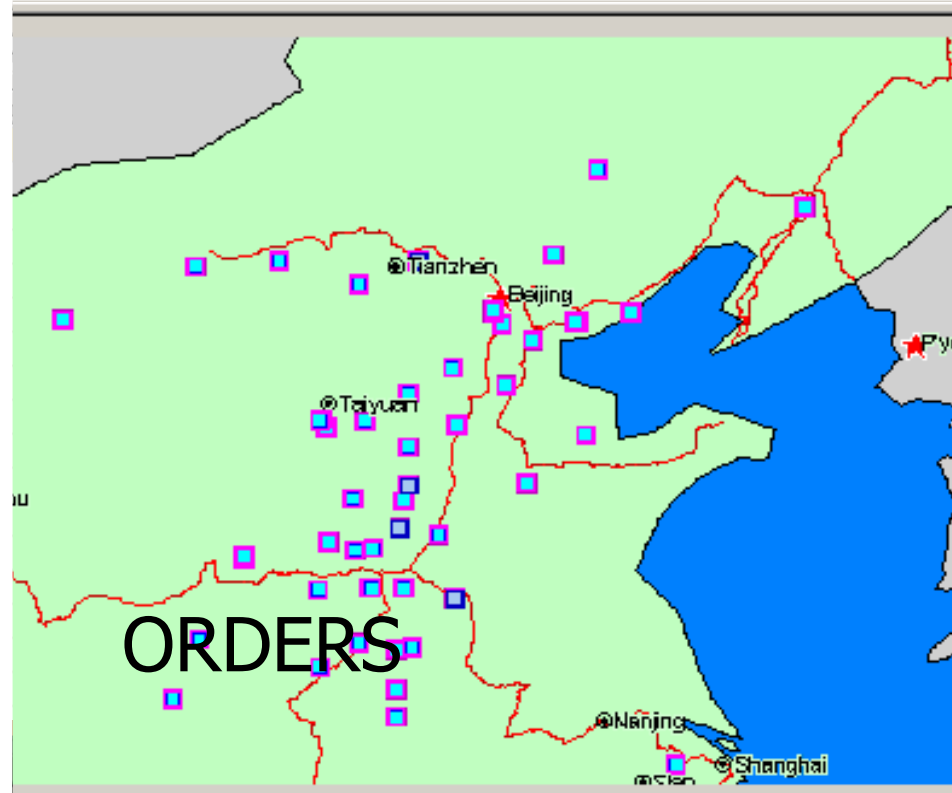


File View Data Actions Tools Window Help

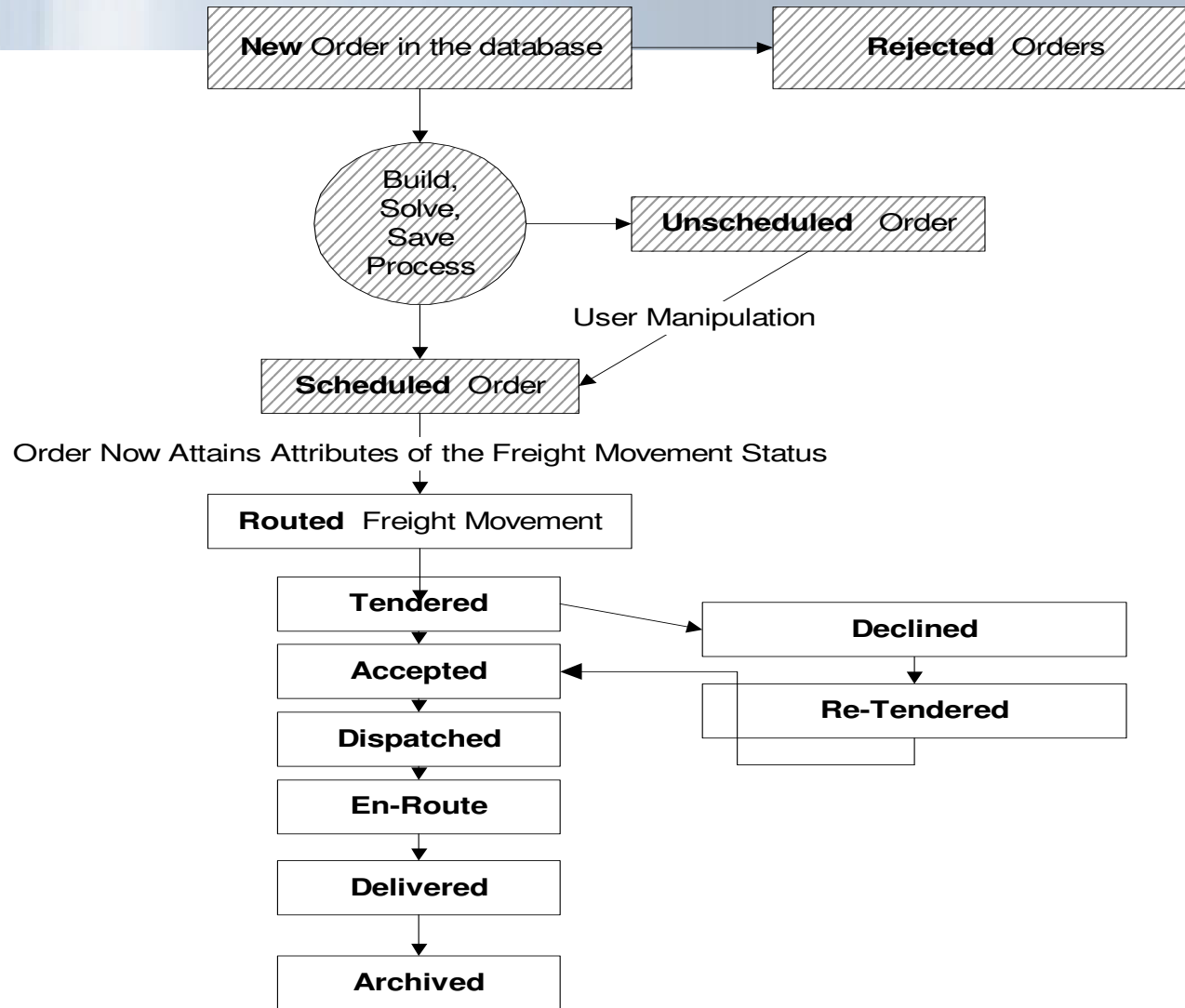
InTitled Filter>

<UnTitled Filter>

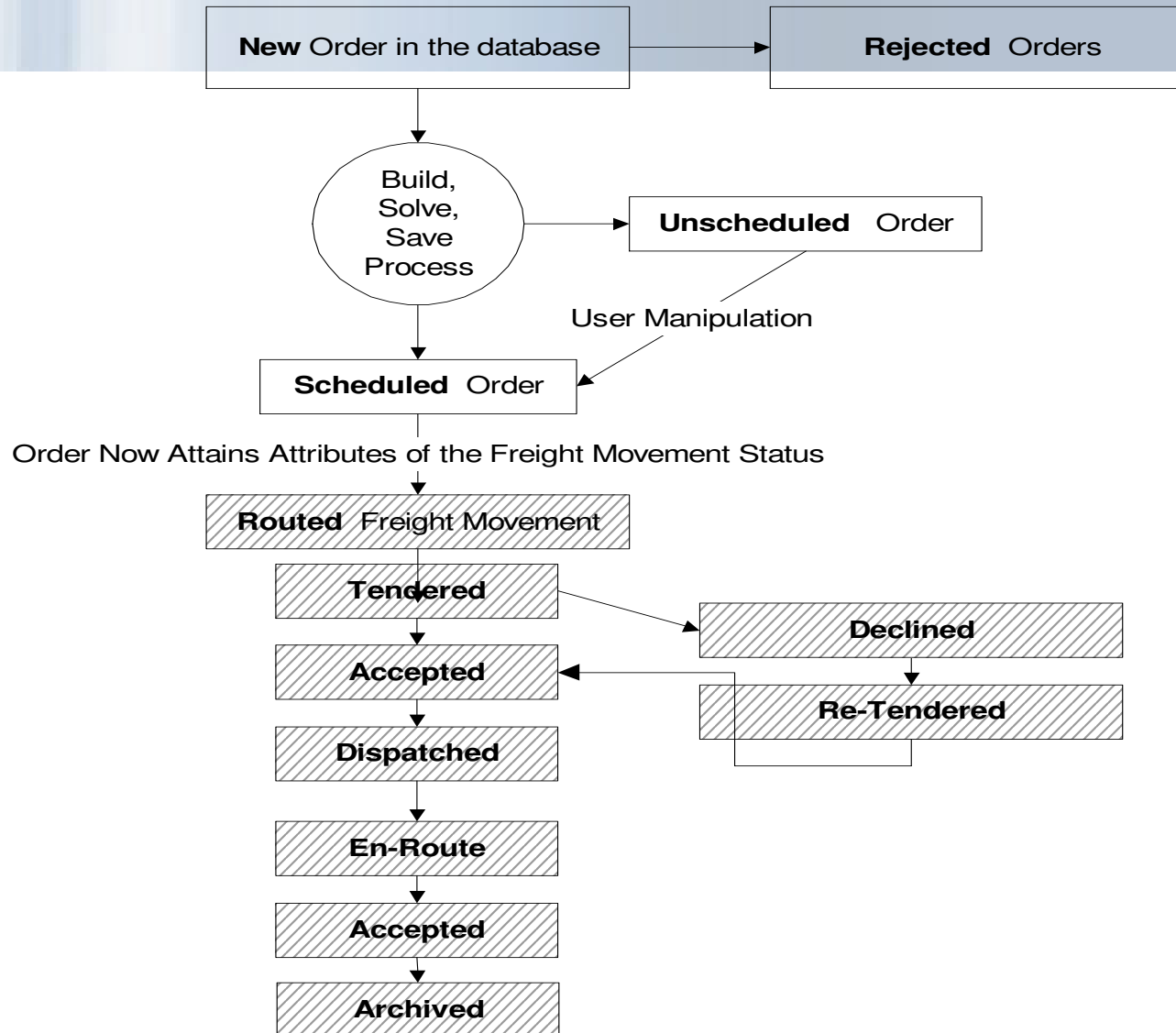
Freight Movement ID	Schedule ID	Status	Carrier Name	Equipment Type	Start Location ID	Start Location ...	End Location ID
TL763	SINO02	ROUTED	SINO3	S10T	BENQ	BENQ PLANT	S100022
TL764	SINO02	ROUTED	SINO3	S10T	BENQ	BENQ PLANT	S100018
TL765	SINO02	ROUTED	SINO_CITY	S10T	S000000	Sinotrans BJ DC	S510051
TL766	SINO02	ROUTED	SINO3	S10T	BENQ	BENQ PLANT	X000000
TL767	SINO02	ROUTED	SINO3	S10T	BENQ	BENQ PLANT	S100019
TL819	SINO02	ROUTED	SINO3	S10T	S000000	Sinotrans BJ DC	S100074
TL820	SINO02	ROUTED	SINO1	S10T	X000000	SINOTRANS X...	S100003
TL770	SINO02	ROUTED	SINO3	S10T	BENQ	BENQ PLANT	S100006
TL870	SINO02	ROUTED	SINO_CITY	S10T	X000000	SINOTRANS X...	S200037



NetWORKS Transport - Order Flow Process



NetWORKS Transport - Freight Movement Process



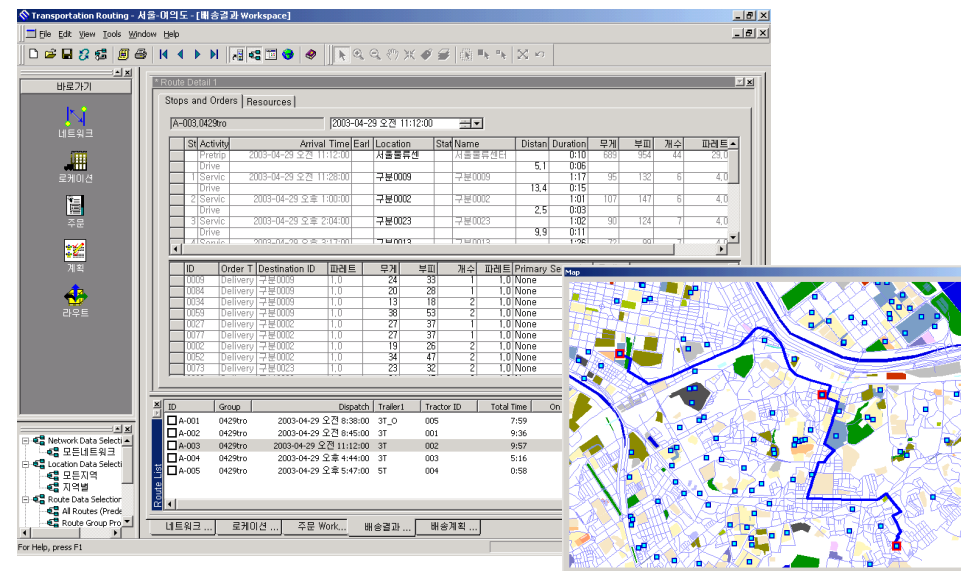
Distribution Routing

> Description

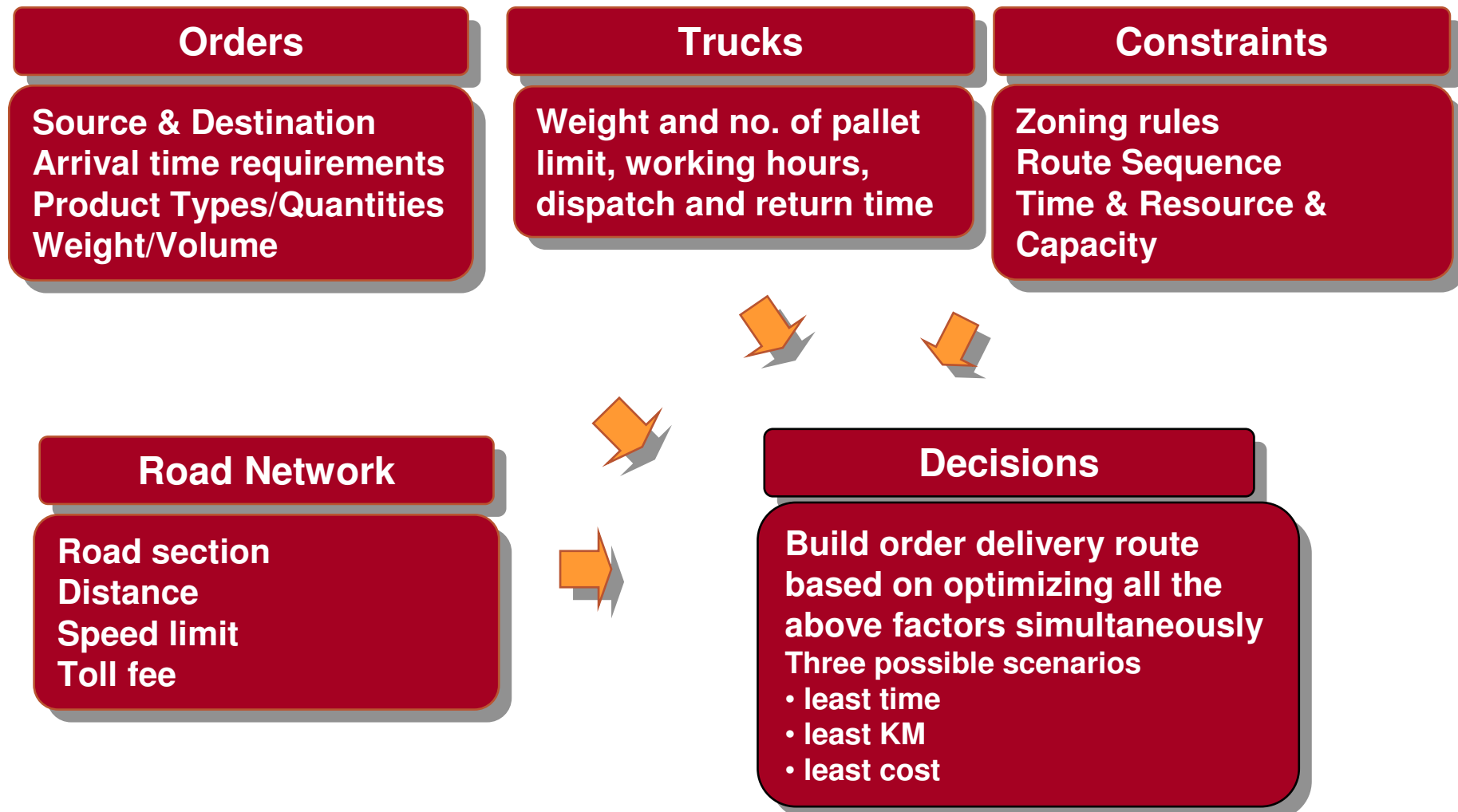
NetWORKS Routing is designed to power the strategic, tactical and operational business processes that support managing fleet assets, generating optimal street-level route plans, and scheduling drivers and resources. NetWORKS Routing will quickly provides planners with the tools to make decisions on how to best resolve planning issues. The product utilizes a heuristic algorithm to determine the optimum grouping of delivery and pickup requirements from a defined set of customers and vendors. The focus of the algorithm is to maximize vehicle capacity utilization while optimizing one of distance, time, or cost of the vehicle travel paths.

> Application in Logistics World

- Retail distribution
- Driver/equipment scheduling
- Detail dispatch sheet
- Backhaul planning
- Fleet coordination



Delivery Route Planning



Manage by Exception

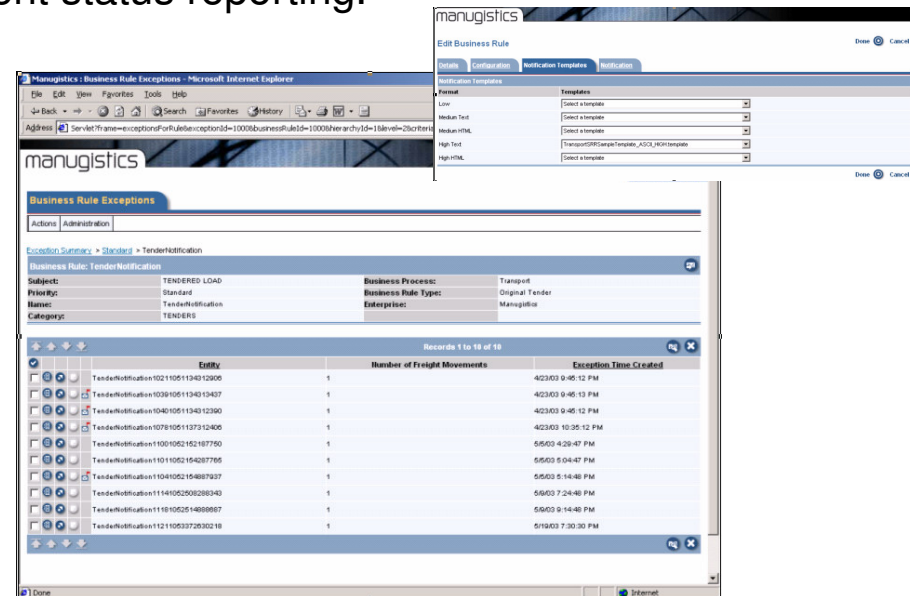


> Description

NetWORKS Monitor provides carrier communication functionality, shipment status and tracking capabilities, as well as exception management and alerting. Monitor is able to provide several methods of communication between traffic departments, customers, carriers, vendors, and any other party that need to be “transport informed”. This type of varied communication methodology spans email, pagers, autofax, EDI, and flat file transfers. Monitor is also closely tied with Networks Carrier, which is an internet enabled carrier tool for tendering and shipment status reporting.

> Application in Logistics World

- Manage by exception
- email notification to related parties
- Alert escalation
- Audit trail



Communication Gateway to Transportation Providers

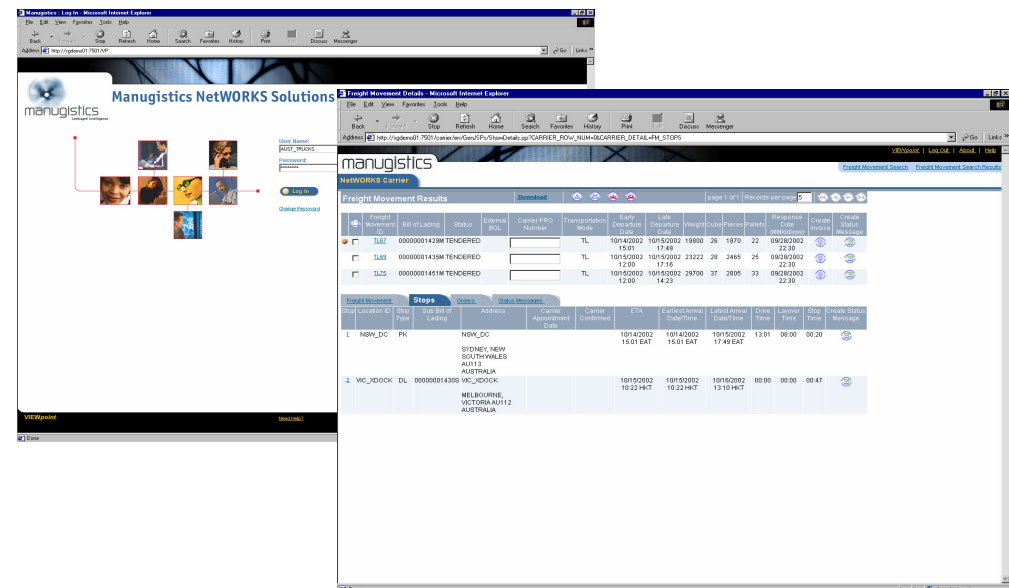


> Description

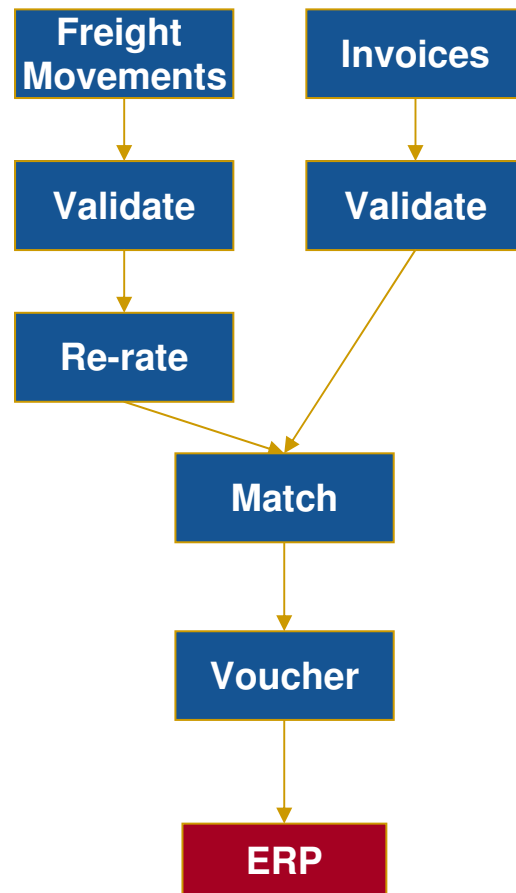
NetWORKS Carrier is an internet based tool that allows carriers to communicate with our clients over the Web. After carrier is assigned a user name and password, they are able to log into the NetWORKS Carrier web page and view tendered loads, accept or decline loads, view load details and enter shipment status updates. NetWORKS Carrier is fully integrated into NetWORKS Transport and if a carrier declines a tendered load via the internet, Monitor's re-tendering functionality will automatically re-tender the load to the next lowest cost carrier.

> Application in Logistics World

- Outside transport parties communication
- Status (ie, transit status, POD) feedback
- Facilities tending process



Freight Payment Process



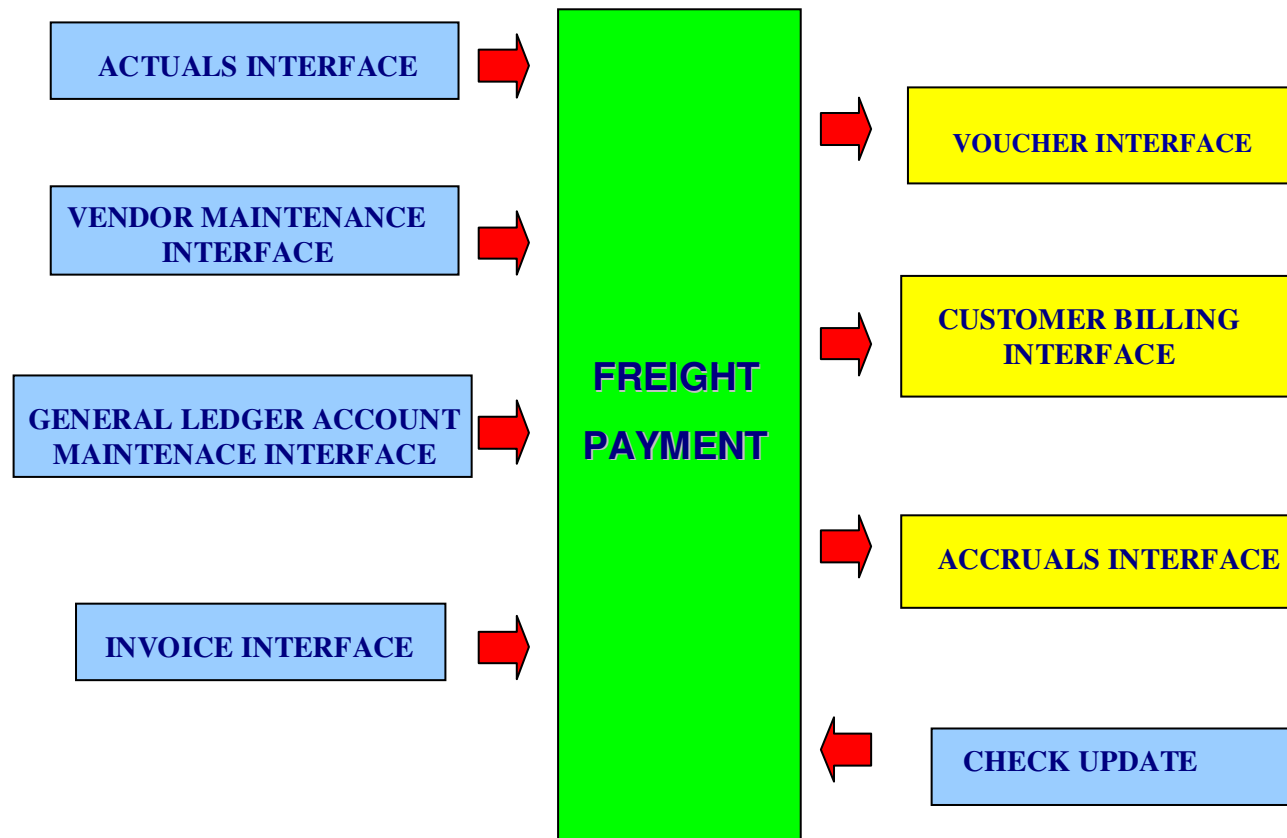
> Description

NetWORKS Freight Pay's basic function is to initiate payment of carriers for freight movements they performed. It does so by generating payment vouchers based on the user's shipment records and optionally, on carrier invoices and delivery notices. Freight Payment provides accounting data that the user can use to post freight charges to the General Ledger, including accrual entries for unpaid charges. Freight Payment provides a variety of methods for allocating freight charges to shipments and orders. Allocation can be done on the basis of weight, cube, pallets, distance, and selected combinations of those measures. The user can customize the allocation process to fit their specific business requirements.

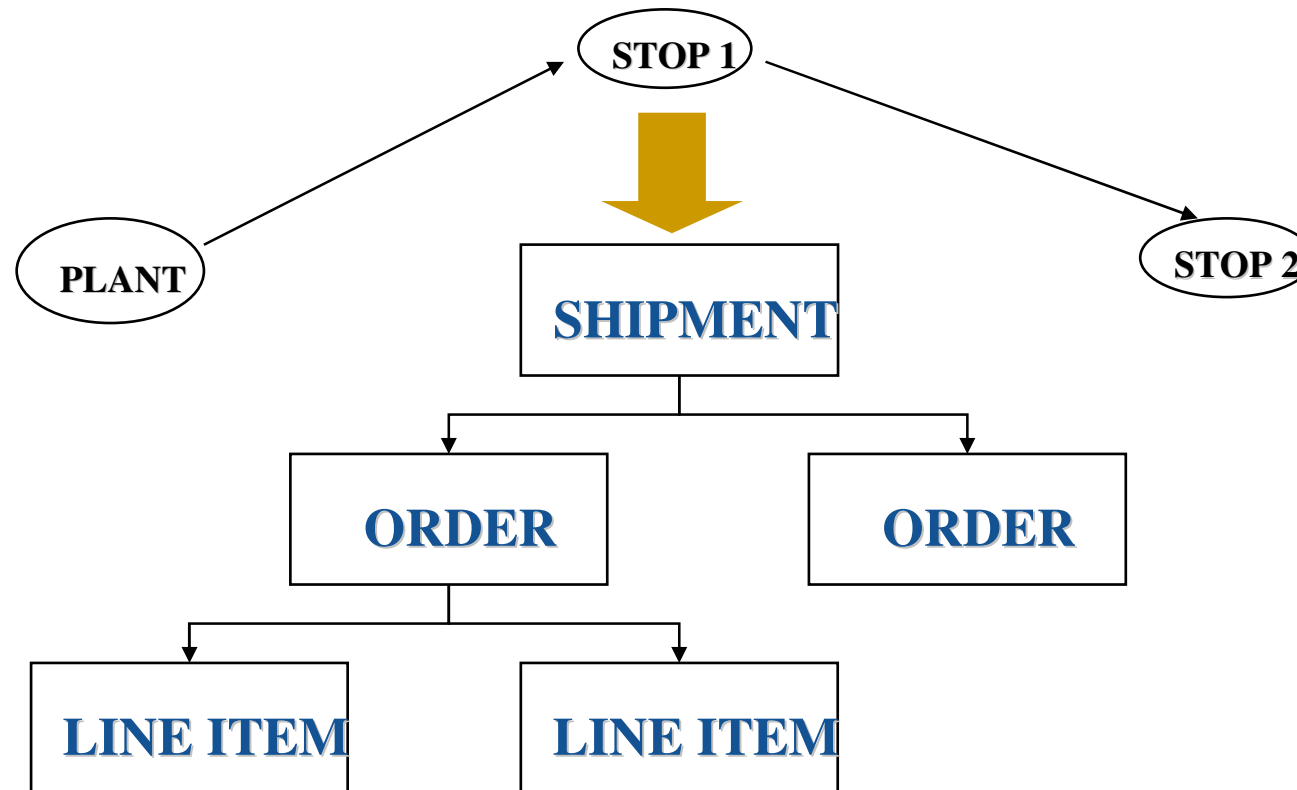
> Application in Logistics World

- Carrier invoice matching
- Freight cost allocation

Freight Pay - Data Interfaces

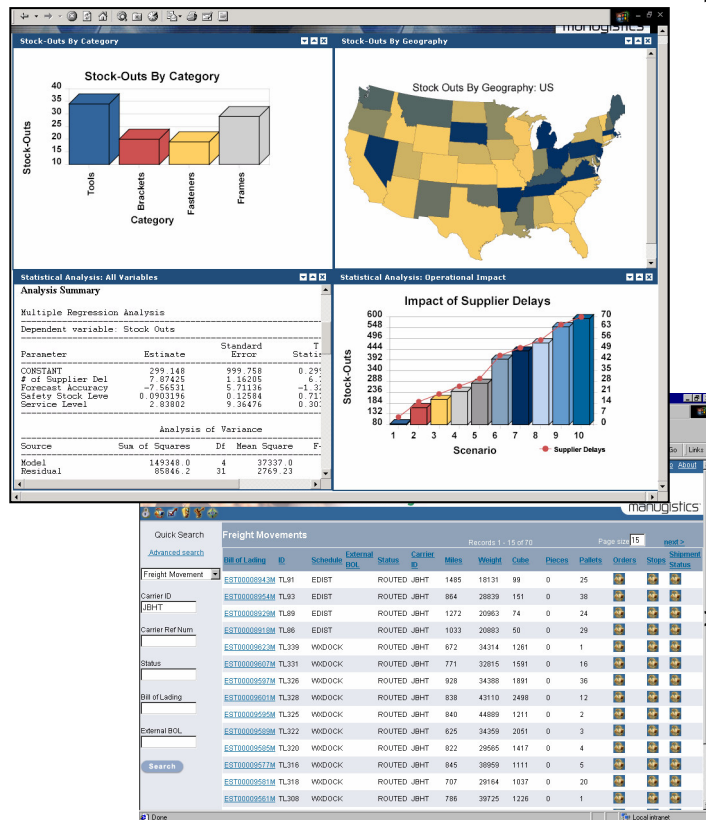


Freight Payment Allocation



Allocation basis on weight, cube, pallets, distance, or combinations of those measures.

Provides Global Analysis of Entire Network



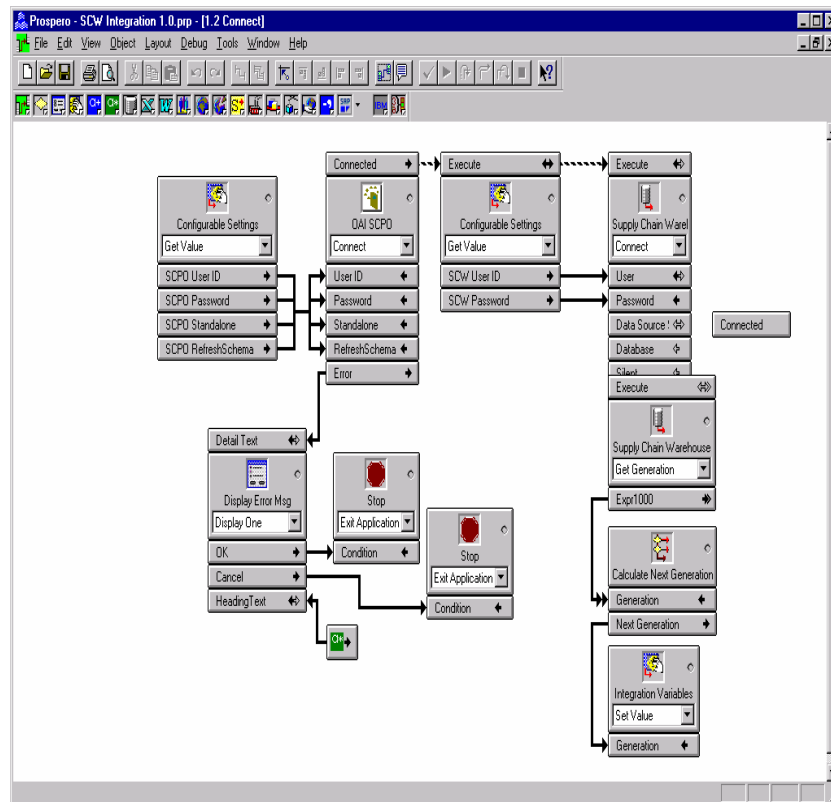
> Description

NetWORKS Reporting provides global supply chain visibility. This visibility to all facets of an organization's supply chain can provide a competitive advantage for those able to harness that information and make proactive decisions. Our NetWORKS Reporting solution was created from the ground-up by our world-class development group, to provide flexible internal and external data gathering and presentation for the entire supply chain. A completely web-based solution, companies are able to utilize NetWORKS Reporting in a traditional client-server environment or via a web environment. Whichever architecture an organization chooses, the benefits are clear.

Application in Logistics World

- Operation form
- Ad hoc queries
- Performance analysis
- Historical figure review

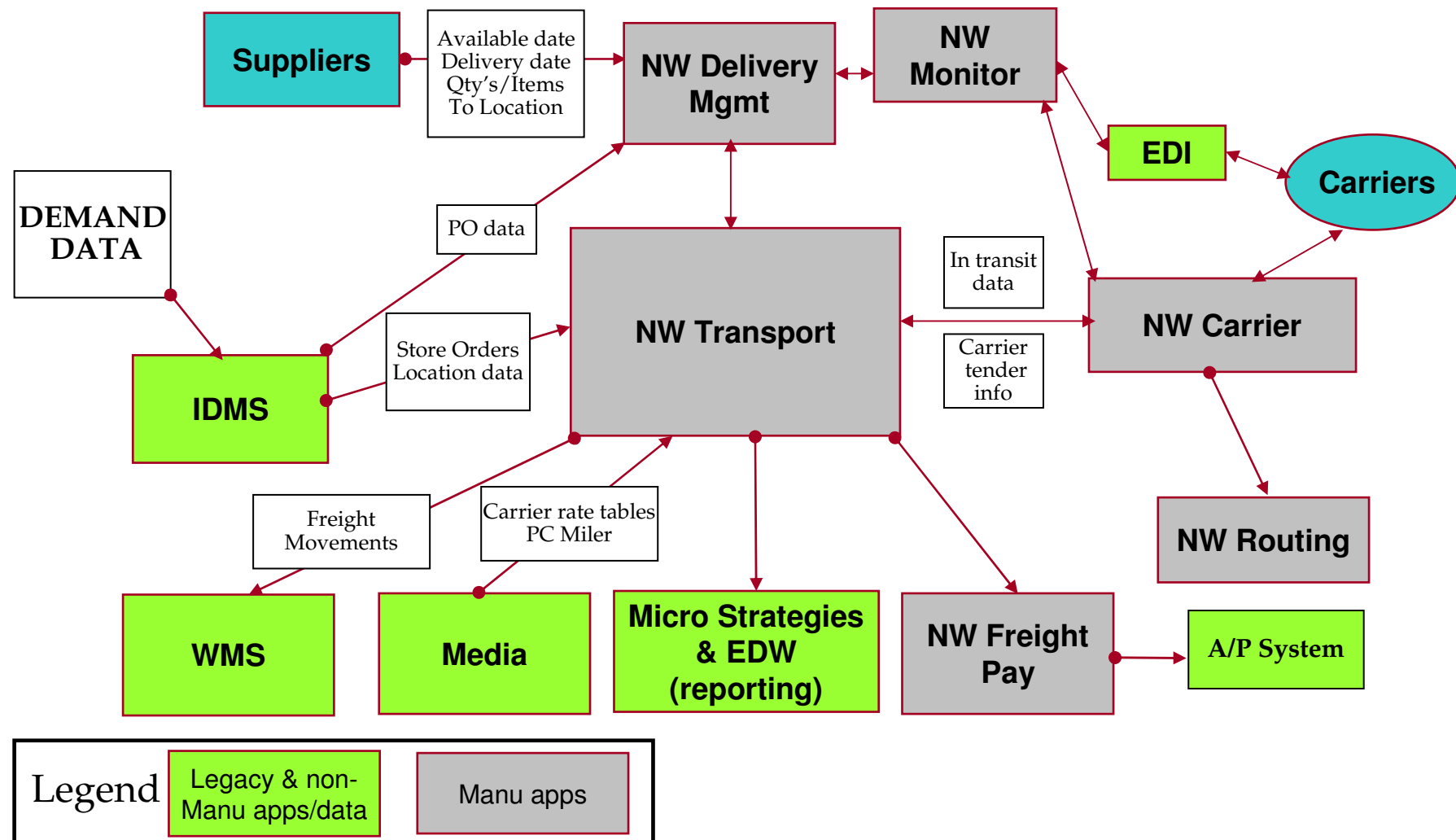
Provides inter and intra enterprise integration



Points of interest -

- ▶ **Built on Best of Breed Technologies**
 - ▶ XML
 - ▶ MQ Series
 - ▶ ODBC
- ▶ **Pre-built Integration for ERP and WMS**
- ▶ **Configurable Plug-ins**
- ▶ **Real-Time and Batch Enabled**
- ▶ **GUI Integration**
- ▶ **Business Process Level Integration**

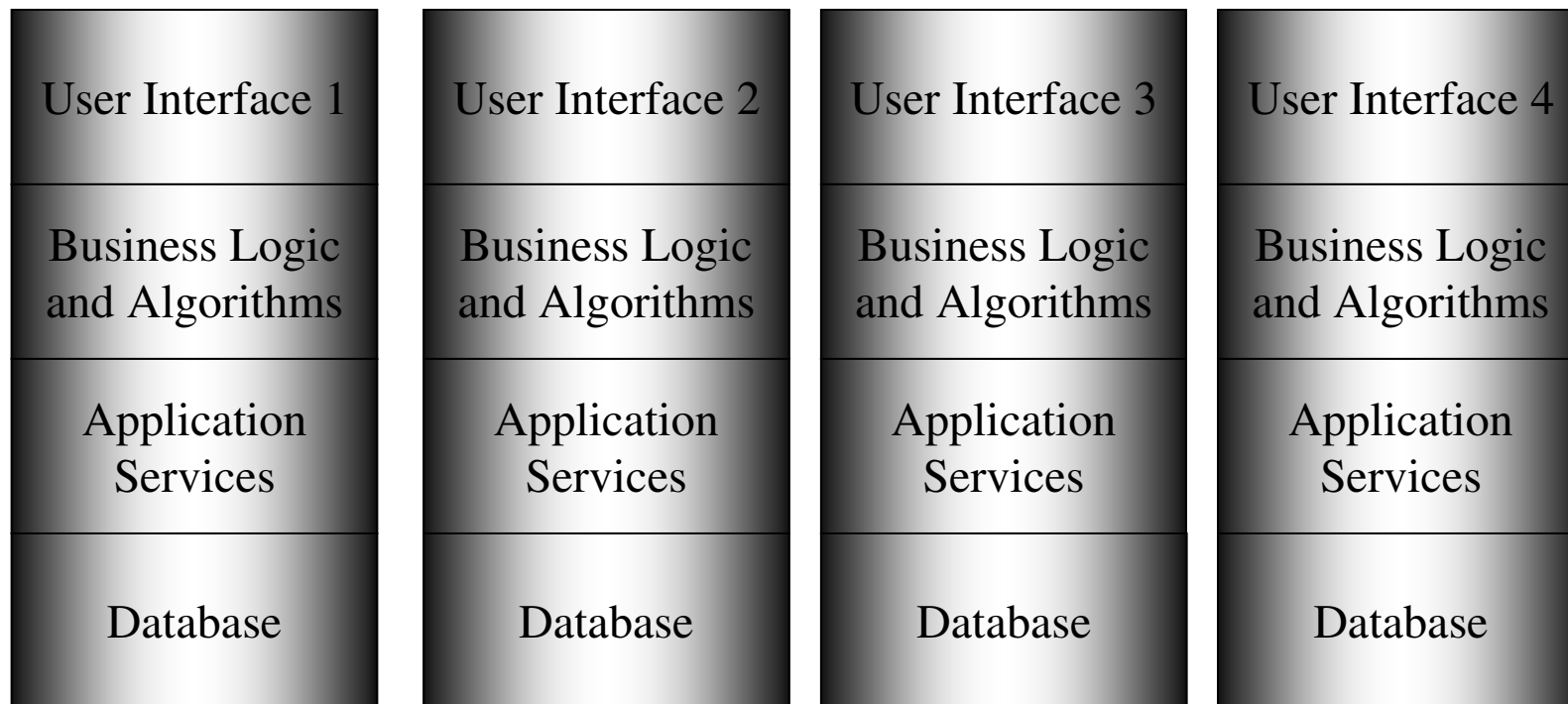
Transportation Management System CRP Information Flow



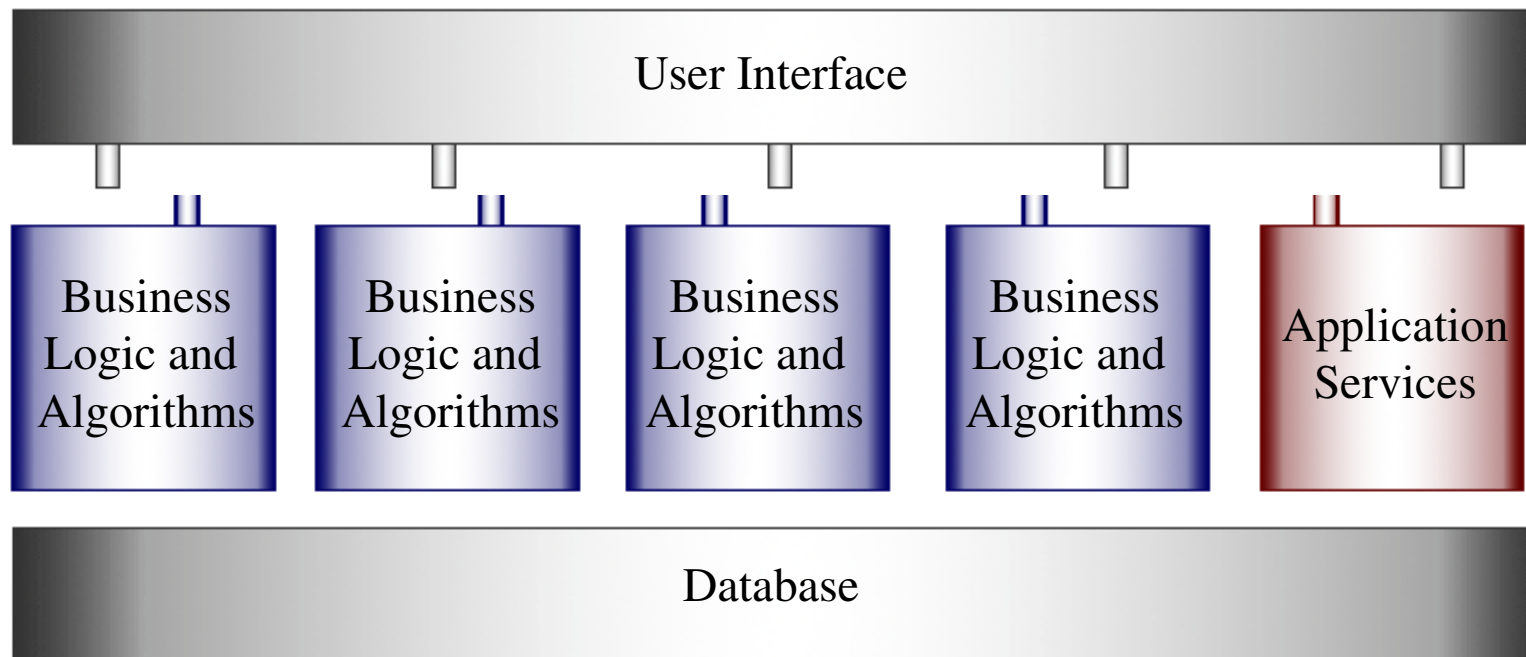
Traditional Architecture

Multiple User Experiences

Multiple platforms and technologies



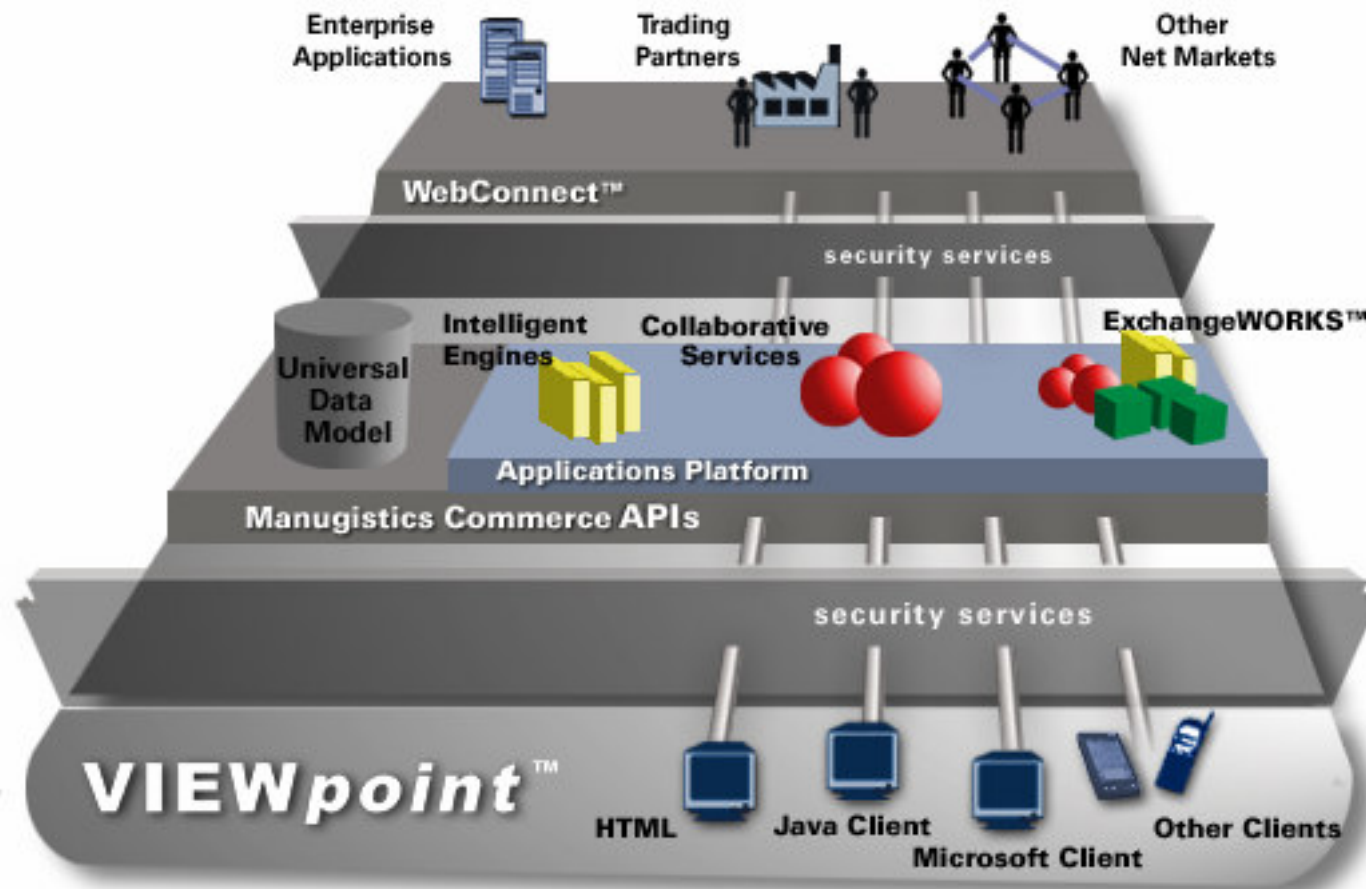
Scaling with Manugistics 7



- Consistent user experience
- Unified platform and technology
- Maximize investment in features that drive value

WebWORKS™

The architecture for eBusiness success



AGENDA

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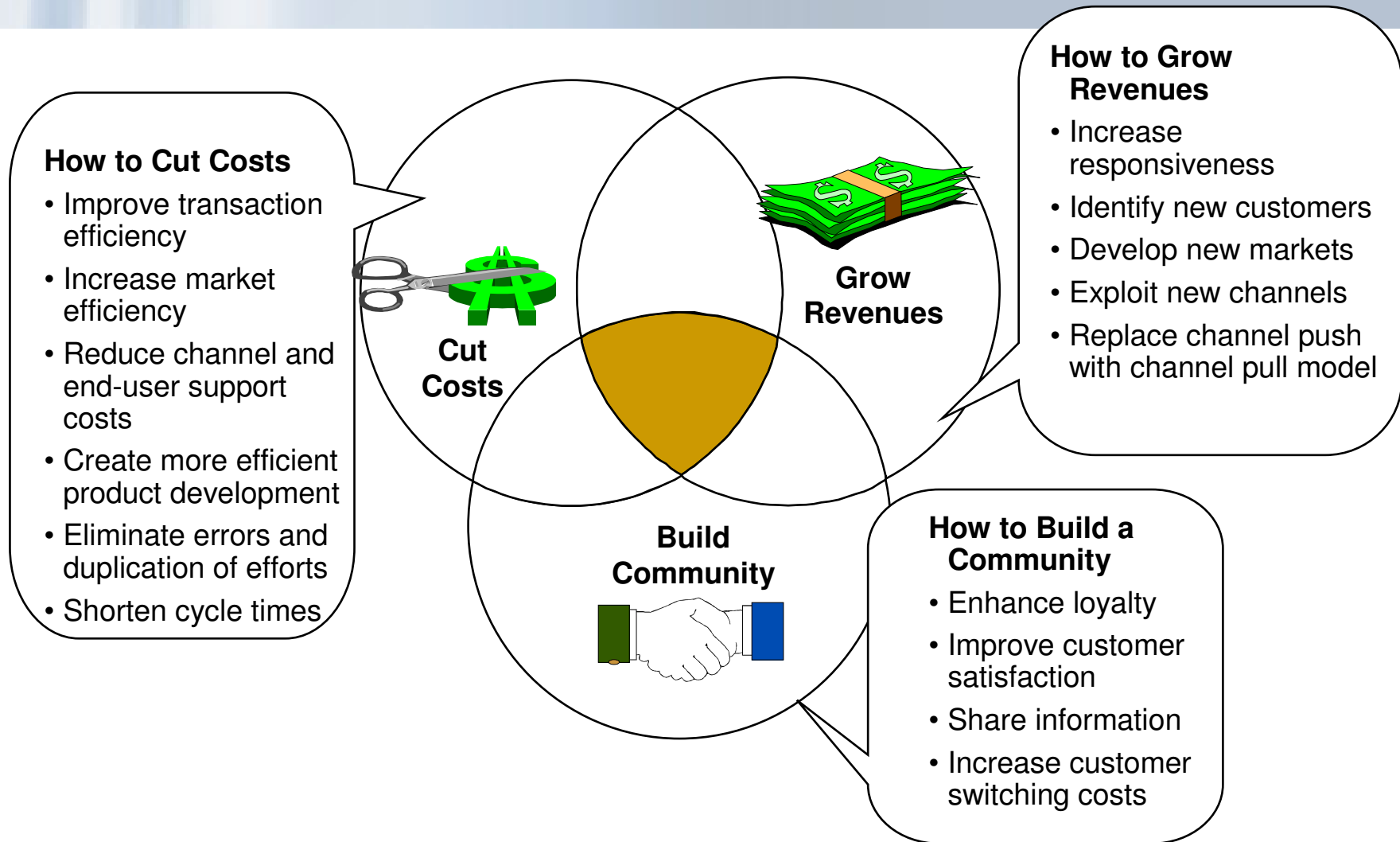
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Competitors are gaining significant benefits from adoption



Why Manugistics?



- Continued customer successes: EXEL, APL, MAERSK
- Validated as momentum leader by financial and research analysts
- Revenue growth estimated at 15%



- 20 years of Supply Chain experience
- Over 1,100 implementations world wide
- Significant presence in High Tech, Consumer Products and Retail



- Powering some of the most complex CPFR environments
- Easy to use collaborative services framework and optimization products
- Built for a multi-enterprise architecture with robust security



- Implementation methodologies steeped in early value delivery
- Proven ability to delivery against aggressive timeframes
- 100% customer satisfaction