

Next Steps?

Determine your firm's readiness to:

- Confront your market position and competitive position.
- Address the requirements of business processes.
- Recognize the value of technology and integrate it into your organization's business strategies.

Successful companies are perfectly designed to get the results they get. Are you? Allow TMW Systems to help you design a process and technology solution to earn you enhanced market share and higher returns.

To see where <company> stacks up, call today to ask us how the BPA can assist you in achieving your business objectives.

**Call Ron Wagner
at 317-272-5779**



Founded in 1983, TMW Systems is a leading business solution provider for the truckload industry. The company currently serves more than 450 trucking industry clients of all types and sizes. Its products help transportation and logistics companies leverage the technologies of their choice to easily collect, analyze and manage information for maximizing dispatch efficiency, and for delivering improved productivity and superior customer service.

Designed for Results.



Is <company>
ready to take on an
expanding market?

Transportation executives responsible for organizational performance and process improvement should read on.



Know.

How does <company> stack up?

The first step toward improvement is evaluation of current processes and discovering how your operations compare to the most successful trucking companies.

Our Business Process Audit helps carriers maximize potential by leveraging strengths and eliminating weaknesses.

TMW's Business Process Audit (BPA) identifies how technologies and processes currently work together in <company> to bridge the gap between information management and business goals. We then compare the current state against industry best practices and help you develop a thorough understanding of how best to implement process and technology changes that enhance business operations. With effective technology in place, process efficiencies are realized in the areas of Order Management, Dispatch, Driver Settlements and Invoicing/Billing, among others.

An enhanced information technology system creates more efficient processes and accountabilities in:

- Financial Performance Measurements
- Financial Goal Setting
- Operations
- Reporting
- Personnel Management

The best-managed companies did not get that way by accident.

Only 1 truckload carrier earned "Carrier of the Year" honors from Wal-Mart.

Only 6 carriers in the nation are qualified to carry for Coca-Cola.

Only 1 carrier was named "Carrier of the Year" by The Home Depot.

How do these carriers distinguish themselves? Each is passionately committed to the belief that process improvement is a never-ending pursuit. The notion that good is good enough violates everything they stand for.

Each year carriers set annual performance targets:

- Increased loaded miles (efficiency goal)
- Reduced employee turnover
- Increased customer satisfaction
- Higher revenue

But few actually attain them.

TMW Systems, as a business solutions provider, helps clients synchronize business processes and technology to realize corporate objectives more quickly and efficiently, saving time, effort and capital.

What do the best-managed carriers do today?

- Employ technology to fuel growth.
- Understand the total costs to maintain a legacy system.
- Re-deploy IT resources to support ongoing operations.

What value is there in auditing your business process?

"We will save \$300 million alone on centralizing our billing. We would not have known this without the insight provided by TMW Systems."

North American Dedicated Dry Van Operation

"We've reduced our billing staff from 15 clerks to 3, while at the same time virtually eliminated billing errors. We also reduced our deadhead miles by 24 percent and increased vehicle utilization/revenue miles by 14 percent."

North American Bulk Carrier

TMW Systems' BPA:

- Employs a proven methodology for identifying initiatives that help achieve sustainable process improvements.
- Identifies customer service challenges.
- Identifies business performance issues.
- Identifies potential opportunities, which will be used to develop the portfolio of improvements and the associated value propositions.

"The consulting service provided by TMW Systems was a quality service that allowed the management of Cowan Systems to look at itself from another angle, free of bias and preconceptions. Allowing an expert who is familiar with your industry to review processes and procedures in your organization, and technology, is invaluable. An outside consultant who sees many other companies in [the] industry can recommend processes that you may not be aware of."

Dennis Morgan, CFO, Cowan Systems, LLC

