



CHOOSING THE RIGHT SUPPLY CHAIN TECHNOLOGY PARTNER



PREPARE FOR TECHNOLOGY INNOVATION

Since the digitization of all industries continues to grow at a record pace, Gartner recently released a framework of critical logistics technology trends that supply chain management must address in order to stay relevant. Leaders who monitor trends like these will be better prepared to capitalize on the benefits of innovative technology and digitization.

Each of the Gartner trends has one common theme, supply chain technology as a competitive advantage. Those who are quick to embrace and evolve with new supply chain technology are those who lead our industry forward and reap the biggest rewards and benefits. In our latest guides, we explored

the importance of assessing one's current processes and technological environment. By reviewing organizational procedures, you can find costly inefficiencies that are easily solved through updated, custom, automated technology.

The next natural step, after assessing your tech environment and realizing it's time to upgrade, is choosing who will be by your side to support your success. Adopting new supply chain technology is also the start of a brand-new partnership. Are their freight management goals inclusive? Will they help you simplify, create efficiencies, and effectively manage your freight spend? These are important factors to consider as they will have a direct impact on your organizational success.

IN THIS GUIDE

Supply Chain Technology Implementation	4
Technology Process Improvements	6
What Are Some Best Practices to Utilize?	7
ROI on Updated Supply Chain Technology	8
Why Banyan Technology and LIVE Connect™?	9
Success Story	10
The Banyan Difference	11

SUPPLY CHAIN TECHNOLOGY IMPLEMENTATION

Improved visibility, actionable insights, and real-time intel are quickly becoming the gold standard for “smart logistics”.

An experienced supply chain technology provider will harness and customize their technology in a way that creates value and support for your freight management environment.

There are two options for supply chain technology optimization

through a software-as-a-service (SaaS) provider:

- Cloud-based technology
- On-site technology

When selecting the right technology to implement, it's crucial to select the one best positioned to fill the gaps in your current processes and solutions. You likely know the difference between cloud-based and on-site supply chain technology. One is found at your business in a server room, and one is managed off-site by a vendor. Cloud solutions have several advantages over on-site technology in terms of efficiencies, visibility, and affordability. Understanding how supply chain technology will benefit your company after implementation should be a major deciding factor before entering into a new partnership.

“There are many supply chain technologies on the market, and it gets increasingly difficult for supply chain organizations to decide which technologies they need to navigate their respective shifts and seize competitive advantage. Organizations that continuously evaluate supply chain technology innovations will be better prepared to incorporate new technology in their long-term strategy.”

Christian Titze,
VP Analyst,
Gartner

ON-SITE

SUPPLY CHAIN TECHNOLOGY

- Hardware & software maintained by IT
- Manage data and processes
- Ongoing costs of infrastructure and in-house resources



CLOUD

SUPPLY CHAIN TECHNOLOGY

- Vendor maintains hardware & software
- Data accessible in cloud
- Pay for the resources you use with no maintenance costs



Cloud solutions come without limitations. Within minutes everyone in your supply chain network is connected to real-time data providing significant improvements to transparency, performance, and agility. By updating your outdated technology system, you provide your company with optimized shipping processes and untapped cost-saving opportunities.

Banyan Technology has the unique ability to empower the entire supply chain. When you succeed, we succeed. Our solution experts understand the impact a dedicated and agile supply chain technology partner can have on one's freight management goals.

TECHNOLOGY PROCESS IMPROVEMENTS

When new technology processes are implemented within an organization, utilization and buy-in from the top down produce the highest return-on-investment with minimal friction.

When department leaders take ownership of the new technology transition and key stakeholders have confidence in their investment, the adoption process is cohesive and results in better utilization and integration.

The Right Vendor

Do a comprehensive evaluation of different solutions before making a final decision. Making sure you partner with the right vendor will be critical to a successful implementation. Critical to the partnership is scalability and innovation.

The Right Time

Make sure you don't plan to implement a new technology solution during a peak busy season for you. But start planning now to be able to identify and manage to your desired timeline.

The Right Schedule

What are the key metrics that are essential to you? Make sure that milestones are agreed upon by all parties and hold everyone accountable. A partner with a solid business strategy and infrastructure will be able to help you through this phase.

The Right Launch

Most of the focus should be on getting the new solution implemented but don't forget post-launch evaluation. Is the supply chain platform addressing the pain points you need it to fix or is it being utilized by the organization?

What Are Some Best Practices to Utilize?

Limit hiccups and missteps when implementing any type of new technology by following these best practices.



Supply chain technology is only as good as it is implemented and utilized. If you take away only one best practice it should be to find the right partner/vendor. It's critical to find someone who offers a collaborative approach to partnership. A good supply chain technology partner will work directly with you to identify inefficiencies and vacancies in your current strategy. A great supply chain technology partner is equipped to create affordable, customized, and easy-to-implement solutions that address those gaps and help your business grow.

Updated Supply Chain TECHNOLOGY ROI

Considering all the moving parts in a supply chain technology project, it is important to partner with a technology organization that can provide the right level of expertise within different capabilities of people, process, and technology.

Freight cost-savings.

By accessing real-time lane rates and routes, you'll be able to make the best decision for your organization.

Improve billing accuracy.

Save on audit expenses because you're using freight API that pulls accurate, real-time costs for each load like freight weight, accessorial fees, fuel charges, etc., through a proven internalized freight bill management system.

Improved efficiencies and workflows.

Request freight quotes from any carrier by a simple click of a button versus visiting multiple websites or making several phone calls. Automate administrative tasks, track shipments and manage documents all in one space.

Better decisions based on data.

Evaluate carrier or lane performance, trends and deviations through an API that helps your company make better freight management decisions.



Upgrading the technology provides hard and soft return-on-investment.

Why Banyan Technology & LIVE CONNECT™

Banyan Technology continuously innovates and creates flexible client solutions to solidify our position as North America's top transportation management technology partner, providing better data for better freight management.

We constantly focus on innovating our technology to better unite shippers and 3PLs with highly efficient, real-time carrier data. Our flexible solution, LIVE Connect™, is designed to provide optimal client benefits based on their unique business needs.

LIVE Connect™ allows shippers, brokers, and 3PLs to boost efficiencies and deliver cost-savings on shipping through a comprehensive TMS solution and carrier pricing delivered via APIs that provide real-time rates and scheduling flexibility to meet the growing demands of the industry. This lightning-fast data connectivity sets the industry standard for technology in the supply chain. Through live carrier rates, tendering, and document retrieval, it is a freight management tool that maximizes the benefits your entire supply chain network.

Banyan's LIVE Connect™ technology gives logistics leaders the intelligence they need to make smarter business decisions while maximizing their relationships. When partnering with Banyan Technology, you partner with an organization that puts its clients' needs at the forefront of the technology solution, focusing on client-centric service, support and innovation to maximize a strong competitive advantage and significant bottom-line contribution for each and every client.

Success STORY

Shippers and 3PLs will have to learn how to succeed in a freight-heavy, low-capacity market, which driver and equipment shortages contribute to.

Trinity Logistics, a 3PL with offices across the US, wanted to limit the challenges they would face. They found a partnership with Banyan Technology would be the best and most effective solution in dealing with these challenges.

Through Banyan's LIVE Connect™, Trinity and its customers can fully automate their entire freight management process. They can automate orders, invoices and gain real-time access to quotes from each of their preferred carriers. The ability to book shipments in the right lanes and track the shipment throughout the supply chain gives Trinity Logistics the visibility they require. Additionally, their freight bill management process has been made easier through Banyan's freight-pricing tool.

"Now more than ever, through Banyan's API connections and visibility, it has been the key to our success to put our customer's shipments in the lanes that best fit our carrier's network allowing Trinity to still maintain costs as the carriers needs change."

Stacey Howell,
Vice President of LTL

TRINITY
A BURRIS LOGISTICS COMPANY



Banyan Technology **DIFFERENCE**

At Banyan Technology, we are creating a unified force – connecting shippers, 3PLs, carriers, and supply chain partners empowers everyone in logistics with unprecedented intelligence and actionability.

As North America's leading provider of live carrier and API connectivity for transportation management, we provide real-time intel, actionable insights and instant access to opportunities that create significant value for your bottom line and drive greater operational efficiencies.

Our promise to our clients is that your goals are our goals. We strive to provide the top best-in-class supply chain technology solution for your business. We know that vendors promise to be a partner – but we are a partner to every single client. The only way for your business to succeed is to have insight into freight spend and management – and that is achievable with Banyan Technology.



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