

SUCCESSFULLY NAVIGATING THE UNCERTAINTY OF SHIPPING IN 2023





IN THIS GUIDE

Get Comfortable Being Uncomfortable	3
Leveraging Data to Successfully Navigate Shipping in 2023	4
Get in Gear with Your Digital Shipping Solution	5
How Banyan Technology Clients Navigate Shifts in the Supply Chain	6

GET COMFORTABLE BEING UNCOMFORTABLE

Although the economy seems to be slowly improving overall, the supply chain on the other hand appears to be facing its own recession as consumers shift to a behavior of spending more on services than goods. Manufacturing and housing construction has slowed, and retailers now contend with overstocked inventories, according to the *Journal of Commerce*.

Veterans of the supply chain are becoming accustomed to tackling continuous shipping challenges of late. After spending the last few years wondering if it's OK to be OK, Shippers had to get comfortable being uncomfortable in constant anticipation of the next supply chain disruption.

In a world plagued by check boxes, it appeared there were more yet to be "checked"...

PANDEMIC. **CHECK.**
SUPPLY SHORTAGE. **CHECK.**
LABOR SHORTAGE. **CHECK.**
RISING FUEL COSTS. **CHECK.**
RECESSION. **CHECK.**
INFLATION. **CHECK.**



So, in keeping with the spirit, it's time to take a proactive approach and look for a new set of checkboxes... one that puts you in a position to prepare for the next round of uncertainty and allows you to be more agile with a digital shipping solution.

Shippers must shift gears to check the right boxes that ensure you have what you need to combat the uncertainty of what's ahead. The critical ones are those that give you the data and information you need to determine the best solution for your business, your customers, and your employees!



LEVERAGING DATA TO SUCCESSFULLY NAVIGATE SHIPPING IN 2023

Analyzing shipping data can help forecast the likelihood of shifts in the supply chain and shipping interruptions. Supply chain visibility is critical for every point in your shipping journey. However, it goes beyond just having access to the information.

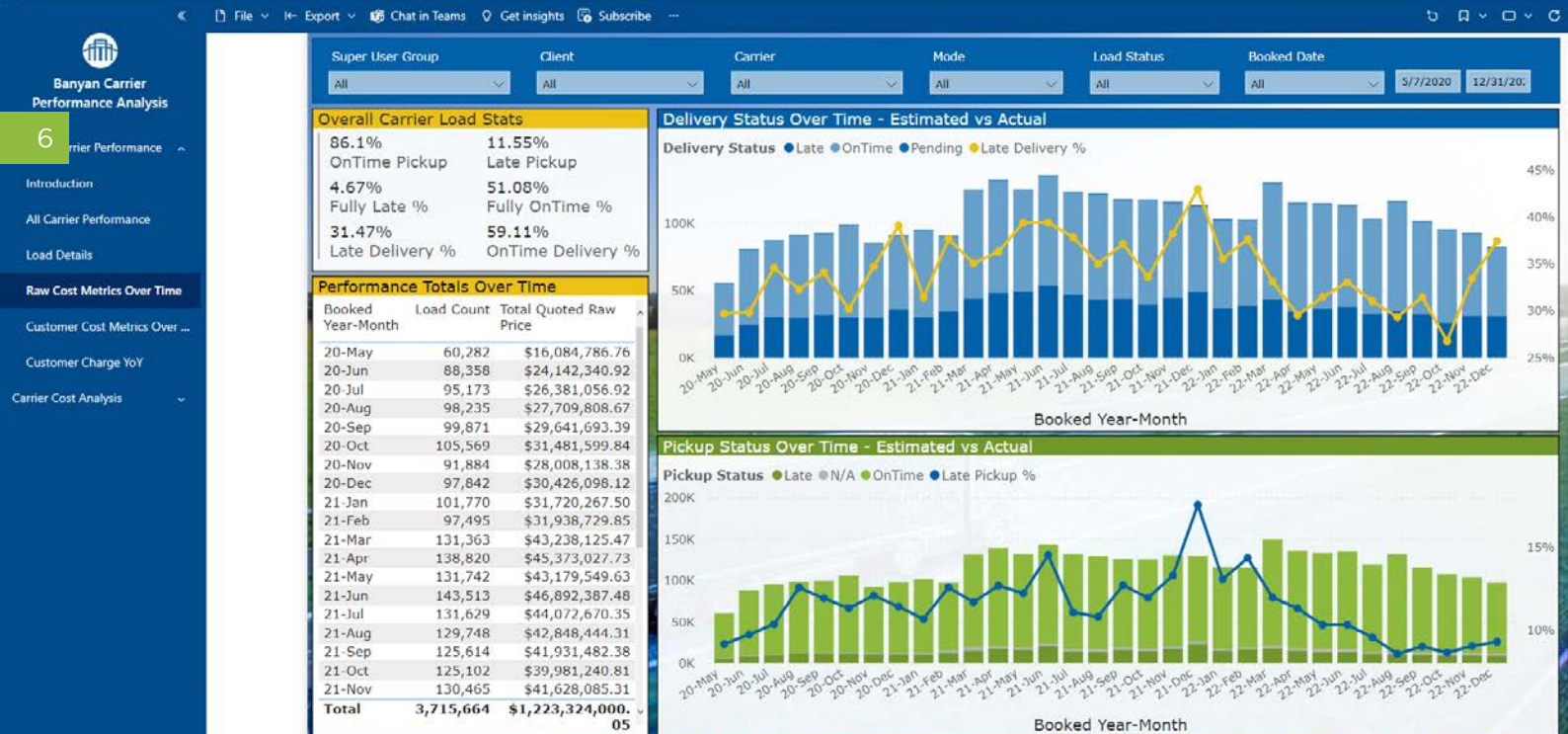
As the industry continues to evolve, it becomes apparent that real-time business intelligence is necessary for shifting gears as the supply chain evolves. Technology is the tool you need to build the agility necessary for remaining competitive.

.....

GET IN GEAR WITH YOUR DIGITAL SHIPPING SOLUTION

A flexible technology solution helps you gain insight that can drive better shipping decisions. Capturing data is one step. How you analyze and use it is the next. Below is a checklist of how your freight technology provider should help you accelerate your shipping operations by leveraging valuable information to keep you comfortable.

-  **Actionable Insight** — Use shipment data to gain actionable insights you can use to adjust your spending and negotiate with carriers. Identify carrier performance issues that you can take to the negotiating table. Visualize carrier cost data so you can make better freight buying decisions.
-  **Analysis** — Stay competitive in today's ever-changing shipping environment with a streamlined and efficient analysis process to identify desirable lanes. View a side-by-side comparison of carrier rates to identify cost saving opportunities. Get a side-by-side comparison of booked vs. billed shipments to quickly identify variations and duplicate bills.
-  **Reporting** — Gain more visibility into your data, minimize unnecessary freight costs through valuable insight into your shipments and meet the needs of your organization.
-  **Exceptions** — This is what you really want to know timely. True exception reporting efficiently helps you manage your shipments by identifying variations like missed pickups and deliveries.
-  **Efficiencies** — Rate and dispatch shipments across all OTR modes including, LTL, Truckload, Local Carrier, and Parcel from a single screen.



HOW BANYAN TECHNOLOGY CLIENTS NAVIGATE SHIFTS IN THE SUPPLY CHAIN

Banyan Technology's LIVE Connect™ platform delivers real-time intel, actionable insights, and instant access to information to help drive greater operational efficiencies and cost savings for shippers, 3PLs, and supply chain partners.

Our industry-leading freight management platform with the most real-time carrier connections has evolved into the industry's most innovative and comprehensive freight technology solution. Within LIVE Connect, you have the flexibility to shift gears and accelerate your OTR shipping operations for better freight management:



Business Intelligence Dashboards — Banyan's Business Intelligence Dashboards give you immediate access to your shipping data. Retrieve and analyze carrier and freight performance and cost information captured in LIVE Connect to help you quickly identify and respond to issues. This will eliminate hours spent weekly pulling reports and running complex spreadsheet formulas.

"At Penske, we use Banyan for our LTL shipments but want to learn more about how to use the system for Freight Bill Management and Business Intelligence," said Christopher Burns, Area Freight Manager at Penske Logistics. "The tools I didn't know I could use ... things like Banyan's BI Dashboard, we're going to discuss. It's typically a year-long venture to get the data in house but Banyan already has it. We don't have to wait on our in-house development or bug IT."





Load Rating Analysis Tool —

The LIVE Connect Analysis Tool allows you to analyze LTL rates for all your customer's lanes with one simple spreadsheet upload. This tool will reduce the time-consuming email threads managing multiple spreadsheets from third parties and carriers and gives you a side-by-side comparison of carrier rates to identify cost savings.

“Banyan’s analytical reporting tool gives us access to a dashboard full of quality performance data,” said Stacey Howell, Vice President of LTL for Trinity Logistics.

TRINITY
A BURRIS LOGISTICS COMPANY®



Freight Bill Management —

With this tool, you can automate your freight bill audit process by viewing normalized booked and billed invoices side-by-side from all carriers in one easy to use interface. Validate all your freight bills from all carriers by comparing booked vs. billed shipments, quickly identify, and rectify variations and duplicates, and easily export reports to virtually any accounting system.

“We have grown our domestic product by 50% without increasing headcount because of Banyan,” said Oscar Carmona, Senior Analyst, Integration and Operations, Domestic Services at RIM Logistics.

“FBM met our need to be more efficient and catch other efficiencies that we didn’t know about.”

RIM
logistics, Ltd.



Exceptions Review & Reporting —

Our Exception Reporting and the Exception Shipment View tools puts your data in your hands by giving you visibility into exceptions in your pickups and deliveries so you can better manage your freight shipments altogether. You can easily identify and manage missed pickups and deliveries so you can get your shipments back on track.

“Because we are identifying exceptions right away that don’t meet our predetermined threshold now 95% of our freight bills are moving through automatically versus working on the back end to get credit from carriers,” said Scott Waite, Logistics Manager at Chase Plastics. “We only have to manage the ones that don’t meet our threshold.”

 **ChasePlastics®**
Redefining Resin Distribution®



Multi-Mode On-Screen — Rate and dispatch shipments across all OTR modes including, LTL, Truckload, Local Carrier, and Parcel from a single screen in LIVE Connect. View all your preferred OTR carriers in one platform from a single screen and minimize time bouncing between screens to schedule and rate shipments.

“Our team really enjoys Banyan’s solution because we have a lot of different direct carrier contracts and agreements, and it would be overly cumbersome for us to jump into each of their websites to retrieve a rate,” said Clay Cooper, BlenderBottle’s Global Transportation Manager. “Banyan aggregates them for us and allows us to price shop with our carriers in real time using our discounts.”



Banyan remains committed to providing flexible solutions for LTL, Truckload, Local Carrier, and Parcel shipping to drive greater operational efficiencies and cost savings for Shippers, 3PLs, and supply chain partners.

**Contact Banyan Technology at
(844) 309-3911 or Info@BanyanTechnology.com
to get setup with LIVE Connect and any
of our innovative features today.**



 BanyanTechnology.com

 Info@BanyanTechnology.com

 31011 Viking Pkwy, Westlake, OH 44145