IT Perspectives 2007

Inbound Logistics'
Logistics IT Market Insight Survey

BY **AMY ROACH PARTRIDGE**

What do typical business concerns such as managing inbound logistics, reducing transportation costs, collaborating with partners, and improving customer service have in common? Besides vexing the business managers tasked with their resolution, they are all challenges that can be brought to bear with the right technology.

Today's logistics technology solutions offer a range of options for improving the endless array of supply chain functions. Looking to tame out-of-control transportation costs? Try a transportation management system (TMS). Struggling to comply with ever-changing global trade requirements? Lick that problem with global trade management solutions. Need to quell unreliable vendor invoices? Check out the latest vendor management systems. You get the picture.

But while the diversity of technology offerings is ultimately of great value, it can be difficult to sort through the crowded marketplace in order to choose the right providers to partner with. Similarly, keeping up to date on the constantly morphing logistics technology field–blink and you've missed another merger–and how it impacts your technology decisions is challenging, to say the least.

To help you click your way through the logistics technology universe and better understand the newest solutions, delivery methods, and top players, *Inbound Logistics* offers two value-added information sources: the Logistics IT Market Insight Survey, and our annual Top 100 Logistics IT Providers list *(see page 54)*.

The Logistics IT Market Insight Survey provides in-depth coverage of the logistics technology market as reported by those who know it best: the technology providers themselves. *Inbound Logistics* solicited input from IT providers to see how they are investing in and evolving their services to better meet user needs. Their answers offer valuable insights on current and up-and-coming logistics technology trends.

And, our annual Top 100 Logistics IT Providers listing serves as a resource for logistics managers looking to engage new technology vendors, as well as a benchmark to compare their current providers with other companies offering similar capabilities.

Companies ranging from Fortune 10 leaders to the leanest and meanest small businesses can use this integrated research as they look to source, implement, or upgrade a wide variety of technology solutions aimed at fostering internal efficiencies.

Common Elements

Because the logistics IT market is so diversified, providers in this space offer a large array of services, making a comparative analysis difficult. The industry includes enterprise resource planning (ERP) giants such as SAP and Oracle, myriad WMS and TMS providers, as well as a large number of niche providers offering everything from asset-tracking services to inventory control, reverse logistics, yard management, and fleet telemetics solutions, among many others.

Above and beyond their differences, however, are the similarities between their customers' expectations. We asked logistics IT providers what their users' hot-button issues are for the coming year, and a few common themes emerge. Consider these responses:

> *Increased supply chain visibility throughout the enterprise… The message we get from customers is: Integrate or perish.*
> —**BGI International**

> *Better visibility from ocean carriers in regard to the intermodal black hole.*
> –**Horizon Services Group**

> *Shipment visibility more tightly integrated with internal systems and processes.*
> – **CargoSmart**

> *The ability to truly have end-to-end visibility across all modes.*
> – **LOG-NET**

> *One-stop transparent portal visibility into all modes and suppliers/vendors.*
> –**Echo Global Logistics**

Visibility, whether of the overall end-to-end supply chain or some specific niche, reigns supreme. The ability to monitor shipment information from point of origin to destination–whether the destination is a customer, vendor, internal warehouse/DC, or external 3PL or freight forwarder location–is an essential ingredient of the modern supply chain. With the increase of offshore manufacturing and global sourcing, as well as an Internet-fueled global consumer market, shippers are likely to be sending or receiving goods throughout the world at all times of the day.

Manufacturers, in particular, have embraced global sourcing, which creates greater supply chain complexity. As a result, manufacturers are increasing their logistics IT investment. Seventy-seven percent of IT companies responding to the 2007 Market Insight Survey count manufacturing companies as a growing part of their customer base (*see Figure 1, at left*), as compared to 66 percent in 2006. To stay competitive, manufacturers are also renewing their push for leaner inventories and greater operating efficiency–all of which add additional layers of complexity to their business models, eventually leading to additional technology adoption.

Logistics IT companies are also serving transportation providers and 3PLs in increasing numbers–85 percent of IT providers serve the transportation industry this year, compared to 71 percent in 2006.

Two factors may explain the jump in the transportation vertical: first, the same globally-driven increase in business complexity that has companies using more logistics IT has also pushed many businesses to seek that technology from their carrier or 3PL rather than try to manage it in-house. Logistics IT has become a competitive weapon for carriers and 3PLs, and many shippers are more than happy to partner with these providers to make technology decisions and offer IT solutions on their behalf.

Second, serving the transportation industry gives logistics IT providers a lucrative wholesale channel, and a way to quickly push their technology to market to a wide range of end users.

With globalization driving all these intricate shifts in supply chain technology, it is no surprise that 85 percent of IT providers responding to our Market Insight Survey offer either full or partial global logistics capabilities. As the world continues to flatten, global logistics solutions grow increasingly robust. The need for global supply chain visibility has never been stronger.

Making the Connection

To provide the level of visibility shippers demand, many providers have moved beyond software programs and into mobile applications that track data when and where transactions occur. Trucking transportation, in particular, has benefited from the onset of mobile devices and applications that keep drivers, customers, and vendors connected and up to date on shipment information. Indeed, only 28 percent of providers responding to our Market Insight Survey do *not* offer wireless capabilities at this point.

"Open, wireless technology that integrates with existing operations is an essential solution for small to mid-size transportation companies looking to improve profitability and reduce overhead," explains Stephan Karczag, vice president, Cheetah Software Systems, Westlake Village, Calif. (*For more insight on trucking technology, read* Truckers Get Connected, *page 40*.)

Similarly, only 35 percent of responding technology providers do not offer any type of RFID solution. Though it has not quite transformed the technology landscape as originally expected, RFID has proved to be a valuable tool for shippers – with the budgets or mandates to support implementation – providing in-transit shipment visibility in a variety of modes.

"Shippers are considering RFID and asset-management technology to address issues such as greater visibility to freight in transit, as well as security and system data accuracy," says Orlando DeBruce, a spokesperson for Navis, a technology solutions provider based in Oakland, Calif.

RFID and mobile applications should continue to play a greater role in shippers' technology arsenals; therefore, it is likely IT providers will continue to invest in and improve their offerings in this area.

In addition to globalization, the rise in popularity of the Software-as-a-Service (SaaS), or on-demand delivery model–where users, via the Internet, access solutions hosted by third-party vendors, and pay based on usage–is having a large impact on the logistics software marketplace.

On-demand applications are a winning solution for businesses seeking to optimize supply chain functions without being tied to the cost and timeline of implementing major, installed software systems. Many shippers also elect to use SaaS solutions for specific capabilities–say, route optimization or load planning–that their ERP or other logistics IT systems don't address.

"Across all segments, we have seen a move toward both an on-demand delivery model, and for systems that can adapt to changing requirements once they are implemented," says Lorne Jones of Sterling Commerce, a software provider offering global collaboration and integration solutions.

The on-demand trend has been a few years in the making. This year, 80 percent of respondents offer some form of hosted technology solutions, about the same as in 2006.

The Price is Right

The rise in on-demand solutions has also helped to reduce the price of logistics IT systems, making them more affordable for many end users. The web is a less expensive way of doing business, and, as a result, IT providers can pass those savings on to buyers. This is one likely cause in the reversal of one set of numbers from last year's survey: the percentage of providers offering solutions priced between $50,000 and $250,000 jumped from 53 percent last year to 62 percent in 2007 (*see Figure 2, at right*), while the percentage of providers charging $250,000 to $500,000 for solutions decreased from 30 percent in 2006 to 21 percent this year.

This shift is not all altruistic, however: offering on-demand solutions allows smaller IT providers to compete with previously impenetrable category leaders such as Oracle and SAP. Developing back-end technology, then amortizing those development costs over thousands of relatively low-maintenance users, is an entirely different–and arguably more scalable–business model than that of companies providing more traditional high-cost, labor-intensive installed systems.

The appeal of on-demand solutions to small and mid-size companies has not gone unnoticed; many respondents to our Market Insight Survey have seen their customer mix shift over the last few years to include more SMB users. While logistics IT providers previously targeted the deep pockets of large, Fortune 100-type companies, the sheer volume of SMBs–and their need to automate supply chain functions–provides a growing market for IT providers to tap.

"We are beginning to target SMBs in addition to large enterprises," says Subhash Chowdary of logistics cost management solutions provider Aankhen. "We are introducing a hosted solution offering supply chain visibility for end-to-end ocean container cargo tracking–expertise that SMBs may not have access to."

The emerging power of SMBs in the technology marketplace has supply chain execution solutions provider Navis changing its product mix as well. "We have introduced new products to address SMBs along with our existing customer base. Quick-start implementation packages and simplified interfaces allow SMBs to reduce overall time to benefit from technology," says DeBruce.

Other technology providers responding to our survey, including Log-Net, Accellos, and Echo Global Logistics, also list a focus on SMBs–or the 3PLs that serve SMBs–in their customer mix.

M&A Frenzy

Another trend greatly impacting the logistics technology marketplace is the seemingly endless stream of mergers and acquisitions that have occurred within the last few years. Big-name tech mergers such as JDA/Manugistics and Oracle/PeopleSoft stole headlines, but IT providers across the board are embracing M&A as a potentially profitable method to increase their customer base and product/service offerings. This trend has been both a blessing and a curse for logistics IT users.

Figure 1

IT PROVIDERS RESPOND

Industries Served

- Transportation: 85%
- Manufacturing: 77%
- Retail: 62%
- Services: 52%

SOURCE: 2007 Logistics IT Market Insight Survey, Inbound Logistics

Figure 2

IT PROVIDERS RESPOND

Price Range

- Less than $50K: 31%
- $50K - $250K: 62%
- $250K - $500K: 21%
- More than $500K: 14%

SOURCE: 2007 Logistics IT Market Insight Survey, Inbound Logistics
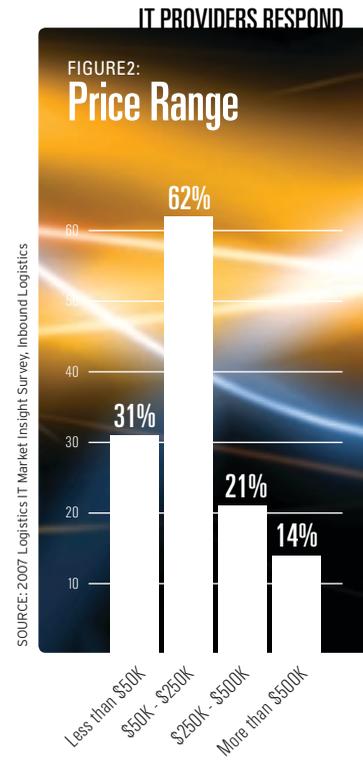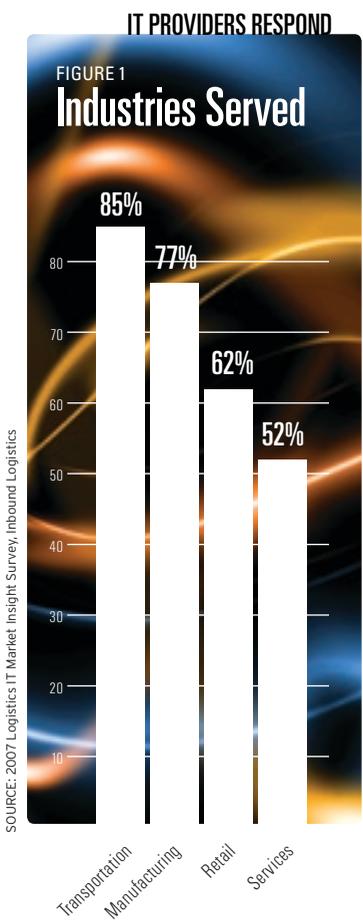
Having a technology provider with more capabilities is always a plus. Integrating services and technology platforms is a tricky and time-consuming process, however, and end users are often the ones who suffer through the snafus that come with provider integration.

Interestingly, tech providers responding to our Market Insight Survey were candidly open about both the benefits and drawbacks of the M&A frenzy. Here are a few of the differing opinions we received:

Increased M&A has stalled the advancement of leading-edge TMS technology by slowing the roll-out of new solutions and increasing the cost. — **ShipLogix**

The trend toward merging technology companies makes it crucial for technology users to be willing to learn and use different systems and be involved in transitions. Integration, ease of training, and scalability are increasingly important factors in technology decisions. —**McLeod Software**

Technology M&A action is causing customers to ask why the mergers are happening and what customer purposes are being served. As a result, buyer consciousness is raised, which is a great trend. — **BestTransport**

The recent acquisitions are limiting customer choice by the major software players and locking them in to long implementation processes. —**Sterling Commerce**

In the near term, M&A activity is bad for customers. Merging technology platforms is a daunting task, even for the world's biggest providers. While the M&A trend may build customer rosters, it is creating unhappy customers at the same time. — **GT Nexus**

With appetites for M&A not expected to diminish anytime soon, this debate should carry on ad nauseum. Technology users, for their part, will need to pay careful attention to the marketplace to see how their solutions are impacted. That's also sound advice for keeping abreast of technology's impact on your entire supply chain. ■

The Top 100: Finding Decision Support

The frenetic change and rapid advancement occurring in the logistics technology universe has left many end users scratching their heads about which technologies and providers to utilize.

From a global business seeking an enterprise-wide ERP system all the way down to an SMB in need of an easy-to-implement warehouse management system, technology users have vastly different needs—and a vast universe of solutions to choose from. Making that choice, and the investment that goes with it, is of great importance.

To help users begin their journey to the solutions and providers that best solve their logistics IT challenges, *IL* offers the annual **Top 100 Logistics IT Providers** on the next 10 pages. The list includes a blend of solutions providers that can create value for a wide swath of companies—of varied industries and sizes—and includes a drilled-down look at each provider's solutions, costs, platforms, and specializations.

IL editors selected the featured providers from a pool of more than 500 applicants, using questionnaires, online research, and personal interviews. The companies chosen reflect your need for simplicity, ROI, efficient implementation, and a dual emphasis on best-of-breed or end-to-end, all-encompassing solutions.

Together with the data from our Market Insight Survey, we hope the Top 100 Logistics IT Providers List helps you make an informed decision about which technology partners to choose. If questions about specific providers arise—and we hope they do—use the **IT RFP/RFI** on page 64, or visit the online **IT Decision Support Tool** (inboundlogistics.com/lit/lit100.shtml) to solicit providers for additional information about their services.

Our goal is to help boot up your logistics IT provider research to find solutions that best meet your needs, so let us know if you have any suggestions on how we can improve next year's list. E-mail: editor@inboundlogistics.com.

Top 100 Logistics IT Companies

The "Solutions Offered" columns are, left to right: Auditing/Claims/Freight Payment, Collaboration, CRM*, Demand Management, DRP/MRP, E-Business, ERP, Inventory Control, Logistics, Load Planning, Modeling, Optimization, Procurement, Reverse Logistics, Routing & Scheduling, Security, SCM/SCEM, SRM**, Trade Compliance, Transportation/TMS, Vendor Management, Warehousing/WMS.

Company Name / Phone	Web Site / E-Mail	Cost Basis (Price Range)	Specialization	Global
Aankhen 408-387-0083	www.aankhen.com / subhash@aankhen.com	Transaction/System/User ($50K - $250K)	Logistics Cost Management	Yes
Acatech Solutions 949-830-6800	www.acatech.com / acatech@acatech.com	System/User ($50K - $250K)	Warehousing, Logistics	Some
Accellos 905-695-9999	www.accellos.com / marketing@accellos.com	User ($50K - $250K)	Warehousing, Wholesale Distribution	Some
Adonix 724-933-1377	www.adonix.com / info@adonix.com	User ($50K - $250K)	Distribution	Yes
Advanced Logistics Systems 360-378-5398	www.advanced-logistics.com / sales@advanced-logistics.com	Transaction/System/User ($50K - $250K)	Load Optimization	Some
AIMS Logistics 901-850-2605	www.aimslogistics.com / sales@aimslogistics.com	Transaction ($250K - $500K)	Freight Audit/Payment, Transportation	Yes
AL Systems 800-548-3745	www.alsystems.com / CCastaldi@alsysinc.com	System (Less than $50K-$250K)	Retail, Apparel, Publishing, Electronics	No
Appian Logistics Software 800-893-1250	www.appianlogistics.com / sales@appianlogistics.com	User (Less than $50K)	None	Yes
Apriso Corporation 562-951-8000	www.apriso.com / sales@apriso.com	User ($50K - $500K)	Adaptive Operations Execution	Yes
ASC Software 937-429-1428	www.ascsoftware.com / sales@ascsoftware.com	System/User ($50K - $250K)	Supply Chain & Warehouse Management	Yes
BestTransport 614-888-2378	www.besttransport.com / nriggs@besttransport.com	Transaction ($50K - $250K)	Transportation Information	Some
BGI International 913-829-7900	www.bgiweb.com / tbauer@bgiweb.com	Transaction/System/User (Less than $50K)	Logistics & Dock Scheduling	Some
Blue Sky Logistics 704-543-6570	www.blueskylogistics.com / steve.hensley@blueskylogistics.com	System ($50K - $250K)	Supply Chain Metrics	Yes
Cadre Technologies 866-25-CADRE	www.cadretech.com / info@cadretech.com	Transaction/System/User ($50K - $250K)	Logistics & Warehouse Management	Yes
CAPE Systems 800-229-3434	www.capesystems.com / sales@capesystems.com	System/User (Less than $50K)	Packaging Suppliers	Yes
CargoSmart 408-325-7600	www.cargosmart.com / business.development@cargosmart.com	Transaction (Less than $50K)	Ocean Shipment Management Solutions	Yes
Catalpa Systems 828-437-7488	www.catalpa-systems.com / mallen@catalpa-systems.com	System/User (Less than $50K)	Food-Service, Financial Business Applications	Some
Cheetah Software 888-CHEETAH	www.cheetah.com / info@cheetah.com	User ($50K - $250K)	Real-Time Logistics & Dispatch Solutions	No
ClearOrbit 800-324-5143	www.clearorbit.com / info@clearorbit.com	System/User (Less than $50K - more than $500K)	SCE, CSM Solutions	Yes
ClearTrack Information Network 615-377-4400	www.cleartrack.com / sales@cleartrack.com	Transaction/System/User ($50K - $250K)	Consumer Retail Industry	Yes

Top 100 Logistics IT Companies

COMPANY NAME / PHONE NUMBER	WEB SITE / E-MAIL ADDRESS	COST BASIS (PRICE RANGE)	SPECIALIZATION	GLOBAL
Click Commerce 312-482-9006	www.clickcommerce.com / click.sales@clickcommerce.com	Transaction/System/User ($250K - more than $500K)	High-Tech	Yes
Compliance Networks 877-267-3671	www.compliancenetworks.com / info@compliancenetworks.com	Transaction-System ($250K - $500K)	Retail Distribution Management	Yes
CT Logistics 216-267-2000	www.ctlogistics.com / sales@ctlogistics.com	Transaction/System/User ($50K - $250K)	Freight Audit and Payment	Yes
CTSI 901-766-1500	www.ctsi-global.com / solutions@ctsi-global.com	Transaction ($50K - $250K)	Global Supply Chain Technology and Services	Yes
Cypress Inland Corporation 281-469-9125	www.yardview.com / jim@yardview.com	System (Less than $50K)	Yard Management Software	Yes
Data2Logistics 609-683-3917	www.data2logistics.com / harold.friedman@data2logistics.com	Transaction ($50K - $250K)	Freight Bill Audit/Payment	Yes
Datex International 727-571-4159	www.datexcorp.com / sales@datexcorp.com	System/User (Less than $50K - $250K)	Cold Storage	Some
Descartes Systems Group 800-419-8495	www.descartes.com / info@descartes.com	Transaction/System/User ($50K - $250K)	Software-As-A-Service Solutions	Yes
eCustoms 877-328-7866	www.eCustoms.com / info@eCustoms.com	Transaction/System/User (Less than $50K - more than $500K)	Import/Export Customs Compliance	Yes
Epicor Software 800-999-6995	www.epicor.com / info@epicor.com	System/User ($50K - $250K)	Distribution	Yes
Fortigo 866-376-8884	www.fortigo.com / info@fortigo.com	System ($50K - $250K)	Logistics Cost Management	Some
Four Soft 631-752-7700	www.four-soft.com / sales@four-soft.com	User (Less than $50K - more than $500K)	Freight Forwarding, Shipper Logistics	Yes
Freightek 215-887-6100	www.freightek.com / info@freightek.com	Transaction/System/User ($250K - $500K)	Supply Chain Solutions, Consulting Services	Yes
Freightgate 714-799-2833	www.freightgate.com / sales@freightgate.com	Transaction/System/User ($50K - $250K)	Supply Chain Solutions	Yes
GlobeRanger 877-744-9977	www.globeranger.com / training@globeranger.com	System ($50K - $250K)	Mobile and RFID Solutions	Yes
GT Nexus 510-747-3200	www.gtnexus.com / information@gtnexus.com	Transaction/User (Less than $50K - $250K)	On-Demand Global Trade & Logistics Portal	Yes
HighJump, a 3M Company 952-947-4088	www.highjump.com / info@highjumpsoftware.com	System/User ($250K - $500K)	Supply Chain Execution Solutions	Yes
HK Systems 800-HKSYSTEMS	www.hksystems.com / info@hksystems.com	System/User ($250K - $500K)	None	No
Horizon Services Group 866-268-2157	www.horizonservicesgroup.com / info@horizonservicesgroup.com	Transaction/System ($50K - $500K)	Advanced IT for the Transportation Industry	Some
i2 Technologies 469-357-1000	www.i2.com / info@i2.com	Transaction/System ($250K - more than $500K)	High-Tech, Consumer Goods	Yes

Table column groups: **PLATFORMS** (WEB/HOSTED/ASP, WINDOWS OS, .NET, LINUX/UNIX, AS400); **INDUSTRIES** (MANUFACTURING, RETAIL/E-BUSINESS, SERVICES/GOVERNMENT, TRANSPORTATION); **RFID** (FULL SOLUTION, INTEGRATES/CONNECTS); **WIRELESS** (FULL SOLUTION, INTEGRATES/CONNECTS); **SOLUTIONS OFFERED** (AUDITING/CLAIMS/FREIGHT PAYMENT, COLLABORATION, CRM*, DEMAND MANAGEMENT, DRP/MRP, E-BUSINESS, ERP, INVENTORY CONTROL, LOGISTICS, LOAD PLANNING, MODELING, OPTIMIZATION, PROCUREMENT, REVERSE LOGISTICS, ROUTING & SCHEDULING, SECURITY, SCM/SCEM, SRM**, TRADE COMPLIANCE, TRANSPORTATION/TMS, VENDOR MANAGEMENT, WAREHOUSING/WMS)

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Top 100 Logistics IT Companies

Company Name / Phone Number	Web Site / E-Mail Address	Cost Basis (Price Range)	Specialization	Global
IES — 201-639-5000	www.iesltd.com — sales@iesltd.com	Transaction/System/User ($50K - $250K)	NVOCCs, ABI, Forwarders/Brokers	Yes
IFS — 888-437-4968	www.ifsworld.com — request@ifsworld.com	System/User ($250K - $500K)	Construction, Engineering	Yes
ILOG — 800-367-4564	www.ilog.com — info@ilog.com	System/User ($250K - $500K)	Compliance, Workforce Management	Yes
Infor — 800-260-2640	www.infor.com — sales@infor.com	System/User ($50K - $50K)	Service Parts	Some
INNOLOG — 703-506-1555	www.innolog.com — marketing@innolog.com	System/User (More than $500K)	Supply Chain Solutions	No
Inovis — 877-4-INOVIS	www.inovis.com — info@inovis.com	Transaction/User ($50K - $250K)	Supply Chain Communication	Some
INSIGHT — 703-366-3061	www.insight-mss.com — kmyers@insight-mss.com	System ($50K - $250K)	Supply Chain Solutions, Consulting	Yes
Interlink Technologies — 800-655-5465	www.thinkinterlink.com — info@thinkinterlink.com	User ($50K - $250K)	All Warehousing Industries	Some
International Business Systems — 800-886-3900	www.ibsus.com — info@ibsus.com	System/User ($50K - more than $500K)	Wholesale Distribution	Yes
IQMS — 866-FOR-ERP2	www.iqms.com — sales@iqms.com	System/User ($50K - $250K)	ERP Software	Yes
JDA — 800-479-7382	www.jda.com — info@jda.com	Transaction/System/User (More than $500K)	Demand Chain Management	Some
Kewill — 603-889-3200	www.kewill.com — info@kewill.com	Transaction/System/User (Less than $50K - more than $500K)	Medical Equipment, Pharma	Yes
KonaWare — 650-859-6051	www.konaware.com — tmickle@konaware.com	Transaction/User ($50K - $250K)	Fleet Operators	Some
LeanLogistics — 616-738-6400	www.leanlogistics.com — sales@leanlogistics.com	Transaction/User ($50K - $250K)	On-Demand TMS	No
Logicor — 888-867-7901	www.logicor.com — sales@logicor.com	Transaction/System/User ($50K - $250K)	Pharmaceutical	Some
Logility — 800-762-5207	www.logility.com — asklogility@logility.com	System/User ($250K - $500K)	Consumer Goods, Service Parts	Yes
Logistics Management Solutions — 800-355-2153	www.lmslogistics.com — info@lmslogistics.com	Transaction/System/User ($50K - $250K)	Optimization, Execution, Data Management	Some
LOG-NET — 732-758-6800	www.log-net.com — sales@log-net.com	Transaction ($50K - $250K)	Logistics Execution Management	Yes
Made4net — 201-645-4345	www.made4net.com — amit@made4net.com	Transaction/User (Less than $50K - $250K)	Warehousing, Delivery Management	Some
MagicLogic Optimization — 206-274-6248	www.magiclogic.com — info@magiclogic.com	Transaction/System/User (Less than $50K)	Load Planning Software	Some

PLATFORMS: Web/Hosted/ASP, Windows OS, .NET, Linux/Unix, AS400
INDUSTRIES: Manufacturing, Retail/E-Business, Services/Government, Transportation
RFID: Full Solution, Integrates/Connects
WIRELESS: Full Solution, Integrates/Connects
SOLUTIONS OFFERED: Auditing/Claims/Freight Payment, Collaboration, CRM*, Demand Management, DRP/MRP, E-Business, ERP, Inventory Control, Logistics, Load Planning, Modeling, Optimization, Procurement, Reverse Logistics, Routing & Scheduling, Security, SCM/SCEM, SRM**, Trade Compliance, Transportation/TMS, Vendor Management, Warehousing/WMS

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Top 100 Logistics IT Companies

USING THIS CHART

COST BASIS
TRANSACTION: scalable, depending on the number of transactions. **SYSTEM:** pricing for a complete install. **USER:** scalable, depending upon system user.

RFID
FULL SOLUTION: vendor's solutions include RFID devices. **INTEGRATE/CONNECT:** vendor's solutions integrate or connect with RFID devices.

WIRELESS ENABLED
FULL SOLUTION: vendor's solutions include wireless devices. **INTEGRATE/CONNECT:** vendor's solutions integrate or connect with wireless devices.

GLOBAL CAPABILITIES
YES: supports global logistics management **SOME:** provides limited global logistics functions

The table below lists the Top 100 Logistics IT Companies. Columns include **PLATFORMS** (Web/Hosted/ASP, Windows OS, .NET, Linux/Unix, AS400), **COST BASIS (Price Range)**, **INDUSTRIES** (Manufacturing, Retail/E-Business, Services/Government, Transportation), **SPECIALIZATION**, **RFID** (Full Solution, Integrates/Connects), **WIRELESS** (Full Solution, Integrates/Connects), **GLOBAL**, and **SOLUTIONS OFFERED** (Auditing/Claims/Freight Payment, Collaboration, CRM*, Demand Management, DRP/MRP, E-Business, ERP, Inventory Control, Logistics, Load Planning, Modeling, Optimization, Procurement, Reverse Logistics, Routing & Scheduling, Security, SCM/SCEM, SRM**, Trade Compliance, Transportation/TMS, Vendor Management, Warehousing/WMS).

Company Name / Phone Number	Web Site / E-mail Address	Cost Basis (Price Range)	Specialization	Global
Management Dynamics 201-935-8588	www.managementdynamics.com solutions@managementdynamics.com	Transaction/System/User ($50K - $500K)	Apparel, Chemicals, Aerospace & Defense	Yes
Manhattan Associates 678-597-7091	www.manh.com matwater@manh.com	Transaction/System/User (Less than $50K - more than $500K)	Retail	Yes
Meridian IQ 877-232-1845	www.meridianiq.com contact_us@meridianiq.com	Transaction/System ($50K - $250K)	Global Logistics Management	Yes
Mincron Software Systems 281-999-7010	www.mincron.com info@mincron.com	System ($50K - $250K)	Distribution & Warehousing	No
Motek 323-653-4333	www.motek.com davidp@motek.com	System/User ($50K - $250K)	Produce, Beverage, Temperature-Controlled	Some
myLogistics 704-892-6400	www.mylogisticsinc.com sales@mylogisticsonline.com	Transaction/System ($50K - $250K)	Nurseries and Growers	No
Navis 510-267-5000	www.navis.com sales@navis.com	Transaction/System ($50K - $250K)	Yard & Dock Management	Yes
Next Generation Logistics 847-963-0007	www.nextgeneration.com sales@nextgeneration.com	Transaction/System ($50K - $250K)	Supply Chain Consulting, Contract Services	Some
nVision Global 770-474-1555	www.nvisionglobal.com sales@nvisionglobal.com	Transaction/System (More than $500K)	Logistics & Supply Chain Software	Some
ONE Network Enterprises 972-385-8630	www.onenetwork.com inquiries@onenetwork.com	Transaction/User (Less than $50K - more than $500K)	Collaborative, Multi-Enterprise Processes	Yes
Oracle USA 800-ORACLE-1	www.oracle.com (NONE)	Transaction/System/User ($250K - $500K)	Enterprise Software	Yes
Order Logistics 217-328-0455	www.orderlogistics.com contactus@orderlogistics.com	Transaction/System/User ($50K - $250K)	Collaborative Logistics Solutions	Yes
ORTEC 678-392-3112	www.ortec.com bromano@ortec.com	Transaction/System/User ($50K - $250K)	Food & Beverage, Oil & Gas, Consumer Products	Yes
PeopleNet 952-227-7200	www.peoplenetonline.com info@peoplenetonline.com	Transaction/System/User (Less than $50K)	Mobile Communications	Yes
PMC 313-441-4460	www.pmcorp.com sales@pmcorp.com	System/User ($50K - $250K)	Health Care, Insurance, Financial	Some
PowerTrack 800-925-4324	www.powertrackglobal.com info@powertrack.com	Transaction (Less than $50K)	Financial Control & Visibility	Yes
Precision Software 312-334-8600	www.precisionsoftware.com info@precisionsoftware.com	Transaction/User ($50K - $250K)	Textiles, Industrial Products, Electronics	Yes
Prophesy 800-776-6706	www.prophesylogistics.com sales@mile.com	System/User ($50K - $250K)	Transportation Management & Logistics	No
QuestaWeb 908-233-2300	www.questaweb.com fpekar@questaweb.com	System/User ($50K - $250K)	Import/Export, Brokers, Forwarders	Yes
RedPrairie 877-733-7724	www.redprairie.com info@redprairie.com	Transaction/System/User ($250K - $500K)	Warehousing, Transport Global Trade	Yes

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Top 100 Logistics IT Companies

USING THIS CHART

COST BASIS
TRANSACTION: scalable, depending on the number of transactions.
SYSTEM: pricing for a complete install.
USER: scalable, depending upon system user.

RFID
FULL SOLUTION: vendor's solutions include RFID devices.
INTEGRATE/CONNECT: vendor's solutions integrate or connect with RFID devices.

WIRELESS ENABLED
FULL SOLUTION: vendor's solutions include wireless devices.
INTEGRATE/CONNECT: vendor's solutions integrate or connect with wireless devices.

GLOBAL CAPABILITIES
YES: supports global logistics management
SOME: provides limited global logistics functions

Company Name / Phone	Web Site / E-mail	Cost Basis (Price Range)	Specialization	Global
RMI — 404-355-6734	www.railcarmgt.com / sales@railcarmgt.com	Transaction ($50K - $250K)	Rail Transportation	Yes
SAP America — 610-661-1000	www.sap.com / (NONE)	Transaction/System/User (Varies)	Collaborative Business Solutions	Yes
Smart Software — 800-762-7899	www.smartcorp.com / sales@smartcorp.com	System/User (Less than $50K)	Service and Spare Parts	No
SMC³ — 770-486-5800	www.smc3.com / sales@smc3.com	Transaction/System/User (Less than $50K)	Technology Providers, Freight Payment	Some
Sterling Commerce — 800-299-4031	www.sterlingcommerce.com / inquiry@stercomm.com	Transaction/System/User ($250K - more than $500K)	Wholesale Distribution	Yes
Supply Chain Consultants — 302-738-9215	www.supplychain.com / info@supplychain.com	System ($50K - $250K)	Chemicals, Food Processing	Some
SYSPRO — 800-369-8649	www.syspro.com / info@us.syspro.com	User ($50K - $250K)	Distribution, Consumer Goods	Some
Technology Group International — 419-841-0295	www.tgiltd.com / sales@tgiltd.com	User ($50K - $250K)	Enterprise Business Solutions	Yes
TECSYS — 514-866-0001	www.tecsys.com / info@tecsys.com	Transaction/System/User ($50K - $250K)	Distribution, Import, Wholesale, Health Care	Yes
ToolsGroup — 617-494-0080	www.toolsgroup.com / us-info@toolsgroup.com	System/User ($250K - $500K)	Consumer Goods, Food & Beverage, Fashion	Some
TOPS Engineering — 972-739-8677	www.topseng.com / info@topseng.com	System/User (Less than $50K)	Packaging & Truck Loading Software	Some
TradeBeam — 650-653-7204	www.tradebeam.com / info@tradebeam.com	Transaction ($50K - $250K)	Global Trade Management	Yes
TransAnalysis — 508-646-1000	www.transanalysis.com / dave@transanalysis.com	User ($50K - $250K)	Transportation Management	No
TransCore — 717-561-2400	www.transcore.com / (NONE)	Transaction/System/User (Less than $50K)	Mobility Enhancement	Yes
TransportGistics — 631-567-4100	www.transportgistics.com / smiller@transportgistics.com	Transaction/System/User (Less than $50K - $250K)	Transportation & Logistics Management	Yes
TransWorks — 260-487-4470	www.trnswrks.com / jerry.bell@trnswrks.com	Transaction ($50K - $250K)	End-to-End Transport Management	Some
Web Freight Pro — 800-758-6065	www.webfreightpro.com / sales@webfreightpro.com	System/User ($50K - $250K)	Forwarders, Brokers, Agents, Truckers	Yes
WhereNet — 800-490-2261	www.wherenet.com / sales@wherenet.com	System ($50K - $250K)	Marine Terminals	Yes
WITRON — 847-385-6000	www.witron.com / info@witron.com	System ($50K - $250K)	Logistics & Materials Handling	Yes
Xirius — 317-902-9119	www.xirius.com / info@xirius.com	System (Less than $50K)	System Integration	Some

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