



whitepaper

Products description

Products

The only platform which combines every functional of the freight management - load planning, dispatch, tracking, routing and re-routing, rating, tendering, freight matching, visibility, delivery management, accounting and managerial decision making in the cloud with just a few minutes for the registration and use. Data interoperability is the key feature all the way through the platform. No months of integrations, unnecessary use of a company's IT and other resources, hefty fees to different apps. This is the most productive environment where thousands of shippers and carriers of all sizes and from all industries optimize, deliver and monitor their freight.

Dashboards

Statuses. You can monitor your orders and loads planning and delivery statuses, such as potential late deliveries, unplanned orders, etc. ETAs being automatically updated so you can take needed action beforehand.

Earnings. You can consolidate your monthly earnings, average earnings per mile, earnings per load type and per each client for any period.

Destination and driver statistics. You can monitor and analyze combined data about your shipping locations, lane statistics, depots performance, mileage per driver, mileage per depot, average loaded and empty mileage for any period. It will help you to keep up with your KPI's as well improve your operations.

Vendors. Shippers can analyze data with their vendors assessing costs, mileage driven, late deliveries, other service statistics for different periods. It will help to better manage your carriers and improve bottom line.

Planning

The best load planning engine. This is *the first and only* commercial application that builds multi-stop load plans based on solving Capacitated Vehicle Routing Problem with Time Windows and hybrid fleets for thousands of shipments in a couple of minutes. Nobody does CVRPTW with such an amount of constraints as it is hard to solve mathematically and implement operationally. We put some brainpower and years of research to come up with the *next generation* of the optimal load planning engine.

Combining different distribution models. Advanced LTL cross-docking functional. Combines local pick-ups, long-distance haulage, multiple depot convoying, milk runs, first and last miles in one planning and optimization environment.

Combining different optimization models. You can build plans for depot and non-depot-based operations, for only deliveries or mixed multiple pick-up and deliveries, optimize a number of trucks used or build driver-specific load plans.

Hub-less pooling for 3pls and brokers. Instead of tendering out partial flatbed and less-than-truckload shipments, Less® provides an opportunity to consolidate them into flatbeds and full truckloads first. It helps to maximize profits. Meanwhile, carriers get more stops and better loaded mileage. Our load building process also includes visualizing loads on the map and optimizing driven mileage for 100s of loads.

Lowest variable cost. What makes us different is that the platform always assures the *lowest variable* cost along with the most accurate pick-up and delivery times for the load plan. It also assures the maximum loaded and minimum empty mileage. It works equally well for firms that have just a couple of trucks or the largest companies with 10,000's trucks and contracted carriers.

Different capacity constraints. It is the only planning engine that combines different shipments into loads by strictly obeying the capacity constraints of trucks and trailers. You can build a load plan for different types of trucks simultaneously. For example, you may have many different types of trucks (class 4-8), trailer types (53 ft, 48 ft, etc.), shipping types (dry, frozen, cooled) for the given plan. Just mark

equipment which you want to use in the plan and Less[®] Platform's algorithms will build multi-stop loads automatically.

Different products and handling units. There could be 1000's of SKU's to plan for a day or week, which may have different handling units (case, bag, box, pallet, etc.). You pull thousands of shipments in the planning engine and it consolidates them in the appropriate loads by calculating volumes, keeps straight size and weight constraints and builds most optimal routes to deliver your shipments to the right customers within specified time windows.

Handling high volumes. It suits both small LTL operators and the largest 3PL's, 4PL's or firms with 10's of thousand daily shipments to consolidate and 100s of depots and cross-docking points to use. You can plan your depot locations strategically even adding or cutting some of them to get the minimum total mileage.

Least number of trucks for the given plan. The only platform which optimizes not only load and route plans but also a number of trucks needed to execute the plan by choosing the least possible quantity. This helps to save you not only on a total mileage but also frees up trucks to get more loads.

Multiple depots and stores. You can simultaneously plan shipments from different depots or change pick-up depots for re-planning purposes.

Multiple pick-ups and deliveries. Load and a route plan can be done for a multiples pick-ups and deliveries simultaneously assuring least driven mileage so the cost.

Dynamic planning. You can construct and change many load plans as well as dynamically change routes for given stops. Our advanced planning engine allows you to substantial shorten planning time and cut time between loads are planned and dispatched to a couple of minutes. Our Pick-up and Delivery (PDP) algorithms allow you to reroute trucks that are already on the road and get new plans for the given geographies or zones.

Driver rules. Drivers may have their default truck or may switch trucks. In addition, regulatory breaks and lunch breaks are accounted for, and the work hour rules and regulations are respected in route planning. You can program different lengths of shifts that respects daily and weekly limitations.

Shifting from zip-based to optimal planning. “Pigeon-hole” planning served people during the pre-computer era. Surprisingly, little more innovations done during the era of big data and enormous computing power – you still get the same “pigeon-hole” planning this time only on your screen. Our platform gets you the best total mileage without the need for zoning. In fact, our tests show that your plans get at least 20% longer because of suboptimal zoning. In the meantime, if you still need to do zone or do cluster-based planning for some reason you also have that functional.

No need for preliminary route creation. All the routes created from the clean sheet once orders changed. It assures optimality. In the meantime, there is a manual load creation option in case of a need.

Long-term and strategic planning. Develop cost and time-efficient supply chain by choosing the number of cross-docking and pooling depots and strategically locate them in your transportation network.

Connected with the majority of marketplaces. As a trucking company you may be receiving orders from your contracted firms, brokers, as well as online marketplaces such as Amazon rely, Shoptifty central, etc. We automatically upload all your orders and allow you to create loads in a centralized planning environment.

Summary. The load plan gives you 1) which specific orders go into which specific tracks/trailers 2) what routes should be used to get the best total mileage keeping strict time windows for deliveries 3) changeable service time and shift specifications 4) Using depot cross-docking/consolidation or doing client yard pick-ups without consolidating shipments in the depot 5) Plan backhauls directly into depot or client yards 6) route plan for local pick-ups and deliveries 7) decision support for orders to pick from public load boards or broker lists if you need to quickly feel your empty mileage.

Dispatch and tracking

Load assignment. Drivers assigned to loads manually or automatically. Individual starting times are respected for the city deliveries and HOS requirements for long-haul planning.

Weekly and by weekly trips. Create weekly plans for long-haul haulage by combining multiple loads. Stops can be planned and re-planned accordingly, and weekly HOS are respected.

Assigning loads to free drivers and equipment automatically. Makes dynamic planning easier by utilizing free drivers or equipment.

Load status monitoring. Our app helps to monitor order and load status in real time by installing it on drivers or owner-operators' phones. It is automatically updating on the dispatcher's desktops helping to locate fleet and monitor ETA's.

Tracking. Tracking done right on the platform by using our mobile app. It also integrates with any GPS tracker or ELD provider.

Stops status changes. Drivers have their scheduled loads and stop timing right in their phones. They would have alerts in case of potential delays. All the information is centralized on the dispatcher's dashboard allowing dynamic delivery management from the centralized console.

Communicate with drivers. You can assign tasks and communicate with drivers on the platform without losing time on phone calls and requiring hefty bills.

Centralized management. A single dispatcher can manage even 10's of loads and reroute trucks by obeying pick-up and delivery times with fewer efforts.

Drivers mobile app. Assigned weekly loads with detailed stops for each load are visible in the app. Automatic order delivery status update in the app and instant visibility through all the distribution network. Access to all the transportation documents for the load in pdf version.

Navigation

Instant routes. Unlike all mapping applications, which generally give you a 10-point delivery distance matrix per request, we instantly give you a delivery route plan for hundreds of multi-stop loads.

Dynamic route planning after dispatch. Central planners and driver have their loads in the system. Once delivery commences, real-time traffic and optimization

functional kicks-in, which gives you dynamic routing options. Drivers also do navigation and routing using the app or a dispatcher can re-route the load which will be instantly visible to drivers.

Geocoding. Search for addresses and get suggestions from our geocoding API.

Directions. Drivers have all their planned loads with stops locations and delivery sequences uploaded on their phones or tablets. They don't need to use different maps and manually assign each location. By using Less[®] mobile app's navigation window they will receive traffic-aware turn-by-turn instructions for commercial routes.

Augmented reality navigation. We connect to your on-truck cameras for augmented reality guidance, sending safety alerts, and capturing changes to the driving environment such as construction and road closures. You can also visualize road incidents.

Tendering and freight matching

Request for bids. As a shipper, you can tender your loads to 1000's of preloaded and vetting carriers via tendering dashboard on our system. Our AI-based tendering engine will automatically send tender notices to selected carriers or owner-operators based on lanes specialization, rates, types of equipment and other parameters. Our tendering interface helps you to execute the process both on desktop and mobile.

AI-based matching. AI-based selection and sharing of bids to carriers selected from our database of hundreds of thousands of carriers in seconds.

Create and upload shipment docs. You can create and upload BOL's and other docs on the system which will automatically be visible to tendered carriers. All docs are saved on the platform for future settlements. No email exchange or other applications are needed.

Instant availability. Less[®] Platform has shared data on instant and planned availability of signed up carriers with fleets and owner-operators. You can see available carriers on your preferred dates and for your preferred lanes

Logistic service providers. You can manage both your carriers and shippers on one platform, get instant ratings, implement rate auctions as a well as send RFPs to best-

matching carriers from our database of more than 1m carriers. You can also see available carriers near your points of interest in real-time with their daily updated rates. It's time for you to organize your chaotic e-mail exchange with carriers by also automating document (rate confirmations, BOLs) management.

See daily rates for individual carriers. All the carriers who signed up to our platform make daily updates to their rates. This could be both as a unified per-mile rate for the day or different rates for different lanes. It provides a good option to choose available carriers based on their rate for the given lanes. In the meantime, carriers can manage to get backhauls or fill up empty slots in their trucks.

Carriers receiving bids. As a carrier, you have a tendering dashboard where you receive RFP's from your contracted or un-associated shippers. You can respond to RFPs, chat using our messaging board as well as confirm orders by sending a sign confirmation order. BOL and other docs automatically uploaded and visible to you. You can the seamlessly plan and dispatch tendered orders on the Less® Platform.

E-commerce and retail. You can find carriers by retrieving loads directly from your online shops by first instantly uploading and planning them on the platform and

Parcel deliveries. Integrated with Canada Post, UPS, FedEx to receive instant rates.

Integrated with other modules. All your tender orders go into orders list for planning and shipments' docs incorporated in the dispatch module for the execution.

Billing and settlements

Automatic Invoices. Create your invoices automatically by retrieving data from orders and completed loads on the platform. Keep track on payment statuses. Have all the underlying documents attached to invoices.

Automatic mileage calculation. Automatically calculate weekly or biweekly mileage for long-haul drivers. We have all the information already on the platform, so you don't need to refer to other tracking software.

Automatic HOS calculation. Driver's Hours of Service data is already on our platform thanks to Less® tracking functionality. You can settle with drivers without relying on external sources of information.

Driver settlement. Advanced driver settlement module for all payment types – flat, per mile, hourly. Automatically calculates fuel supercharge and other additions.

Carriers settlement. Seamlessly settle with your contracted or 3rd party carriers in much less time. Avoid miscalculations or overpayments.

Automated payment advices. Automatically creates payment advices of 100's of drivers for the week.

Accounting software. Our accounting module integrates with any 3rd party accounting software such as QuickBooks, Sage, Xero or ERP systems, such as SAP, Oracle, etc.

Data analytics. Analyse your financial data using our financial data analytics dashboard. Understand the efficiency of your operations and make changes if needed.

Asset management

Drivers. Keep your drivers on the platform for the automatic load assignment. You have all the driver rules, lane and shift preferences preloaded in the system so would be able to allocate them most optimally. You can monitor driver productivity, mileage, stops, HOS, payments and other variables.

Equipment. You have all your trucks, tractors and equipment uploaded in the system. You can allocate them for the loads and trips as well as keep tracking on inspection requirements and timetables.

Carriers. Your contracted carriers are uploaded on the platform. You can manage load assignment, settlements as well as monitor miles drove, average rates per mile or lane, the ratio of late deliveries, number of rejected and canceled loads and other statistics for managerial decision making.

Supplier portal

External Databases. We have a database of about 1mln carriers in the US, Canada, Mexico, and other countries, which can legally haul loads in the US. This includes a number of power units, drivers and annual mileage per company.

Visualize on the map. You can search it to find potential carriers according to your volumes, lanes, states, and countries of destination.

AI-based matching. AI-based selection and sharing of bids to carriers selected from our database of hundreds of thousands of carriers in seconds.

Send RFP. External databases are integrated on the platform. You can tender out your loads with detailed delivery windows and stops to selected out-of-network carriers.

Owner-operators dashboard

Devices. Work on your long-term planning and bills management on a desktop version. Use the mobile app to receive loads, update delivery statuses and implement navigation.

Plan loads. Combine all planned loads in one place for the week. Monitor Daily and weekly HOS.

Monitor earnings. Monitor your per load and per mile earnings. See deadhead mileage effects on total earnings.

Combine data. Monitor your performance and carriage statistics for any period. Set weekly and monthly KPI's.

Billing. Keep track of payment details of each load. Create and send invoices. Calculate your IFTA, additions, and deductions.

Documents. Have all your documents for the given load in the app and desktop

Navigation. Use the mobile app for robust routing and navigation. See you planed loads in real-time. Automatically update ETAs for multi-stop routes.

Messaging. Exchange message and leave notes for your contractors who are connected to the platform.

Connectivity. Connected to the major accounting software. Seamlessly upload your invoices and cost items for tax purposes.