



QUARTERLY REPORT

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The Real Cost of ACE

ACE poses a number of challenges for trucking firms which can mask the true benefits of the fast and efficient cross-border program. Under ACE, information should flow quickly, allowing trucks to pass the border with fewer delays than the current process. Some trucking firms only see the costs and complication that the ACE program creates, and fail to realize that with the right solution, a trucking company and its customers can benefit from the ACE program.

One should seek to address two main issues when considering an ACE solution. Firstly it should ensure accuracy, stability, and reliability. If the trucks get held at the border, then the system is ineffective and extremely costly, both in dollars and customer service. Secondly the solution should be cost effective from both the time it takes personnel to enter shipment and manifest information and the cost of transmitting the manifest to the border.

There are three options to transmit an ACE manifest to the border. The first is to use the CBP "ACE Portal", which is generally regarded as slow and labor intensive, taking at least 10 minutes to get a single trip into the system.

The second option is to go through a VAN (Virtual Area Network), where the information is entered into a third party system and they, in turn, transmit the information to the border. In most cases, it takes at least 2.5 minutes to enter an order into a VAN vendor, and each transaction can cost up to \$1.

Both these methods have a main flaw when it comes to business efficiency. Entering information into both the "ACE solution" and the operations and accounting system means double and triple entry. The cost of transmitting to the border is no longer just the \$1 but also the data entry costs. The end result is that ACE can turn into an expensive burden for a trucking firm.

The third solution to the ACE requirement is to automate the dispatch process. A good system can pre-store much of the information required, and easily capture the remaining information at the order entry and dispatch points, then transmit the necessary information to the border at the click of a button. This solution saves personnel costs and time, only involving a single entry of the data needed for the ACE manifest and operations of the firm.

Degama's ACE solution meets the test. The solution we offer is inexpensive on a per transaction basis, often costing less than \$0.50 per transaction. It automates dispatch and it eliminates the need for additional personnel to input information into the system. Errors are handled in a timely and accurate manner with minimal staff intervention.

The end result is that firms using Degama's DTMS system will be able to consistently cross the border quickly and at a lower cost than other solutions which are currently available. Call us today for a free demo to see what DTMS can do for you.

DTMS Releases its 3rd Generation Easy-To-Use and Flexible Systems' Solutions

After four years of intensive development, testing, and consultations with over three dozen trucking companies, Degama's new DTMS dispatch, operations and accounting system was released to our existing customer base over two years ago. We are proud to offer the most versatile and configurable solution in the industry. Degama is now launching its system for the entire industry to reap the benefit. The system offers unique features such as:

- Strong, Easy-To-Use, and efficient dispatch and planning capabilities.
- Fully user-configurable screens, offering users the ability to determine how they see information.
- Rating function automatically rates orders by any number of variables.
- Excel output from any screen for quick and easy analysis of data and information.
- Multi-Company accounting packages which allow companies to split revenue and costs for the various companies and divisions operated.
- Handheld solutions - which cut down on the cost of satellites - allow for more versatile messages between drivers and dispatchers.

Degama's DTMS offers configurable systems to meet most trucking company's needs and fully customizable solutions for the unique needs of some trucking firms. Our systems and staff have been able to meet the needs and service requirements of trucking companies for over 20 years. We welcome you to call us today and see what we can do for you.

Degama Labs

Degama Systems has spent the better part of this decade revolutionizing its system in order to ensure we can continue to exceed the needs of the trucking industry. Our new list of innovative features and modules goes past the function and flexibility which is inherent in our system, providing the industry with unique tools and modules which other providers simply cannot match. Up until now we have successfully developed handheld solutions for drivers, web track and trace for customer to view their loads online, and fully integrating accounting systems which provide trucking firms with full drill down capabilities and integration between operations and accounting.

Where we go from here is only the beginning. On our list of system solutions to come includes precise and accurate cost reporting and budgeting, allowing trucking firms to match and report on costs per lane, per load, or per truck. As we expand our staff and support services, we will be able to bring the industry advanced tools to help trucking firms cut costs, increase their customer service, and increase their fleets without having to increase their expenses to support the increased business. Call us today to find out more about what's cooking in our labs.