



QUARTERLY REPORT

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REDUCING COSTS THROUGH EFFICIENT PROCESSES

The term "Business Process" is a buzz word that defines a set of activities which accomplish specific objectives, the culmination of which produces value to the company's end customers. Each activity's efficiency can be evaluated based on the time, money, and resources it takes to complete.

In a trucking firm, processes are the key determining factors of productivity. More efficient processes lead to lower operating costs and higher profits. Oddly enough, customers may only see a trucking firm's value in the price they pay for the service they are provided.

Software solutions can help streamline these activities and make them more efficient. While the benefits of software are already known, firms typically overlook the impact that a solution will have on the current processes of a trucking firm.

Proper analysis before implementing a solution into a firm may yield that certain activities, which have evolved over time, are obsolete or inefficient. This may arise due to changing factors, such as regulatory demands (ACE for example), growth, new technology, and economics. As much as these factors create a need for change, they also provide opportunities to improve a trucking firm's processes.

Being the developers of the solution, vendors know how the software should work and ought to be used. Spending time with the customer to understand its operations is vital to a successful implementation. This also guarantees the firm the highest possible return on investment (ROI).

Trucking firms must ensure before they purchase a solution that it can adapt easily to any unforeseen changes. That goes to the heart of the purpose of the software solution. It must be functional and flexible. A trucking firm must be able to use that solution regardless of the changes that may arise over time, including the end customer's needs and the firm's offering and positioning in the market.

In order to help trucking firms in the industry, Degama Systems has created a configurable solution. This means that trucking firms' unique processes, how they work with each of their customers, can be reproduced using our solution. We constantly review our clients' processes and needs in order to ensure that they are running at peak efficiency and providing their customers with highest possible value.

We have helped trucking firms for over 23 years create value for their customers. Call us today for a free demo to see what DTMS can do for you and your customers.

ACE running for 3 months now.

Last newsletter we mentioned that we had a fully integrated ACE solution which offered the most simplistic and cost-effective method of transmitting an ACE manifest to CBP.

As of now, our ACE solution is "up and running" in several of our client sites. They have seamlessly integrated the ACE requirement into their business process without significantly increasing their costs.

Our ACE solution is:

- Fully integrated into Operations, Dispatch and Accounting
- One click solution to transmit an ACE Manifest to the border
- Cost effective with the lowest transmission rates in the market

We welcome you to call us today and see what we can do for you.

Degama Labs

Management Information Systems (MIS) have revolutionized the trucking industry by helping firms understand their business and where their costs and profit lie.

The next step is a Decision Support System. This will allow trucking firms to determine what their costs are before running the truck down the road. They will be able to determine if they are going to run enough miles to breakeven for the day, or consolidate the freight appropriately to make the linehaul cost effective.

The other part of the puzzle is figuring out where the firm has made the money and why. Our suite of reports that stem from our real time dispatch help trucking firm improve on their processes and determine where and how they are making their money.

Call us today to find out more about what's cooking in our labs.