

The background features a large, stylized number '100' in white. The '1' is on the left, and the '00' are on the right. The number is set against a green background with a repeating pattern of binary code (0s and 1s). The '00' part of the number is partially obscured by a dark red, curved shape that resembles a stylized '100' or a similar graphic element. The overall design is modern and tech-oriented.

THE TOP 100 LOGISTICS IT PROVIDERS 2011

IL's exclusive research on
logistics technology trends and
our picks for this year's leading
logistics IT vendors.

by Joseph O'Reilly

When JDA Software finalized its acquisition of i2 Technologies in January 2010, the agreement signaled open season for mergers and acquisition activity in the logistics solutions space. IBM and RedPrairie pursued new quarries soon after. Consolidation has run equally rampant among mid-tier players such as CDC Software and TradeBeam.

In terms of robust functionality and deployment, the pace of change in the logistics and supply chain technology market has spawned a wealth of IT companies with diverse solution suites. Now the industry is ripe for optimization.

Inbound Logistics' annual Top 100 Logistics IT Providers market research offers a broad-sweep perspective of where technology buyers are pulling solutions developers, and how industry at large is responding. The feedback

we received from more than 200 logistics technology companies demonstrates that demand sensitivity remains a two-way street.

Growing Demand for On-Demand

The maturation of Software-as-a-Service (SaaS) technology has unleashed boundless potential for both buyers and sellers. As flexibility increases and the cost to deploy drops, shippers are more willing to consider new solutions and modules that don't carry the risk of sinking significant capital. They are less resistant to using multiple best-of-breed solutions for specific functional improvements rather than sweeping all-in-one options that do more things less well. The return on investment and the time to install have both hastened.

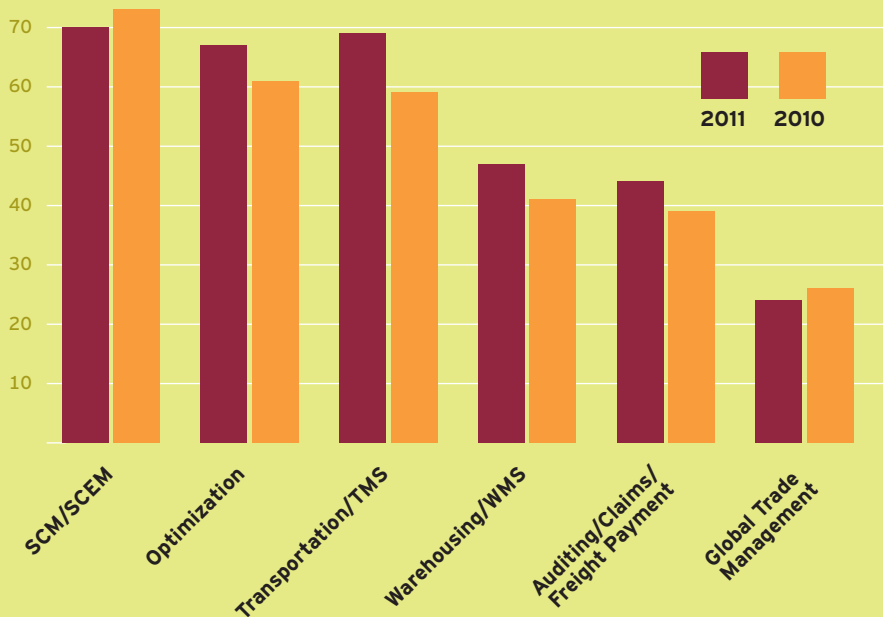
While some companies still hesitate to follow the on-demand route for mission-critical technologies—largely for business intelligence

SOLUTIONS OFFERED

Logistics IT Catches Fire

Source: Top 100 Logistics IT Providers Survey, 2010 and 2011

% of IT Vendors



Compared to last year's data, the biggest change in logistics technology offerings is in the transportation management/TMS space, with a 10-percent jump in the number of vendors providing this solution type. Price pressures to streamline transportation processes and reduce costs, combined with on-demand flexibility, make the TMS space increasingly competitive.

Optimization technology is another hot IT commodity (67 percent), given persistent pressures to streamline logistics operations and squeeze out costs.

Shippers are also finding more auditing claims/freight payment solutions to help reconcile cash flows and gather molecular-level spend detail to identify areas for improvement.

privacy and security reasons—deployment flexibility has become a primary consideration. Sixty percent of respondents to this year's Top 100 survey offer a choice between a Web/hosted platform or a local install, while 32 percent only provide on-demand technologies, and eight percent exclusively local solutions.

Focus on Transportation

Manufacturing and retail remain primary areas for logistics technology investment and execution, with 82 percent and 76 percent of respondents, respectively, selling to these customers. But the transportation sector is the top target this year, with 90 percent of vendors focused on those companies—a five-percent jump over 2010 data.

More third-party logistics providers and carriers are turning to logistics technology vendors for solutions, rather than investing in their own—a measure aimed at reducing capital expense, increasing flexibility, and augmenting utility.

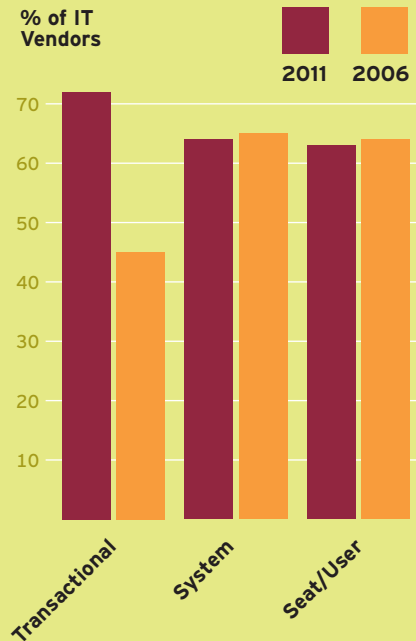
The sweet spot for IT investment still flows to the middle, with 67 percent of companies indicating the lion's share of capital allocation falls in the \$50,000-to-\$250,000 range, 65 percent in the less-than-\$50,000 category, and 39 percent spending more than \$250,000. Maturing SaaS software deployments continue to reduce the total cost of IT investment.

Across the board, these efforts are paying significant dividends to vendors. In spite of a sluggish economy, logistics IT sales far surpassed last year's figures, with 89 percent of technology vendors acknowledging increases of five percent or more (compared with 78 percent in 2010). Nearly 40 percent cite sales growth in excess of 20 percent.

The number of IT companies reporting profitability beyond five percent increased to 84 percent, from 74 percent last year. In general, losses were negligible. ■

COST BASIS

Five Years Later, The Price Is Still Right



The changing cost basis for logistics information technology over the past five years reveals a clear progression. The number of vendors offering transactional, pay-for-play options (72 percent) has increased 27 percent since 2006, driven largely by the emergence of on-demand delivered solutions. By contrast, the popularity of per-user price structures and full-system installs remains fairly consistent.

Source: Top 100 Logistics IT Providers Survey, 2006 and 2011

New Top 100 Trends

Inbound Logistics' 2011 Top 100 Logistics IT Providers list (page 58) reflects market flux, diverse solutions, functional specialization, and, most importantly, the demands of the shipper community. For every logistics and supply chain challenge, there is a corollary solution. From tactical, on-demand load and route planning solutions to homegrown TMS and WMS systems to end-to-end visibility technologies that tie everything together, IT vendors are helping shippers better respond to demand.

Choosing the Top 100 Logistics IT Providers requires a great measure of due diligence, understanding shippers' unique logistics and supply chain challenges, and pairing them with capable solution providers. *IL* looks for companies where logistics and supply chain solutions are core, and where customer successes are documented and publicized.

If you have any questions about our Top 100 list, please e-mail: editor@inboundlogistics.com

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THE TOP 100 LOGISTICS IT PROVIDERS 2011

COMPANY NAME & PHONE NUMBER	E-MAIL & WEB ADDRESSES	PLATFORM		COST BASIS*			PRICE RANGE			INDUSTRIES			NICHE		
		LOCAL	WEB/HOSTED	TRANSACTIONAL	SYSTEM	SEAT/USER	LESS THAN \$50K	\$50K TO \$250K	\$250K +	NO CHARGE TO THE CUSTOMER	MANUFACTURING	RETAIL/E-BUSINESS/ WHOLESALE	SERVICES/ GOVERNMENT	TRANSPORTATION	SMALL/MEDIUM COMPANIES
Aankhen 408-387-0083	info@aankhen.com www.aankhen.com	●	●	●	●	●	●			●	●	●	●	●	●
Accellos 719-433-7018	info@accellos.com www.accellos.com	●	●			●	●			●	●	●	●	●	●
Agistix 888-AGISTIX	sales@agistix.com www.agistix.com		●	●	●	●	●			●	●	●	●	●	●
AL Systems 800-548-3745	info@alsysinc.com www.alsystems.com	●	●		●		●	●		●	●		●		●
Aljex Software 732-357-8700	sales@aljex.com www.aljex.com	●	●	●	●	●	●	●	●				●	●	●
AndSoft +34 911 853 129	info@andorrasoft.com www.and-soft.com	●	●	●	●	●	●	●					●	●	●
Appian Logistics Software 800-893-1250	sales@appianlogistics.com www.appianlogistics.com	●	●	●	●	●	●			●	●		●	●	●
Apprise Software 610-991-3900	marketing@apprise.com www.apprise.com	●	●			●		●		●	●			●	●
Apriso 562-951-8000	sales@apriso.com www.apriso.com	●			●	●		●		●					●
Arigo 978-528-2222	sales@arigo.com www.arigo.com	●	●	●	●	●	●	●		●	●		●	●	●
ASC Software 937-429-1428	sales@ascsoftware.com www.ascsoftware.com	●	●		●	●		●		●	●		●	●	●
BestTransport 614-888-2378	ekeller@besttransport.com www.besttransport.com		●	●	●		●	●		●		●	●	●	●
Cadre Technologies 866-25-CADRE	info@cadretech.com www.cadretech.com	●	●	●	●	●		●		●	●		●	●	●
CargoSmart 408-325-7600	info@cargosmart.com www.cargosmart.com		●	●	●		●			●	●	●	●	●	●
Cass Information Systems 314-506-5500	cass@cassinfo.com www.cassinfo.com		●	●				●		●	●	●	●		●
Catapult International 913-232-2389	growth@gocatapult.com www.gocatapult.com	●	●			●	●			●			●	●	●
CDC Software Corporation 770-351-9600	info@cdcsoftware.com www.cdcsoftware.com	●	●	●		●	●	●	●	●	●	●	●	●	●
Cheetah Software Systems 888-CHEETAH	info@cheetah.com www.cheetah.com	●	●	●	●	●	●	●		●	●	●	●	●	●
ClearTrack 877-377-4400	info@cleartrack.com www.cleartrack.com		●	●					●		●			●	●
CombineNet 412-471-8200	info@combinenet.com www.combinenet.com		●	●				●		●	●		●	●	●

*** COST BASIS**

TRANSACTIONAL: scalable, depending on the number of transactions
SYSTEM: pricing for a complete install
SEAT/USER: scalable, depending upon system user

SPECIALIZATION

SOLUTIONS OFFERED

SPECIALIZATION	AUDITING/CLAIMS/ FREIGHT PAYMENT	CUSTOMER RELATIONSHIP MGMT	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PRODUCT LIFECYCLE MANAGEMENT	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SUPPLY CHAIN MANAGEMENT	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Physical and financial supply chain visibility								●				●					●		●	●				
Warehouse management, 3PLs, carriers								●	●		●			●	●	●		●	●		●	●	●	●
In-transit shipment visibility for all carriers and modes	●				●											●	●	●	●		●			
Warehouse control system, pick-to-light, voice picking, put-to-light, sortation control											●				●	●						●	●	
Freight brokerage, LTL, asset-based carriers, intermodal	●	●	●		●	●	●	●	●					●		●	●	●	●		●	●		
Web-based transportation management system	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●
Fleet routing optimization, GPS tracking, bid tools, territory planning, resource planning									●		●					●								
ERP for global consumer goods manufacturers, importers, and distributors		●	●	●	●	●		●	●	●	●	●	●		●	●	●	●	●		●	●	●	
Manufacturing execution software, WMS				●				●														●		
Vendor management, supplier risk management, trading partner collaboration	●				●		●		●			●	●				●	●	●	●			●	
Food/beverage, pharmaceutical, manufacturing, 3PL				●	●			●	●	●	●				●	●			●			●	●	
Flatbed, consumer products	●								●	●	●					●			●		●			
3PLs								●	●	●	●		●	●				●	●		●	●	●	●
Supply chain visibility and collaboration, shipment execution, trade compliance	●	●			●		●				●	●				●	●	●	●		●		●	
Freight bill rating, audit, payment, and business intelligence services	●																		●					
Global pricing system, international rate engines, ocean contract management		●					●				●	●									●			
Discrete & process manufacturing, consumer products, e-commerce	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●		●	●		●	●	●	●
LTL, delivery									●	●	●					●					●		●	
Supply chain execution software and services	●						●						●				●	●	●		●			
Spend management											●	●												

** DRP/MRP: Distribution Resource Planning/Material Resource Planning

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THE TOP 100 LOGISTICS IT PROVIDERS 2011

COMPANY NAME & PHONE NUMBER	E-MAIL & WEB ADDRESSES
Compliance Networks 877-267-3671	richard.wilhelm@compliancenetWORKS.com www.compliancenetWORKS.com
CT Logistics 216-267-2000	sales@ctlogistics.com www.ctlogistics.com
CTSI-Global 901-766-1500	solutions@ctsi-global.com www.ctsi-global.com
Data2Logistics 609-577-3756	harold.friedman@data2logistics.com www.data2logistics.com
Datex 727-571-4159	sales@datexcorp.com www.datexcorp.com
Demand Solutions 800-886-3737	sales@demandsolutions.com www.demandsolutions.com
Deposco 877-770-1110	info@deposco.com www.deposco.com
Descartes Systems Group 800-419-8495	sales@descartes.com www.descartes.com
Elemica 610-786-1200	info@elemica.com www.elemica.com
Epicor Software 800-999-6995	info@epicor.com www.epicor.com
Fortigo 512-372-8884	sales@fortigo.com www.fortigo.com
Foxfire Software 864-868-5243	info@foxfiresoftware.com www.foxfiresoftware.com
Freightgate 714-799-2833	sales@freightgate.com www.freightgate.com
GT Nexus 510-808-2222	information@gtnexus.com www.gtnexus.com
HighJump Software 866-444-4586	sales@highjump.com www.highjump.com
IBM Corporation 800-426-4968	None www.ibm.com
IES 201-639-5000	sales@iesltd.com www.iesltd.com
Infor 800-260-2640	sales@infor.com www.infor.com
InMotion Global 727-822-9999	info@inmotionglobal.com www.inmotionglobal.com
INSIGHT 703-366-3061	kmyers@insightoutsmart.com www.insightoutsmart.com

PLATFORM		COST BASIS*			PRICE RANGE			INDUSTRIES			NICHE			
LOCAL	WEB/HOSTED	TRANSACTIONAL	SYSTEM	SEAT/USER	LESS THAN \$50K	\$50K TO \$250K	\$250K +	NO CHARGE TO THE CUSTOMER	MANUFACTURING	RETAIL/E-BUSINESS/ WHOLESALE	SERVICES/ GOVERNMENT	TRANSPORTATION	SMALL/MEDIUM COMPANIES	LARGE COMPANIES
●	●		●					●	●	●			●	●
●	●	●	●			●			●	●	●	●	●	●
●	●	●	●		●	●			●	●	●	●	●	●
	●	●				●			●	●	●	●	●	●
●	●			●		●			●	●		●	●	
●				●		●			●	●	●		●	●
	●	●			●	●				●		●	●	●
●	●	●	●	●	●	●	●		●	●		●	●	●
	●		●	●		●			●	●		●	●	●
●	●	●	●	●	●	●	●		●	●	●	●	●	●
	●		●	●		●			●	●		●	●	●
●	●			●		●			●	●		●	●	●
●	●	●		●		●	●		●	●	●	●	●	●
●	●	●		●		●			●	●	●	●	●	●
●	●			●		●			●	●		●	●	●
●	●	●		●		●			●	●	●	●	●	●
●	●			●		●			●	●		●	●	●
●	●		●		●	●			●	●	●	●	●	●
●	●		●		●	●			●	●	●	●	●	●

*** COST BASIS**

TRANSACTIONAL: scalable, depending on the number of transactions

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SPECIALIZATION

SOLUTIONS OFFERED

SPECIALIZATION	AUDITING/CLAIMS/ FREIGHT PAYMENT	CUSTOMER RELATIONSHIP MGMT	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PRODUCT LIFECYCLE MANAGEMENT	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SUPPLY CHAIN MANAGEMENT	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Purchase order lifecycle vendor compliance and supplier management	●										●							●	●			●		
TMS, freight payment, logistics management solutions, SCM, trucking	●								●	●	●			●		●		●	●		●	●		●
3PLs, logistics service providers, manufacturing, technology	●				●		●		●	●	●			●		●			●		●		●	
Freight bill pre-audit, processing information, business intelligence, and visibility services	●									●	●					●		●	●		●			
3PL warehouse management software, WMS, TMS								●	●	●	●	●		●	●	●		●	●		●	●	●	●
Supply chain & inventory planning, forecast management, vendor-managed inventory			●					●		●									●					
Supply chain execution, WMS, inventory								●											●			●		
Compliance management, mobile resource management, supply chain execution							●				●					●	●		●		●			
Supply chain integration, sourcing management, customer management	●				●			●			●	●		●		●	●	●	●		●			
ERP solutions for manufacturing, distribution, retail, and service industries		●	●	●	●	●		●			●	●	●	●	●	●	●	●	●	●		●	●	
TMS and integration	●				●		●		●	●	●			●		●		●	●		●		●	
Apparel, consumer electronics, manufacturing, food distribution								●	●		●				●				●			●	●	
Scalable, customized, multi-modal supply chain solutions	●				●		●	●	●	●	●	●		●		●	●	●	●	●	●		●	
Global trade and logistics visibility, TMS, order management, supplier collaboration	●						●	●	●		●	●						●	●		●			
Food and beverage, 3PLs, retail	●				●			●	●		●				●	●		●	●		●	●	●	●
Supply chain planning, scheduling, execution; optimization-based decision support								●	●	●	●					●			●		●	●		●
Flexible, modular software products scalable to any size operation	●		●	●	●	●	●	●	●		●						●	●	●		●	●		
Manufacturing/distribution solutions with built-in best practices & specific capabilities	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Fully hosted, Web-based TMS and full suite of logistics/transportation services	●	●			●				●	●	●	●		●	●	●		●	●		●		●	
Supply chain network design & optimization, supply chain vulnerability, risk management			●					●		●	●	●		●		●	●		●	●	●	●		

** DRP/MRP: Distribution Resource Planning/Material Resource Planning

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THE TOP 100 LOGISTICS IT PROVIDERS 2011

COMPANY NAME & PHONE NUMBER	E-MAIL & WEB ADDRESSES	PLATFORM		COST BASIS*			PRICE RANGE			INDUSTRIES			NICHE		
		LOCAL	WEB/HOSTED	TRANSACTIONAL	SYSTEM	SEAT/USER	LESS THAN \$50K	\$50K TO \$250K	\$250K +	NO CHARGE TO THE CUSTOMER	MANUFACTURING	RETAIL/E-BUSINESS/ WHOLESALE	SERVICES/ GOVERNMENT	TRANSPORTATION	SMALL/MEDIUM COMPANIES
Integration Point 704-576-3678	sales@integrationpoint.com www.integrationpoint.com		●	●			●	●		●	●	●	●	●	●
Interlink Technologies 419-655-5465	info@thinkinterlink.com www.thinkinterlink.com	●				●	●	●		●	●	●	●	●	●
IQMS 866-FOR-ERP2	sales@iqms.com www.iqms.com	●			●	●	●			●				●	
JDA Software Group 480-308-3000	info@jda.com www.jda.com	●	●		●		●	●		●	●		●	●	●
Kewill 877-872-2379	info@kewill.com www.kewill.com	●	●	●	●	●	●	●		●		●	●	●	●
Knighted 973-746-9802	sales@knightedcs.com www.knightedcs.com	●	●	●	●	●	●	●		●	●			●	●
LeanLogistics 616-738-6400	sales@leanlogistics.com www.leanlogistics.com		●	●			●	●		●	●		●	●	●
LOG-NET 732-758-6800	sales@log-net.com www.log-net.com		●	●	●	●	●	●		●	●	●	●	●	●
LogFire 678-261-4001	thall@logfire.com www.logfire.com	●	●	●			●	●		●	●		●	●	●
Logility 800-762-5207	info@logility.com www.logility.com	●	●		●	●	●	●		●	●		●	●	●
Logistics Management Solutions 800-355-2153	info@lmslogistics.com www.lmslogistics.com		●	●	●	●	●			●	●			●	●
Logistix Solutions 703-796-0141	bcamozzo@cox.net www.logistixsolutions.com	●	●	●			●			●	●	●	●	●	●
Made4net 201-645-4345	sales@made4net.com www.made4net.com	●	●	●	●	●	●	●		●	●		●	●	●
Magaya Corporation 786-845-9150	info@magaya.com www.magaya.com	●	●	●	●	●	●				●		●	●	
MagicLogic Optimization 206-274-6248	sales@magiclogic.com www.magiclogic.com	●	●	●	●	●	●			●	●		●	●	●
Management Dynamics 201-623-9471	solutions@managementdynamics.com www.managementdynamics.com	●	●	●	●	●	●	●		●	●	●	●	●	●
Manhattan Associates 678-597-7091	info_americas@manh.com www.manh.com	●	●	●	●	●		●			●		●	●	●
McLeod Software 205-823-5100	sales@mcleodsoftware.com www.mcleodsoftware.com	●	●			●	●	●					●	●	●
MercuryGate International 919-469-8057	sales@mercurygate.com www.mercurygate.com	●	●	●	●		●	●		●	●	●	●	●	●
Mincron Software Systems 281-999-7010	pcuellar@mincron.com www.mincron.com	●			●	●	●				●			●	●

*** COST BASIS**

TRANSACTIONAL: scalable, depending on the number of transactions
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SPECIALIZATION	SOLUTIONS OFFERED																							
	AUDITING/CLAIMS/ FREIGHT PAYMENT	CUSTOMER RELATIONSHIP MGMT	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PRODUCT LIFECYCLE MANAGEMENT	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SUPPLY CHAIN MANAGEMENT	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Global trade compliance, regulatory content, connectivity							●	●									●							
WMS								●							●								●	●
Shop floor integration, single database with expanded ERP features		●	●	●	●	●		●					●			●	●	●				●	●	
Network design & optimization, transportation bid collaboration	●		●					●	●	●	●	●	●	●		●		●	●	●	●			
Parcel shipping, reverse logistics, global trade management							●	●			●			●				●		●		●		
Food, retail, e-commerce, manufacturing, wholesale distribution								●								●						●	●	●
Transportation technology and supply chain services												●				●					●			
Cloud-based end-to-end global logistics technology	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Retail, 3PLs				●	●			●	●					●		●		●	●		●	●		
Supply chain visibility, demand, inventory and replenishment planning	●		●	●				●	●	●	●	●							●		●	●		
Industrial manufacturing, chemicals	●								●	●	●			●		●		●	●		●			
Distribution network design, routing and scheduling, truckload scheduling								●		●	●			●		●			●		●			
WMS								●								●					●	●	●	●
WMS, cargo system, TMS, cargo tracking, system-to-system integration	●	●			●		●	●						●		●		●	●		●	●	●	
Load planning, palletization, cartonization									●															
Trade compliance, global trade content, supply chain visibility, trade portals							●	●									●	●	●		●			
Supply chain optimization	●		●	●			●	●	●	●	●	●	●	●		●		●	●	●	●	●	●	●
Freight management, brokerage management, trucking dispatch	●				●	●			●	●	●	●				●		●			●	●	●	●
Multi-enterprise, multi-modal end-to-end TMS	●				●						●					●			●		●			
Wholesale distribution						●																●		

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		LOCAL	WEB/HOSTED	TRANSACTIONAL	SYSTEM	SEAT/USER	LESS THAN \$50K	\$50K TO \$250K	\$250K +	NO CHARGE TO THE CUSTOMER	MANUFACTURING	RETAIL/E-BUSINESS/ WHOLESALE	SERVICES/ GOVERNMENT	TRANSPORTATION	SMALL/MEDIUM COMPANIES
Next View Software 714-881-5105	sales@nextviewsoftware.com www.nextviewsoftware.com		●			●	●						●	●	●
NTE 888-607-9371	sales@nte.com www.nte.com	●	●	●	●		●	●		●	●	●	●	●	●
nVision Global 770-474-4122	sales@nvisionglobal.com www.nvisionglobal.com	●	●	●	●	●	●			●	●	●		●	●
One Network Enterprises 972-455-7769	inquiries@onenetwork.com www.onenetwork.com		●	●		●	●	●	●	●	●	●	●	●	●
Oracle 800-392-2999	oraclesales_us@oracle.com www.oracle.com	●	●	●	●	●	●	●		●	●	●	●	●	●
PeopleNet 888-346-3486	info@peoplenetonline.com www.peoplenetonline.com		●	●	●		●						●	●	●
PINC Solutions 510-845-4900	info@pincsolutions.com www.pincsolutions.com	●	●	●	●		●			●	●	●	●	●	●
Prophecy Transportation Solutions 800-776-6706	milesales@accellos.com www.mile.com	●	●	●	●	●	●						●	●	
QuestaWeb 908-233-2300	sales@questaweb.com www.questaweb.com	●	●		●	●	●	●		●	●		●	●	●
Railinc Corporation 877-724-5462	inquiries@railinc.com www.railinc.com		●	●	●		●						●	●	●
RateLinx 262-565-6150	sales@ratelinx.com www.ratelinx.com	●	●	●	●		●	●	●	●	●	●	●	●	●
RedPrairie 877-733-7724	info@redprairie.com www.redprairie.com	●	●	●	●		●	●		●	●	●	●	●	●
Retalix 469-241-8400	info@retalix.com www.retalix.com	●	●	●	●		●			●	●	●	●	●	●
RMI 404-443-4626	sales@rmiondemand.com www.rmiondemand.com	●	●	●	●	●	●	●		●			●	●	●
Roadnet Technologies† 410-847-1900	roadnet@roadnet.com www.roadnet.com	●	●	●	●	●	●	●		●	●	●	●	●	●
Robocom Systems International 718-948-6081	sales@robocom.com www.robocom.com	●				●	●			●	●	●		●	●
Royal 4 Systems 562-420-9594	sales@royal4.com www.royal4.com	●	●	●		●	●			●	●	●	●	●	●
SAP 800-872-1727	None www.sap.com	●	●	●	●	●	●	●		●	●	●	●	●	●
ShipXpress 904-241-5850	charith.perera@shipxpress.com www.shipxpress.com		●	●			●	●		●	●		●	●	●
Smart Software 800-762-7899	info@smartcorp.com www.smartcorp.com	●				●	●			●	●	●	●	●	●

† Formerly UPS Logistics Technologies

*** COST BASIS**

TRANSACTIONAL: scalable, depending on the number of transactions
SYSTEM: pricing for a complete install
SEAT/USER: scalable, depending upon system user

SPECIALIZATION

SOLUTIONS OFFERED

SPECIALIZATION	AUDITING/CLAIMS/ FREIGHT PAYMENT	CUSTOMER RELATIONSHIP MGMT	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PRODUCT LIFECYCLE MANAGEMENT	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SUPPLY CHAIN MANAGEMENT	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Labor and warehouse management systems																								
TMS, WMS, optimization, freight bill audit/ payment, document imaging	●		●	●		●	●	●	●	●	●	●		●	●	●		●	●	●	●	●		●
Global freight audit, payment, and logistics information management services	●											●				●			●		●			
Global optimization, transportation execution, and appointment scheduling	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Transportation, warehousing, global trade & fleet management, mobile SC applications	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Internet-based and integrated onboard computing & mobile communication systems						●			●		●					●	●	●	●	●			●	
RFID, yard management system, supply chain visibility and collaboration															●	●			●				●	●
Dispatching, accounting, compliance, planning, mobile communications software									●		●					●					●		●	
Global trade management for importers, exporters, FTZs, and brokers	●						●												●					
IT for railroads and rail equipment owners																					●			
Vendor compliance, LTL, TL, small parcel, integration capabilities	●									●	●	●		●		●		●			●			
Inventory, transportation, and workforce management, on-demand WMS/TMS				●	●			●			●					●		●	●	●	●	●	●	●
Supply chain and retail technology, WMS, TMS, and demand-based replenishment										●						●			●		●	●	●	●
Software, services, and solutions for the rail industry	●	●	●					●	●	●	●				●	●	●	●	●	●	●	●	●	●
Fleet management solutions									●	●	●					●	●	●	●	●	●	●	●	●
WMS, labor management, TMS, voice picking, order management								●	●		●				●						●	●	●	●
3PL/4PL, medical, food and beverage, tire and wheel, relocation	●	●	●	●	●	●		●	●	●	●		●	●	●	●		●	●	●	●	●	●	●
Suite provider	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Collaborative supply chain solutions for commodities companies			●					●	●		●						●	●	●		●		●	●
Demand forecasting, inventory optimization			●					●		●	●			●					●					

** DRP/MRP: Distribution Resource Planning/Material Resource Planning

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THE TOP 100 LOGISTICS IT PROVIDERS 2011

COMPANY NAME & PHONE NUMBER	E-MAIL & WEB ADDRESSES	PLATFORM			COST BASIS*			PRICE RANGE			INDUSTRIES				NICHE	
		LOCAL	WEB/HOSTED	TRANSACTIONAL SYSTEM	SEAT/USER	LESS THAN \$50K	\$50K TO \$250K	\$250K +	NO CHARGE TO THE CUSTOMER	MANUFACTURING	RETAIL/E-BUSINESS/ WHOLESALE	SERVICES/ GOVERNMENT	TRANSPORTATION	SMALL/MEDIUM COMPANIES	LARGE COMPANIES	
SMC³ 800-845-8090	sales@smc3.com www.smc3.com	●	●	●		●				●	●	●	●	●	●	
SPS Commerce 866-245-8100	info@spscommerce.com www.spscommerce.com		●	●		●	●			●	●	●	●	●	●	
Sterling Commerce, an IBM Co. 614-793-4041	saleshot@us.ibm.com www.sterlingcommerce.com	●	●	●	●			●		●	●	●	●	●	●	
Supply Chain Consultants 302-738-9215	sales@supplychain.com www.supplychain.com	●	●	●	●			●		●				●	●	
Supply Vision 847-388-0065	sales@supply-vision.com www.supply-vision.com		●	●	●	●						●	●			
Syncada from Visa^{††} 800-404-2744	info.requests@syncada.com www.syncada.com		●	●	●	●				●	●		●	●	●	
TCLogic 317-464-5152	info@tcllogic.com www.tcllogic.com	●	●		●			●	●	●	●			●	●	
TECSYS 514-866-0001	info@tecsys.com www.tecsys.com	●	●		●	●	●			●	●	●	●	●	●	
Telogis 866-TELOGIS	sales@telogis.com www.telogis.com		●	●	●	●	●			●	●	●	●	●	●	
Terra Technology 978-532-1012	joe.laro@terratechnology.com www.terratechnology.com	●		●	●			●		●	●				●	
TMW Systems 800-401-6682	sales@tmwsystems.com www.tmwsystems.com	●	●	●	●	●	●			●		●	●	●	●	
ToolsGroup 617-263-0080	us-info@toolsgroup.com www.toolsgroup.com	●	●	●	●		●	●		●	●	●	●	●	●	
Transite Technology 919-862-1900	sales@transite.com www.transite.com	●	●	●	●	●	●			●	●		●	●	●	
TransportGistics 631-567-4100	sales@transportgistics.com www.transportgistics.com	●	●	●	●	●	●			●	●	●	●	●	●	
TransWorks 260-487-4450	sales_info@trnswrks.com www.trnswrks.com		●	●		●	●			●		●	●	●	●	
Trendset Information Systems 864-527-4310	info@trendsetinc.com www.trendset.com		●	●	●	●	●			●	●		●	●	●	
Ultra Logistics 866-580-3380	tmssales@ultrashiptms.com www.ultrashiptms.com		●	●		●	●			●	●		●	●	●	
USTC Live Logistics 800-245-2839	fsigman@ustclive.com www.ustclive.com		●	●	●	●		●		●	●		●	●	●	
Xata Corporation 800-745-9282	info@xata.com www.xata.com		●	●		●	●			●	●	●	●	●	●	
Zepol Corporation 612-435-2191	info@zepol.com www.zepol.com		●	●	●	●				●	●	●	●	●	●	

†† Formerly PowerTrack

*** COST BASIS**

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SPECIALIZATION

SOLUTIONS OFFERED

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Less-than-truckload, rating, transit	●				●					●	●	●				●					●	●		
Retail compliance, customer integration/EDI, supply chain intelligence			●		●			●										●	●			●		
B2B integration solutions and supply chain execution applications	●	●			●			●	●		●				●	●	●	●	●		●	●	●	●
Chemicals, food, glass, industrial fabrics, integrated circuits			●					●		●	●								●					
Freight forwarding, logistics providers, 3PLs		●						●						●		●					●	●	●	
Freight bill processing, electronic payment, trade finance, global, cloud-based network	●																							
Inventory optimization, inventory planning, business intelligence			●					●		●	●										●			
Supply chain execution			●	●				●		●	●				●						●	●	●	●
Telematics, fleet management, driver compliance, fleet safety, transport logistics					●				●	●	●					●	●				●	●	●	●
Demand sensing, inventory, transportation forecasting			●					●		●											●	●		
Domestic surface transportation management & execution		●						●	●	●	●					●					●	●		
Supply chain planning, inventory optimization				●				●			●										●			
Transportation management solutions, software & services to carriers and 3PLs											●	●		●				●	●		●	●		
Logistics strategy and execution, transportation management	●	●									●	●		●		●		●	●		●	●	●	●
Supply chain execution	●	●			●	●			●		●	●	●			●	●	●	●	●	●	●	●	●
Freight audit and payment, TMS, logistics consulting, data mining	●				●	●			●	●	●	●	●				●	●	●	●	●	●	●	●
Software-as-a-Service TMS, supply chain management, network optimization	●								●	●	●	●		●		●		●	●		●	●	●	●
TMS and managing LTL transportation	●	●			●					●						●		●	●		●	●		
Intuitive, automated fleet management software solutions for the trucking industry											●					●	●				●	●	●	●
Tools to analyze U.S. imports and exports							●			●		●						●	●		●	●		

** DRP/MRP: Distribution Resource Planning/Material Resource Planning