



# Varsity Logistics

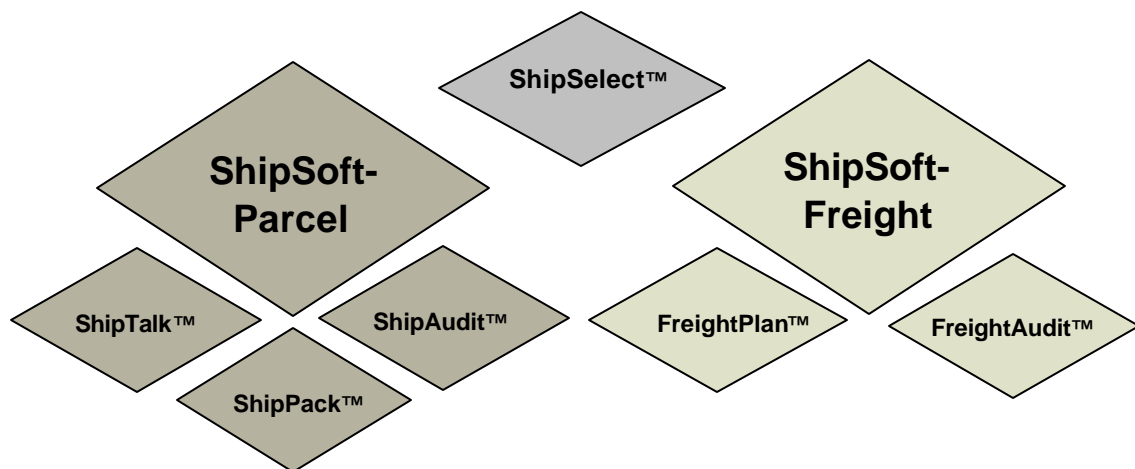
## Integrated Parcel and Freight Shipping Solutions

### Pioneer of Transportation Management Systems for the IBM iSeries

Founded in 1989, Varsity pioneered integrated, multi-carrier shipping solutions for the IBM iSeries (formerly AS/400). Today, Varsity's supply chain execution suite helps businesses of all sizes manage the full transportation spectrum of parcel, truckload, and LTL shipments. Varsity improves shipping efficiency, eliminates manual errors, and reduces shipping costs. For seamless supply chain management, Varsity provides integration to all IBM iSeries-based Enterprise Resource Planning (ERP) and order entry systems.

### Varsity's Modular Transportation Management Suite

Varsity ShipSoft-Parcel™ and ShipSoft-Freight™ support a wide array of shipping needs—from companies with single carrier domestic shipments to multi-site organizations that ship globally through multiple parcel, LTL, truckload, and rail carriers. With Varsity, companies purchase only the functionality they require. When both parcel and freight shipping are needed, Varsity ShipSoft-Parcel and ShipSoft-Freight integrate for centralized shipping management.

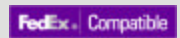


### Parcel Shipping with Varsity

*ShipSoft-Parcel* automates the entire small package shipping process for domestic and international shipments. It manages the selection of carriers, optimizes shipment pricing, and ensures label and manifesting compliance for major parcel carriers, including DHL, FedEx, UPS, and the United States Postal Service. *ShipSoft-Parcel* enables hundredweight consolidation, document generation, and shipping history reports. It also acts as the controlling application for all other Varsity software modules.

### Additional Parcel Modules Expand Functionality

- ◆ *ShipTalk* electronically links to parcel carriers for up-to-the-minute order status, minimizes late deliveries, and enables efficient supply chain management through pipeline visibility and email alerts messaging.
- ◆ *ShipPack* captures item-level detail during the packing process and reconciles packed items against the pick ticket. *ShipPack* allows shippers to easily conform to consignee requirements, quickly verify accuracy of shipments, and avoid routing guide penalties for non-compliance.



#### Comprehensive Transportation Functionality

##### Parcel Shipping

- ◆ Packing
- ◆ Rate shopping
- ◆ Bill As/Ship As
- ◆ Special charges
- ◆ Compliance label printing
- ◆ Export documents
- ◆ HAZMAT compliance
- ◆ Consolidation
- ◆ Electronic manifesting
- ◆ Track and trace
- ◆ Auditing
- ◆ Rate updates

##### Freight Shipping

- ◆ Routing guide management
- ◆ Advanced carrier selection
- ◆ Pre-shipment planning
- ◆ LTL, truckload, rail rating
- ◆ Bill of Lading
- ◆ Auditing
- ◆ Tariff management

##### Carrier Compliance

- ◆ California Overnight
- ◆ DHL International
- ◆ FedEx
- ◆ R.R. Donnelley
- ◆ United Parcel Service
- ◆ United States Postal Service
- ◆ Over 350 LTL tariffs
- ◆ Generic carriers

##### Standard ERP Interfaces

- ◆ Assist Cornerstone
- ◆ CommercialWare
- ◆ DST
- ◆ Exeter
- ◆ Friedman
- ◆ HarrisData
- ◆ IBS
- ◆ Infor A+
- ◆ Infor Style 21
- ◆ Infor XA
- ◆ Oracle JD Edwards
- ◆ SAP
- ◆ SSA/BPCS
- ◆ VAI

##### Custom Interfaces Available

"From the beginning we've said performance is key – performance before anything else. We got that with Varsity. And like many large companies, we've had special needs. Varsity has listened to those needs and has supported our business objectives and processes – without question."

Paul Jollineau  
Sr. Manager of Parts  
Operations  
Kawasaki Motors Corp.,  
U.S.A.

"With the best iSeries shipping solution on the market, smart, professional, and proactive staff, and exceptional services and support after the sale, we not only got everything we needed, but also everything we wanted, with Varsity."

Chuck Wright  
VP of Operations  
Roland U.S.

"We like working with Varsity because they maintain a close relationship with the carrier companies. With our dispersed locations, we have to have the most current shipping information."

Victoria L'Heureux  
Freight Manager  
ATC Distribution Group

"Our company had a very complex implementation which included LTL, UPS, HAZMAT, and an ERP interface. Varsity's outstanding Professional Services team stepped up and delivered enabling us to meet tight 'go live' deadlines in four high volume shipping locations."

Michael Phenev  
IT Manager  
Tyco Healthcare

- ◆ *ShipSelect* optimizes carrier selection by using automated selection criteria such as transit time, carrier preference, cost, mode, performance, and carrier service types.
- ◆ *ShipAudit* reconciles actual carrier invoices against anticipated costs preventing the payment of overcharges, duplicate bills, or invalid charges. This automation eliminates third-party audit and administrative expense.
- ◆ *SpeedWeigh™* allows shippers to automatically retrieve package weight from the shipping scale, eliminates the need for an additional *get-weight* barcode scan or manual entry of package weight, and combines package weight with destination, package dimensions, service type, and carrier rates to determine shipment costs.

### Freight Shipping with Varsity

*ShipSoft-Freight* automates the weigh, rate, and label functions for LTL, truckload, and rail shipments domestically—or to Canada and Mexico—enabling customers to select the optimal mode and carrier. *ShipSoft-Freight* generates pro/tracking numbers and supports the generation of Bills of Lading (including VICS) and LTL labels. For those with more complicated shipping rules, *ShipSoft-Freight* manages complex moves, including multi-stop and cross border.

### Additional Freight Modules Expand Functionality

- ◆ *FreightPlan* automates the pre-shipment load planning process for inbound and outbound freight and ensures the most effective route is selected. Dynamic load building, order consolidation, shipping plan production, online review, and acceptance improve shipment planning.
- ◆ *FreightAudit* provides automatic freight bill processing and audit capabilities for LTL, truckload, and rail shipments. The software audits hard copy and EDI freight bills from carriers, enables self-invoicing, supports freight cost allocation and accrual reporting, and provides historical reporting.
- ◆ *ShipSelect* optimizes carrier selection by using automated selection criteria such as transit time, carrier preference, cost, mode, performance, and carrier service types.

### Seamless Integration to Core Business Functions

To save information technology expense and simplify implementation, Varsity offers standard interfaces to most major ERP, warehouse management, and order entry systems running on the IBM iSeries. To maintain ongoing compatibility, these pre-built interfaces are supported under Varsity's standard maintenance agreement. Varsity's flexible architecture also enables the rapid and cost-effective development of custom interfaces.

### Commitment to Customer Satisfaction

Varsity's commitment to customer satisfaction extends throughout the culture of the organization. It includes around-the-clock customer service, first-class implementations, and strict adherence to carrier compliance standards.

Varsity's Professional Services team offers implementation and integration consulting, in addition to software customization and training, to ensure customers get up and running quickly and cost effectively. Varsity follows a successful implementation methodology that has been put to the test at over 1,000 Varsity shipping sites.

A staunch commitment to carrier compliance drives Varsity's high customer satisfaction levels. Varsity works directly with customers and carriers to ensure the most timely rate updates and critical compliance changes to labels, manifests, service types, and value added services. Varsity products are compliant with all major parcel, LTL, and truckload carriers.

Fast, personal, and accurate support is vital to ongoing customer success. Varsity provides around-the-clock customer support through a team of technical support representatives ready to respond to maintenance, operational, or setup questions whenever the need arises.