

NNR Global Logistics USA Moves Ahead With Rate Explorer

Global NVOCC chooses Management Dynamics' logistics contract and price management solution to improve customer service and increase sales

EAST RUTHERFORD, NJ – May 5 (SEND2PRESS NEWSWIRE) – Management Dynamics, Inc., a leading provider of on-demand solutions for global transportation and supply chain management, today announced that NNR Global Logistics USA Inc. is using Rate Explorer to streamline its pricing activities and offer customers a faster turnaround time for rate requests.



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A worldwide provider of international freight forwarding and logistics services, NNR needed to improve sales and operational efficiency to take advantage of growing demand for its global logistics services. With nearly 6,000 rate requests received per year, NNR found that a twenty-four hour response time was no longer acceptable to prospective customers, and did not provide the sales organization with enough time to identify the best routing and negotiate the final rate. Also, by relying on spreadsheets, text based contracts and manual data entry processes for amendments, NNR realized that there's a lot of room for errors.

In order to become more responsive to the market, maximize margins and improve close rates for new opportunities, NNR evaluated industry-leading contract management systems, and selected Rate Explorer for three primary reasons:

* Superior rating accuracy with multi-leg searches and inclusion of all applicable general rate increases (GRIs) and other surcharges by linking directly to each carrier's governing rules tariffs

* Flexibility to define pricing and build proposals that include ocean rate and other value-added freight forwarding services, customs clearance, and handling charges

* A streamlined user experience that enables significant productivity gains for sales and operational staff

"Before we automated our contracts with Management Dynamics, some days I could be in the office preparing rate quotes until 9 or 10 o'clock at night," said Liz Boyles, Ocean Division Manager, NNR Global Logistics USA Inc. "Rate Explorer eliminates 80% or more of the effort involved in preparing a customer quotation, especially the more complex quotes with two or three alternative routings, different equipment options, and various value-added services. Now, we can respond within a couple of hours – or sooner – which gives our sales team a real edge in a super-competitive market."

"Shippers today expect their logistics service providers to respond to rate requests the same day – often while still on the telephone," said John Preuninger, President of Management Dynamics. "NNR has taken the right step to automate its portfolio of contracts and use pricing tools that allow them to respond faster than the competition with more differentiated proposals."

The NNR Rate Explorer application was implemented and went live within four-weeks. The system currently manages twelve contracts and is used by over fifty transportation professionals to improve customer service and sales performance.

About NNR Global Logistics USA

NNR is a worldwide provider of international freight forwarding and logistics services including air freight, ocean freight, logistics management and Customs services. A neutral non-vessel operating common carrier (NVOCC), it provides less-than-container load and full container service to and from the United States. NNR has 23 offices throughout the USA, as well as in Japan, Hong Kong, the United Kingdom, Germany, Taiwan, Korea and Malaysia, plus an extensive network of agents. The company began in 1908 as Nishi Nippon Railroad (Western Japan Railroad) and is part of the Japanese conglomerate Nishitetsu Group. Further information is available on the NNR website at www.nnrusa.com.

About Management Dynamics, Inc.

Management Dynamics is a leading provider of on-demand solutions that improves the performance of global supply chains for importers, exporters, logistics service providers, and carriers. The company's solutions synchronize the flow of information among trading partners, optimize supply chain execution decisions and streamline logistics processes. Management Dynamics is the time-proven solution with over 9,000 global users at some of

world's most successful 3PLs, carriers, manufacturers, retailers, and high technology companies. For more information, please visit www.ManagementDynamics.com or call (201) 935-8588.

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News issued by: Management Dynamics, Inc.

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Original Story ID: (344) :: 2005-05-0505-002

Original Keywords: Management Dynamics, Rate Explorer, Ocean Transportation, Shipping, logistics, supply chain management, NNR Global Logistics USA, New Jersey news, software, rate requests, NVOCC, logistics contract and price management solution Management Dynamics, Inc.