



meet the top 100

LOGISTICS IT PROVIDERS 2010

by Joseph O'Reilly

Inbound Logistics' annual survey of logistics IT providers serves a double purpose. The input we receive—this year from more than 200 logistics technology companies—serves as a starting point in our Top 100 selection process, giving us raw data to begin narrowing down our choices. It also offers a compelling perspective of where shippers are pulling industry, and how industry is responding. Read on for a look at logistics technology trends—and, of course, our picks for this year's Top 100 Logistics IT Providers.

The logistics technology space is as dynamic as ever. Industry contraction over the past year, highlighted by JDA Software's completed acquisition of i2 Technologies, is redefining the marketplace. No less important or transparent, end users are shaping the trajectory of next-generation solutions.

Inbound Logistics' annual Top 100 Logistics IT Providers research effort offers a compelling perspective of where shippers are pulling industry, and how industry is responding. Feedback from more than 200 logistics technology companies demonstrates that demand sensitivity is a two-way street.

What's Hot in Logistics IT

Solutions Offered	2010	2009
SCM/SCEM	73	74
Optimization	61	61
Transportation/TMS	59	62
Warehousing/WMS	41	47
Auditing/Claims/Freight Payment	39	45
Global Trade Management	26	30

The explosion of logistics technologies and companies over the past decade has begun to ebb, partly as a result of recessionary contraction as well as third-party logistics predation. Supply chain management solutions remain the soup du jour for technology companies and shippers, with 73 percent of this year's survey respondents offering these types of capabilities. Transportation and logistics optimization tools also show steady progress (61 percent, which matches last year's figures).

By contrast, the number of companies offering TMS and WMS technologies dropped three and six percent respectively compared to 2009, and 10 percent and five percent over the past four years—largely the consequence of market consolidation. More telling, auditing/claims/freight payment is now offered by only 39 percent of IT companies (versus 51 percent in 2007), arguably a result of 3PLs co-opting this functionality and wrapping their own value-added services around data-mining solutions. Also worth noting, global trade management technologies, still a maturing IT niche, show a slight decline (26 percent) this year. With U.S. Customs and Border Protection's Importer Security Filing in full force, some shippers and consignees may be more inclined to outsource compliance rather than manage that complexity in-house.

SOURCE: Top 100 Logistics IT Providers Survey, 2010

The on-demand, Software-as-a-Service (SaaS) revolution has reached its ascendancy and serves as a telling sign of how shippers are engineering the next evolution of supply chain technologies. Logistics solutions have become less commoditized and more differentiated, and vendors are no longer simply developers; they have become technology "service" providers.

In addition to core, stand-alone transportation, warehouse management, and ERP systems, IT solutions providers have opened up their product portfolios to include more industry-specific and function-centric solutions. From transport optimization patches to apparel-oriented product lifecycle management modules to "tweener" technologies that meld warehouse management and control competencies, customized or off-the-shelf, technology developers are responding to demand—on demand.

ADDING CUSTOMIZED VALUE

Apart from delivering specific transportation and logistics needs, IT companies also meet unique customer requirements. Nine out of 10 technology companies responding to this year's Top 100 Logistics IT Providers survey offer a Web/hosted platform, while 63 percent provide both local and hosted solutions, matching last year's data.

Recessionary tactics have compelled technology vendors to reach beyond their customer comfort zone, targeting more types of companies—reflected by the fact that 85 percent of survey respondents sell to both large and small- and medium-sized businesses, a seven-percent increase over 2009.

This diversification translates to industries as well. Manufacturing and

retail have long been suitors of logistics technology—and that remains the case with 88 and 84 percent of surveyed logistics IT companies serving these verticals, respectively. Increasingly, transportation carriers and third-party logistics intermediaries are also tapping the logistics IT spigot rather than investing in and building their own proprietary systems, with 85 percent of respondents selling to this niche.

VETTING NEW INVESTMENTS

Shrinking IT budgets, return on investment immediacy, and pressure to rationalize spending across the enterprise have given technology buyers greater pause as they vet new investments. Average technology spend took a noticeable dive in 2009, according to survey respondents. The lion share of IT capital allocation is in the \$50,000 to \$250,000 range, up eight percent from last year, while 51 percent of spend is less than \$50,000, a 15-percent increase.

All these efforts to match solutions to demand are paying major dividends for IT companies. In spite of a sluggish economy, technology providers report largely positive results. In terms of increasing their customer base, 82 percent of respondents cite growth beyond five percent (compared to 85 percent last year). Sales remain solid, matching last year's figures, with 78 percent acknowledging increases of five percent or more; and the number of IT companies reporting profitability beyond five percent increased to 74 percent, from 72 percent in 2009. By contrast, only seven percent of IT companies indicate a loss of customers, nine percent a loss of sales, and 12 percent a loss in revenue.

This year's Top 100 Logistics IT

The Price is Right

Cost Basis	2010	2009	2008	2007	2006
Transactional	66	51	50	50	45
System	73	72	69	68	65
Seat/User	59	65	62	66	64

There has been a sizeable swell in transactional purchasing arrangements, with 66 percent of logistics IT companies reporting this as the preferred method of payment, compared to 51 percent last year. Over the past five years, the number of vendors offering transactional, pay-for-play options has increased more than 20 percent, driven largely by the emergence of on-demand delivered solutions. By contrast, and as a consequence of discretionary spending, the popularity of per-user price structures has marginally waned. For core logistics IT solutions, full-system installation and pricing remains the most likely option, with 73 percent of surveyed solutions providers offering this capability.

SOURCE: Top 100 Logistics IT Providers Survey, 2010

Providers list reflects current market flux, with a host of new companies joining the crowd and some recognizable names no longer in play. There are 23 new additions to the 2010 directory, including 15 debutants—the greatest Top 100 volatility in recent years.

Change is apparent in the types of technology companies that comprise the Top 100 as well, with a rich mix of specialties across supply chain and logistics functions and niche industries. 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, logistics IT vendors are helping shippers better respond to demand.

This wealth of information technology, and market pressures to

rationalize technology spend, require even greater due diligence vetting solutions. *Inbound Logistics'* annual Top 100 Logistics IT Providers is a good place to begin this process.

2010 TOP 100: CHANGING OF THE GUARD

Selecting the Top 100 requires a similar attention to detail, understanding our readers' unique logistics and supply chain challenges, and pairing them with capable solutions providers. We look for companies where logistics and supply chain solutions are core, and where customer successes are documented and publicized. *IL* editors pared this year's list from more than 200 submissions, using questionnaires, online research, and shipper interviews to validate our picks.

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

top 100

LOGISTICS IT PROVIDERS 2010

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
Aankhen 408-387-0083	info@aankhen.com www.aankhen.com		■	■	■	■					■	■	■	■	■	■
Accellos 719-433-7018	chris.oshea@accellos.com www.accellos.com	■	■		■	■	■	■	■		■	■		■	■	■
Agistix 888-AGISTIX	sales@agistix.com www.agistix.com		■	■	■	■	■	■	■		■	■	■	■	■	■
AL Systems 973-586-8500	ccastaldi@alsysinc.com www.alsystems.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 978-528-2284	sales@arigo.com www.arigo.com	■	■	■	■	■		■	■		■	■		■	■	■
ASC Software 937-429-1428	sales@ascsoftware.com www.ascsoftware.com	■	■		■	■		■	■		■	■	■	■	■	■
BestTransport 614-888-2378	ptaylor@besttransport.com www.besttransport.com		■	■				■	■	■	■		■	■	■	■
Cadre Technologies 888-599-5868	info@cadretech.com www.cadretech.com	■	■	■	■	■		■			■	■	■	■	■	■
CAPE Systems 800-229-3434	sales@capesystems.com www.capesystems.com	■	■	■	■	■	■	■	■		■	■	■	■	■	■
CargoSmart 408-325-7600	info@cargosmart.com www.cargosmart.com		■	■	■		■				■	■	■	■	■	■
Cass Information Systems 314-506-5500	cass@cassinfo.com www.cassinfo.com		■	■				■			■	■	■	■		■
Cheetah Software Systems 800-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		■	■	■	■		■	■		■	■	■		■	■
Compliance Networks 954-385-6527	info@compliancenet.com www.compliancenet.com	■	■		■			■		■	■	■	■	■	■	■
CT Logistics 216-267-2000	sales@ctlogistics.com www.ctlogistics.com	■	■	■	■	■		■			■	■	■	■	■	■
CTSI 901-766-1500	solutions@ctsi-global.com www.ctsi-global.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																								
	AUDITING/CLAIMS/ FREIGHT PAYMENT	CRM*	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PLM	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SCM	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT	
Physical and financial supply chain visibility					■		■	■				■					■		■	■	■				
Supply chain, warehouse, inventory, transportation management	■				■			■	■		■					■	■			■		■	■	■	
High-tech manufacturing, aerospace and defense, communications, 3PL	■						■									■		■			■				
Warehouse control and automated picking systems											■									■					
Fleet routing and territory optimization, GPS tracking, continuous move planning				■					■	■	■					■						■			
Consumer product companies		■	■	■	■	■		■		■			■							■				■	
MES and WMS				■				■															■		
Supply chain collaboration	■				■		■		■			■	■			■	■	■	■						
Food/beverage, pharmaceutical, manufacturing, 3PL			■	■	■			■	■	■	■				■	■		■	■				■	■	
Transportation execution, freight payment									■		■											■			
WMS for 3PL and distribution companies								■			■			■						■		■	■	■	■
Supply chain, pallet and truck optimization, sustainability								■	■		■				■					■	■	■		■	■
Supply chain visibility and collaboration, shipment execution, trade compliance	■	■			■		■				■					■	■	■	■			■		■	■
Freight bill rating, audit, payment, business intelligence services	■																			■					
Dispatch, routing, customer service									■		■					■				■		■		■	■
Supplier/vendor management, security, supply chain management	■			■			■					■						■	■	■					
Sourcing and optimization technologies											■	■													
Supply chain performance improvement, visibility, vendor compliance	■										■								■	■			■		
Freight rating and carrier costing, freight payment, audit, and accounting, TMS	■			■					■	■	■			■		■		■	■	■	■	■	■	■	■
All industries and modes, especially 3PL/LSP, manufacturing	■			■			■		■	■	■			■		■			■	■	■	■	■	■	■

*CRM: Customer Relationship Management ** DRP/MRP: Distribution Resource Planning/Material Resource Planning

top 100

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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
Data2Logistics 609-683-3917	harold.friedman@data2logistics.com www.data2logistics.com		■	■							■	■	■	■	■	■
Datex 727-571-4159	sales@datexcorp.com www.datexcorp.com	■	■	■	■	■	■				■	■		■	■	■
Deposco 877-770-1110	info@deposco.com www.deposco.com		■	■					■		■	■	■	■	■	■
Descartes Systems Group 800-419-8495	info@descartes.com www.descartes.com	■	■	■	■	■	■	■			■	■	■	■	■	■
Elemica 610-786-1200	rbushnell@elemica.com www.elemica.com	■	■	■	■		■	■			■		■	■	■	■
Epicor Software 800-999-6995	info@epicor.com www.epicor.com	■	■		■	■		■	■		■	■	■	■	■	■
Foxfire Technologies 864-868-5243	sales@foxfiresoftware.com www.foxfiresoftware.com	■	■			■		■			■	■	■	■	■	■
Freightgate 714-799-2833	sales@freightgate.com www.freightgate.com	■	■	■	■	■	■	■	■		■	■	■	■	■	■
GlobeRanger 469-330-5526	(none) www.globeranger.com	■	■	■	■		■				■	■	■	■	■	■
HighJump Software 866-444-4586	sales@highjump.com www.highjump.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		■	■			■				■	■	■	■	■	■
Inovis 877-4-INOVIS	info@inovis.com www.inovis.com	■	■	■	■		■	■	■		■	■	■	■	■	■
INSIGHT 703-366-3061	(none) www.insightoutsmart.com	■	■	■	■		■	■			■	■	■	■	■	■
Integration Point 704-576-3678	sales@integrationpoint.com www.integrationpoint.com		■	■			■	■			■	■	■	■	■	■
Intergis 646-278-4812	sales@intergis.com www.intergis.com	■	■	■	■	■	■	■			■	■	■	■	■	■
Interlink Technologies 800-655-5465	info@thinkinterlink.com www.thinkinterlink.com	■				■		■			■	■	■	■	■	■
IQMS 866-367-3772	sales@iqms.com www.iqms.com	■		■	■	■	■	■			■		■	■	■	■
JDA Software Group 800-438-5301	info@jda.com www.jda.com	■	■	■	■	■		■			■	■	■	■	■	■

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SPECIALIZATION	SOLUTIONS OFFERED																							
	AUDITING/CLAIMS/ FREIGHT PAYMENT	CRM*	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PLM	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SCM	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Global freight bill, audit processing/payment, and information services	■										■	■						■	■		■			
Apparel, pharmaceutical, frozen/refrigerated					■		■					■		■		■			■			■	■	■
Solutions for distributors, manufacturers, and retailers							■				■								■			■		
Global trade and compliance, supply chain execution, mobile resource management	■						■					■				■			■		■		■	■
Supply chain integration, procurement, logistics, sourcing, inventory replenishment	■		■		■		■					■		■		■		■	■		■			
ERP solutions		■	■	■	■	■	■				■	■	■	■	■	■	■	■	■	■		■	■	■
WMS, TMS, shop floor control							■								■						■	■	■	
Scalable supply chain solutions	■				■		■		■	■	■	■		■		■	■	■	■	■	■			
SCM, asset tracking, inventory and logistics management							■				■				■				■				■	■
Food and beverage, retail, 3PL							■				■				■	■		■	■		■	■	■	■
Flexible, modular software product line scalable to intermediaries	■		■	■	■	■	■	■	■	■	■	■					■	■	■	■	■	■	■	
Manufacturing and distribution solutions with built-in best practices and specific capabilities	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Fully-hosted, Web-based TMS and full suite of logistics and transportation services	■	■			■				■	■	■	■		■	■	■		■	■		■		■	
Outsourcing services, managed file transfer					■													■	■	■				
Strategic supply chain planning, network design, transportation							■			■	■							■	■	■	■			
Global compliance, regulatory content and connectivity							■	■										■						
Logistics software, mobile resource management, asset tracking		■	■				■			■	■				■	■	■				■		■	■
WMS							■															■	■	■
Automotive, medical device, packaging, consumer goods, plastics, rubber		■	■	■	■	■	■	■	■	■	■	■				■	■	■	■	■	■	■	■	■
The entire closed-loop transportation management process	■	■	■			■	■	■	■	■	■	■	■			■		■	■	■	■	■	■	■

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Kewill 978-482-2500	info@kewill.com www.kewill.com	■	■	■	■	■	■			■	■	■	■	■	■	■
Knighted Computer Systems 973-809-6039	sales@knightedcs.com www.knightedcs.com	■	■	■	■	■	■	■		■	■	■	■	■	■	■
LeanLogistics 616-796-7509	sales@leanlogistics.com www.leanlogistics.com		■	■			■	■	■	■	■	■	■	■	■	■
Llamasoft 734-418-3120	sales@llamasoft.com www.llamasoft.com	■	■	■	■	■	■	■		■	■	■	■			■
Logility 800-762-5207	info@logility.com www.logility.com	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Logistics Management Solutions 800-355-2153	info@lmslogistics.com www.lmslogistics.com		■	■	■	■	■	■		■	■			■	■	
LOG-NET 732-758-6800	sales@log-net.com www.log-net.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	info@magiclogic.com www.magiclogic.com	■	■	■	■	■	■	■		■	■	■	■	■	■	■
Management Dynamics 201-623-9471	solutions@managementdynamics.com www.managementdynamics.com	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Manhattan Associates 770-966-7070	info_americas@manh.com www.manh.com	■	■		■				■		■		■	■	■	■
MercuryGate International 919-469-8057	mbw@mercurygate.com www.mercurygate.com	■	■	■	■	■	■	■		■	■	■	■	■	■	■
Mincron Software Systems 281-999-7010	pcuellar@mincron.com www.mincron.com	■			■	■	■	■		■	■			■	■	■
New Generation Computing 305-556-9122	sales@ngcsoftware.com www.ngcsoftware.com	■	■		■	■	■	■		■	■	■	■	■	■	■
Next View Software 602-524-7662	steve.simmerman@nextviewsoftware.com www.nextviewsoftware.com	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
NTE 214-550-1951	sales@nte.com www.nte.com	■	■	■	■		■	■	■	■	■	■	■	■	■	■
nVision Global 770-474-4122	sales@nvisionglobal.com www.nvisionglobal.com	■	■	■		■	■	■		■	■		■	■	■	■
One Network Enterprises 972-385-8630	inquiries@onenetwork.com www.onenetwork.com	■	■	■			■	■	■	■	■	■	■	■	■	■
Oracle 800-392-2999	oraclesales_us@oracle.com www.oracle.com	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■

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SPECIALIZATION	SOLUTIONS OFFERED																								
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Parcel shipping enterprise solutions, global trade solutions							■								■					■	■				
Warehouse and yard management, warehouse automation, voice logistics								■			■						■						■	■	■
Transportation management, procurement and benchmarking, freight optimization	■								■	■	■	■					■		■	■	■	■			
Supply chain network design								■		■	■									■					
Supply chain visibility, demand and inventory planning, transportation management			■	■				■	■	■	■	■								■		■	■		■
Industrial manufacturing, chemical	■								■	■	■				■		■		■			■			
End-to-end order management and visibility, carrier, Customs, and warehouse portal	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
WMS, dynamic routing, delivery management, supply chain visibility								■									■		■			■			
Freight management, WMS, accounting, cargo tracking	■			■		■	■	■									■		■		■	■	■	■	
Load planning, palletization, cartonization									■																
Trade compliance, supply chain visibility, transportation and performance management							■	■										■	■	■		■			
Supply chain optimization	■		■	■				■	■	■	■	■			■	■	■	■	■	■	■	■	■	■	■
TMS, transportation planning, load optimization, settlement and reporting	■	■		■		■		■	■	■	■	■			■		■		■	■		■			
Full WMS system				■		■		■	■		■	■	■			■		■	■				■		
Plant-level purchase order and import management, fashion, retail, CPG			■			■	■	■	■			■	■					■	■				■		
Labor management/productivity, warehouse management				■				■	■	■	■				■	■	■		■			■	■	■	■
Supply chain, inbound and outbound, integrated TMS, WMS, OMS	■		■					■	■		■	■			■	■	■		■	■		■	■	■	■
Global freight audit, payment, and logistics information management services	■			■						■	■	■					■		■		■				
Federated cloud computing	■	■	■	■	■	■	■	■	■	■	■	■			■	■	■		■	■	■	■	■	■	■
Transportation, warehousing, global trade and fleet management, mobile SC applications	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■

*CRM: Customer Relationship Management ** DRP/MRP: Distribution Resource Planning/Material Resource Planning

top 100

LOGISTICS IT PROVIDERS 2010

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
PeopleNet 888-346-3486	info@peoplenetonline.com www.peoplenetonline.com		■	■	■		■						■	■	■
PINC Solutions 510-845-4900	info@pincolutions.com www.pincolutions.com		■		■					■	■	■	■	■	■
Precision Software (QAD) 312-239-1630	info@precisionsoftware.com www.precisionsoftware.com	■	■	■	■		■			■	■	■	■	■	■
Prophecy 800-776-6706	sales@mile.com www.mile.com	■	■	■	■	■							■	■	
QuestaWeb 908-233-2300	sales@questaweb.com www.questaweb.com	■	■		■		■			■	■	■	■	■	■
RateLinx 262-565-6150	sales@ratelinx.com www.ratelinx.com	■	■	■					■	■				■	■
Reddwerks 877-257-3031	sales@reddwerks.com www.reddwerks.com	■			■		■	■		■	■	■			■
RedPrairie 877-733-7724	jeff.constable@redprairie.com www.redprairie.com	■	■	■	■	■	■	■	■	■	■		■	■	■
Retalix USA 469-241-8400	infoUSA@retalix.com www.retalix.com	■	■		■		■	■			■		■	■	■
RMI 404-443-4626	sales@rmiondemand.com www.rmiondemand.com		■	■		■	■	■		■			■	■	■
Robocom Systems Int'l. 631-861-2056	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	■	■	■	■	■	■	■		■	■	■	■	■	■
Shippers Commonwealth 843-805-6607	info@shipcomm.com www.shipcomm.com	■	■		■		■			■	■			■	■
ShipXpress 904-241-5850	info@shipxpress.com www.shipxpress.com		■	■		■				■	■		■	■	■
Smart Software 800-762-7899	sales@smartcorp.com www.smartcorp.com	■	■		■		■			■	■	■		■	■
SmartTurn 888-667-4758	info@smartturn.com www.smartturn.com		■	■		■				■	■	■	■	■	■
SMC³ 800-845-8090	info@smc3.com www.smc3.com	■	■	■	■	■	■		■	■	■	■	■	■	■
SPS Commerce 866-245-8100	info@spscommerce.com www.spscommerce.com		■	■		■	■			■	■		■	■	■
Sterling Commerce 614-793-4041	inquiry@stercomm.com www.sterlingcommerce.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																							
	AUDITING/CLAIMS/ FREIGHT PAYMENT	CRM*	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PLM	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SCM	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Mobile communications, onboard computing and fleet management											■					■	■		■				■	
RTLS/RFID, yard, fleet, and carrier management									■		■					■	■	■	■	■			■	■
Transportation management, parcel shipping, global trade management	■						■								■	■			■		■			
Private fleets, for-hire carriers, distributors								■	■		■					■	■		■		■	■	■	■
Global trade management for importers/exporters, FTZ, brokers	■						■								■			■	■					
Multi-site facilities, complex shipping needs, all modes	■				■					■	■	■			■		■		■	■	■	■		
Warehouse performance management software								■	■		■				■	■						■	■	
Software solutions for workforce, inventory, transportation	■			■			■	■	■	■	■	■			■	■	■		■		■	■	■	■
Supply chain and retail technology	■	■	■	■		■	■	■	■	■	■	■			■	■	■		■	■	■	■	■	■
Railroads and rail transportation users																■						■	■	■
Food and beverage, manufacturing, tires, fasteners, and industrial supply								■	■		■					■							■	
Automotive, food, 3PL, manufacturing		■	■	■	■	■	■	■	■	■	■	■	■		■			■	■			■	■	■
Suite provider	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Shipment optimization with mode shifting, carrier assignment, and freight settlement	■								■	■	■	■			■		■					■		
Rail and truck management		■	■		■			■														■		■
Demand forecasting and planning, inventory optimization			■					■		■	■				■					■				
Online inventory control, wireless/mobile computing, purchasing, order fulfillment					■			■											■	■			■	■
LTL rating and routing, LTL purchasing and procurement					■						■													
EDI, bar-code labels			■					■		■									■	■				
B2B integration solutions and supply chain execution applications	■	■			■			■	■		■				■	■		■	■		■	■	■	■

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top 100

LOGISTICS IT PROVIDERS 2010

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
Supply Chain Consultants 302-738-9215	jheatherington@supplychain.com www.supplychain.com	■		■	■		■			■					■	■
TAKE Supply Chain 512-231-8191	info@takesupplychain.com www.takesupplychain.com	■	■	■	■		■			■			■		■	■
TCLogic 317-464-5152	info@tclogic.com www.tclogic.com	■	■	■	■		■			■	■				■	■
TECSYS 800-922-8649	info@tecsys.com www.tecsys.com	■	■	■	■	■	■	■			■		■		■	■
Telogis 1-866-TELOGIS	sale@telogis.com www.telogis.com		■	■		■	■					■	■		■	■
Terra Technology 203-847-4007	kerry@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	■	■	■	■			■	■	■	■		■		■	■
TradeBeam 650-653-7248	info@tradebeam.com www.tradebeam.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		■	■			■			■	■		■		■	■
U.S. Bank Transportation Solutions† 800-925-4324	paymentsolutions@usbank.com www.usbpayment.com		■	■			■			■	■	■	■			■
UltraShip TMS 201-458-1079	jrerecich@ultralogistics.com www.ultralogistics.com		■	■				■		■	■		■		■	■
UPS Logistics Technologies 410-847-1900	roadnet@ups.com www.upslogisticstech.com	■	■	■	■		■	■	■	■	■	■	■	■	■	■
USTC Live Logistics 800-245-2839	info@ustclive.com www.ustclive.com		■	■	■	■	■		■	■	■		■		■	■
XATA 952-707-5650	info@xata.com www.xata.com		■	■			■				■	■	■		■	■
Xterprise 972-690-9460	info@xterprise.com www.xterprise.com	■	■	■	■			■		■	■		■		■	■
YardView 303-862-9899	jim@cypressinland.com www.yardview.com	■	■		■		■	■		■	■	■	■	■	■	■
Zepol 612-435-2191	info@zepol.com www.zepol.com		■			■	■			■	■	■	■	■	■	■

† Formerly PowerTrack

◆ **COST BASIS**

TRANSACTIONAL: scalable, depending on the number of transactions

SYSTEM: pricing for a complete install

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	SOLUTIONS OFFERED																							
SPECIALIZATION	AUDITING/CLAIMS/ FREIGHT PAYMENT	CRM*	DEMAND MANAGEMENT	DRP/MRP**	E-BUSINESS FUNCTIONALITY	ERP	GLOBAL TRADE MGMT	INVENTORY MGMT	LOAD PLANNING	MODELING/ FORECASTING	OPTIMIZATION	PROCUREMENT	PLM	REVERSE LOGISTICS	RFID	ROUTING/SCHEDULING	SECURITY	SUPPLIER/VENDOR MANAGEMENT	SCM	SUSTAINABILITY	TRANSPORTATION/ TMS	WAREHOUSING/WMS	WIRELESS/MOBILE TECHNOLOGY	YARD MANAGEMENT
Demand planning, forecasting, inventory, optimization, sales and operations planning			■					■		■	■								■					
Automating internal processes and integrating trading partners							■	■						■	■			■	■			■	■	
Inventory optimization, inventory intelligence, analytics, supply chain management			■					■		■	■	■							■					
High-volume distribution, healthcare, 3PL			■					■				■									■	■		
Fleet management software, route planning, mobile workforce tracking										■	■					■	■				■		■	
Demand sensing and planning, inventory optimization, transportation forecasting			■					■		■	■								■		■			
Logistics technology, routing optimization, fleet and carrier management									■		■					■			■		■			
Demand-driven inventory optimization			■					■		■	■								■					
Global trade management, visibility, VMI, inventory and supplier collaboration			■				■	■			■						■	■	■					
LTL, TL, small package, ocean, and air shipment management											■	■						■	■		■			
Logistics strategy and execution, transportation management	■	■		■					■	■	■	■		■		■		■	■		■		■	
Supply chain execution	■	■		■					■	■	■					■	■	■	■	■	■	■	■	■
Freight audit, global payment, trade financing, on-line network	■						■				■							■	■					
Network planning services, SaaS TMS, supply chain consulting									■	■	■	■		■		■		■	■		■		■	
Last mile, route planning and optimization, real-time GPS dispatch and reporting											■					■					■		■	
Managing LTL transportation	■	■		■							■					■		■	■		■			
Food service and private fleets		■																	■		■		■	■
Item-level visibility, inventory, assets, and processes management								■							■		■		■					
Yard management software																								■
Information services	■		■							■		■						■						

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