

LOADMASTER®

POWERED BY McLEOD SOFTWARE

DELIVERING
SOPHISTICATED
TRUCKING
TECHNOLOGY
FOR SUCCESSFUL
TRUCKLOAD
CARRIERS

Mcleod Software's
LoadMaster® Enterprise
is the most advanced

enterprise-wide software solution
available for trucking companies.

LoadMaster offers a fully integrated
trucking dispatch operations
management system and a complete
accounting software solution designed
for the transportation business,

all in one package from one company.



SETTING THE STANDARD FOR TRUCKLOAD SOFTWARE

LoadMaster sets the industry benchmark for flexibility and ease of use. McLeod customers are able to tailor the LoadMaster dispatch solution to their own unique business processes, while taking advantage of a robust and broad set of functional capabilities.

LoadMaster is in use by more than 650 truckload companies in the United States, including van carriers, refrigerated carriers, flatbed carriers and tanker carriers.

GOING BEYOND ENTERING ORDERS, DISPATCHING TRUCKS AND PAYING DRIVERS

While LoadMaster is the best system on the market for managing the operating aspects of any truckload carrier, the primary characteristic that sets it apart is its unique capacity to empower a McLeod customer to leverage their information technology investments to **become a more efficient, more profitable trucking company.**



OPERATIONS

PLANNING AND DISPATCH

Beginning with a strong core of functionality that every trucking company needs, the LoadMaster system comes with the ability to add over 30 vital functional modules and more than 100 mature, fully tested integration products for other transportation management and trucking industry solutions ranging from mobile communications to vehicle maintenance management.

THE LOADMASTER SOFTWARE SOLUTION INCLUDES:

Dispatch Operations

- Operations Management
- Load Planning
- Auto Rating for Loads
- Load and Equipment Tracking
- Driver Management
- Driver Feasibility including HOS
- Required Equipment Verification
- Managing Backhauls
- Service Failure Analysis
- Trailer Utilization
- Appointment Management
- Quote Management
- Recurring Order Scheduler
- Order/Tractor Balance Map
- Google Map Integration
- Mileage Integration (PC*MILER & Intelliroute)
- Market Insight
- Bid Management
- OS&D Claims
- Vital Signs Reporting
- Private Notification Network

Accounts Receivable

- Freight Invoice Processing
- Collections Management
- Aged AR Reporting
- Fuel Surcharge Management
- Cash Receipts Processing
- Miscellaneous Billing

Settlements & Office Payroll

- Driver Payroll Processing
- Driver Extra Pay

- Hourly Timecard Processing
- Direct Deposit/ACH
- Escrow Management
- W2 and 1099 processing

Safety & Fuel Tax

- Accidents and Injury Tracking
- Random Drug and Alcohol Testing
- Inspections and Violation Reporting
- Fuel Tax Management and Reporting
- Driver Logs
- Driver Recruitment

General Ledger

- Account Analysis
- Manage Statistical Accounts
- Revenue/Expense Allocation
- Budget vs Actual Analysis
- Custom Financials

Accounts Payable

- Vendor Management
- Recurring Voucher Processing
- Check Processing
- Capture Expenses by Tractor and Trailer
- Bank Reconciliation
- Positive Pay Processing

Utilities

- SQL Performance Monitor
- Data Import and Conversion
- Field Marshal Custom Fields
- Global Data Search
- Saved Queries by User
- Permissions Management
- Schema Editor
- JDBC Client
- System Health
- Document Designer



LOADMASTER'S OPTIONAL MODULES & ADD-ONS INCLUDE:

- ACE & ACI e-Manifest
- Automated Driver Detention Module
- Breakthrough Fuel
- Container and Intermodal Module
- Dedicated Billing Module
- Document Imaging
- Driver Choice
- Driver Scorecard Module
- ETA/Out-of-Route

- FlowLogix
- Forms Recognition
- Fuel Optimization
- Integrated Mapping
- Internet Module (web portals)
- McLeod Anywhere Mobile Applications
- McLeod's Market Insight
- McLeod CRM
- McLeod IQ
- Microsoft Dynamics GP
- Multicurrency
- Partial Shipments Module
- Pricing Module
- Private Notification Network

- Profitability Analysis Module
- Rapid Alert Notification System (RANS)
- Real-Time Interactive Fuel
- Rendition Billing
- Rendition Settlements
- Responsibility Filtering Module
- Symphony Mobile Communications Module
- Telephone System Integration
- Trailer Tracking
- Trip Management
- Workflow & Business Process Automation

STANDARD INTEGRATION SOLUTIONS FOR LOADMASTER ENTERPRISE

McLeod offers a wide range of off-the-shelf, fully tested and supported integration trucking and dispatch solutions for LoadMaster. These integration solutions cover a wide range of trucking, dispatch and transportation industry software and hardware products.

- CREDIT REPORTING
- DISPATCH OPTIMIZATION SOLUTIONS
- DRIVER HISTORY REPORTING
- DRIVER HOS LOG AUDITS
- LOAD BOARD AND TRACTOR POSTING SERVICES
- BATCH FUEL
- FUEL OPTIMIZATION
- FUEL SURCHARGE CALCULATION ENGINES
- FUEL TAX SERVICES
- ELD/MOBILE COMMUNICATIONS AND TRAILER TRACKING SUPPLIERS
- INTEGRATED MAPPING & DIRECTIONS
- MILEAGE ENGINES
- PROFITABILITY ANALYSIS
- RATE INDEX SERVICES
- DIGITAL VOIP TELEPHONE SYSTEM
- VEHICLE MAINTENANCE SYSTEMS
- FLEET VIDEO SYSTEMS

For a complete list visit McLeodSoftware.com



BUSINESS INTELLIGENCE WITH MCLEOD IQ

McLeod's exciting business intelligence platform, McLeod IQ, was developed to provide valuable insight into the all of the things that ultimately drive your business. The ability to capture and record the data is not the problem. The issue has always been a lack of understanding data in a way that makes sense, so you can draw the right conclusions, understand the most important factors, and ultimately make better decisions.

McLeod IQ goes beyond standard flat reporting by providing a multi-dimensional analysis of your complex data while allowing you to drill into the details that make up the numbers and gain an understanding you never had before. It can also show you trends along with cause and effect relationships to help you better plan and predict for future growth. If you are interested in root cause analysis to support your work and your initiatives, this is the tool you have been looking for.

DRIVER MANAGEMENT

• Automated Driver Detention

With the onset of tighter hours-of-service rules, driver detention for loading and unloading continues to be an important issue for truckers. In real-time, the LoadMaster Automated Driver Detention module notifies you of potential detention problems. Using either fax or email, it automatically notifies your customers of a shipment's arrival and any potential detention problem. It can then let them know: that detention charges (where applicable) have started to accrue; of the tractor's departure; and the detention charges that were added. Because it is linked with your mobile communications system, the Driver Detention module supplies the reporting detail you need to collect on detention claims when it is possible. You can extract detention information stored in your system and identify detention trends by customer or location.

Once the detention frequent offender accounts or consignee locations are identified, you can address the problem with those customers, seek rate relief or possibly decide to seek more profitable freight.

• Mobile Applications for Drivers

The McLeod Anywhere mobile application provides valuable functionality through a secure connection to your McLeod system. The Anywhere Driver App allows our LoadMaster customers to support a wide array of capabilities for their company drivers and owner/operators on mobile devices, including:

- View settlements
- Document capture with doc type and indexing
- Electronic signature capture
- Mobile communications and dispatch
- Motor accident reporting
- Driver recruiting and applications
- View pre-assignments
- Review historical orders

Drivers can download the app for their phone or tablet, and begin to use it based on the secure ID and password you give them.



• Driver Choice

McLeod's Driver Choice is a tool fleets can use to become the preferred place to work by giving their drivers the ability to record their load preferences, effectively requesting the loads that are the best match for those preferences. It also gives carriers the ability to offer their drivers choices about available loads when possible, all while ensuring their success with any load offered to them. For owner operators in those fleets using Driver Choice, it means their carrier is giving the driver better tools to "run their business" successfully within the fleet, especially when paired with the McLeod Driver Mobile App and the information that app provides about pay, and the ways it expedites the entire settlement process.

• Driver Feasibility

LoadMaster offers a powerful tool to help planners identify the best driver for a load being planned, based on the real world constraints of any driver's current position, load, and available hours of service (HOS).

Driver Feasibility checks the driver's available HOS and estimated time of arrival for dropping the current load underway, estimates detention time based on historical averages and then the run required for picking up the load being planned. This function helps the planner determine if a specific driver can take the load and make all of the appointments, including pickup, stops, and delivery for a particular load, on time and within the driver's availability determined by HOS rules.

Driver Feasibility sets both the planner and driver up for success by allowing a quick analysis of whether or not it is feasible to put that driver on that load.

• Driver Portal

The Driver Portal on the Internet Module gives drivers the ability to login and review their settlement pay information for their delivered orders, as well as review a list of available orders within a radius of their location. The portal is also used for recording and capturing driver applications online and stored in the LoadMaster Safety and Recruiting Module.

• Driver Scorecard

The Driver Scorecard module offers carriers a complete system to measure, score, and report driver performance; it is a tool to aid in monitoring and reviewing each driver's historical performance improvement. Safety and driver managers can measure drivers' performance based on predefined industry-standard Key Performance Indicators (KPIs) including: revenue dollars, revenue miles, service failures, accidents, warning letters, traffic violations, OS&D (over, short and damage) claims and tenure.

The driver's KPIs are user configurable, so you can create your company's own customized indicators to measure activities that matter the most. The Scorecard system makes it easy to correct, coach or praise your best drivers while identifying the average-to-low-performing drivers to help you motivate, encourage, counsel or retrain them.

• Managing Driver Home Time

Through our Symphony Mobile Communications module, you can track driver home time based on mobile communications positions. Drivers can be set up with one or more home locations, including dispatch locations. Auto home events can be defined to be created based on system parameters. The driver screen also shows a history of home time events for planning purposes. These features can help you better plan and manage driver home time.

• Trip Management

McLeod's Trip Management module gives carriers the tools to interactively plan details of trips with the driver's input, and actively manage those trips while they are underway. Using a driver's current HOS and position information, a trip plan is created and displayed in LoadMaster. Taking into account road conditions, live and historical traffic patterns, and driver breaks provides better visibility for customers to enhance the accuracy of real-time ETA at customer stops and actual arrival time at locations, giving planners and driver managers the ability to proactively deal with potential service incidents at future stops. Using all of this information to account for events, rest breaks, delays, detention, changing situations in weather, and even rerouting when necessary, allows planners to generate a significantly better dispatch trip plan. The interactive nature of McLeod's new Trip Management module gives the driver the opportunity to be part of the planning process.

ETA/OUT-OF-ROUTE

Improved MPG is at the top of every carrier's operational goals along with outstanding customer service. The LoadMaster ETA/Out-of-Route (OOR) module helps you identify the loads or customers that might have a potential service failure due to a late arrival or to out-of-route miles.

Using the real-time capability of the LoadMaster system, the ETA/OOR calculations are identified by changes to a tractor's mobile communications position, check call record additions or manual stop updates. Alerts notify dispatchers of those loads/drivers that may need attention. Then ETA/OOR provides specific details, such as how unloading and driver break times are factored into a new ETA.

The status feature allows dispatchers to acknowledge and assign user-defined causes to late stops (such as weather, traffic, accident) to eliminate possible confusion as to whether the late status is new or existing. Detailed alerts categorized by driver, route or dispatcher let responsible personnel enterprise-wide know the reason trucks are late for their scheduled stops or are out of their recommended route, as well as what action was taken.

LANE ANALYSIS

With the Lane Analysis application within LoadMaster, you can look at your freight by lane, based on geographic zones. Define and view your rates, empty miles, total miles, revenue miles, loaded miles, billed miles and movement miles by lane over any time period you choose. Then learn even more by drilling into your report to see the details.

Our customers use this tool to not only have a better understanding of the lanes they choose to serve, but also of the problems they may face in some zones and lanes — so they can proactively solve those issues.

MAPPING OPTIONS & GOOGLE PLACES

The mapping module for LoadMaster supports Google and ALK Maps. Other mapping products, such as PC*MILER windows mapping, are also options you can subscribe to and choose. Google and ALK traffic overlays are also supported.

The mapping features are available in many places in the system including Orders, Movements, Planning, and Mobile Communications. Maps will plot routes, display stop information, mobile comm positions, and call-in history.

An integration with Google Places API is available for LoadMaster. This integration is visible in the Locations, Customers, Prospects, and Order stop screens. As a user adds a new location or customer, a search string can be sent to Google Places to return the appropriate match. Once selected, all of the available master file data is updated with the information. This simplifies the data entry process and provides a mechanism to check for duplicate records utilizing the Google Places ID. Additional control file options are available to allow for automatic location master file creation, when Google Places is used as part of the order entry process. This optional feature requires a developer's API key for the Google Places service and could involve additional charges from Google.

PROFITABILITY ANALYSIS

Profitability Analysis is the tool our customers use to understand every aspect of their operations when it comes down to what is making them money and what is not. Freight is not bound by accounting periods and neither should your analysis of your profit and loss. Profitability Analysis, like our other major reporting products, gives McLeod customers the ability to see what is happening at a high level and then quickly drill down into the details to identify and understand root causes.

Because our Profitability Analysis reporting module is updated daily, **you can spot money-losing trends in time to do something about them** - not next month when it is often too late to correct the problem. The graphic and Microsoft® Excel® export capabilities in Profitability Analysis give our customers the ability to take their understanding of all the things impacting their operating ratios to the next level so they can apply corrective action.

RAPID ALERTS

McLeod's Rapid Alert Notification System (RANS) empowers your business to address potential issues as they happen, so you can take action before any issue becomes a major problem. Taking the form of a message window alert, e-mail message or custom audible notification, LoadMaster RANS sends an alert to relevant parties based on your defined exceptions detected throughout the LoadMaster Enterprise system. For example, RANS can be configured to alert you when load tenders are sent and/or received, when the ETA of a tractor is not met or it is out of route, when EDI errors happen, when the order's empty distance exceeds the defined error threshold and when other significant events occur. Customers can also add, update or create their own custom alerts.

The RANS system helps customers focus on revenue priorities and cost reduction initiatives by generating early awareness and detection of problems. It enables your management teams to really **"manage by exception"** because the important exceptions become visible immediately.

MOBILE COMMUNICATIONS

McLeod's Symphony Mobile Communications module offers integration between LoadMaster and your communications/telematics vendor from the vendor list on our website. Our unique design allows your company to use more than one vendor in your fleet, yet communicate with all of them in the same way, and allows users centralized visibility within one screen to view data from all of your communications/telematics vendors. Use this powerful module to drive business efficiencies with automated updates to your LoadMaster's Dispatch, Driver Settlement and Safety. Benefits include:

- Increased visibility of tractors' current environments
- Enhances customer service through more accurate, timely dispatch updates
- Decreases driver downtime and miscommunications through automated transmission of next load assignments
- Improves driver and tractor scheduling by providing the driver pre-assignment load detail of future dispatches

Use Text Messaging to Stay in Touch with Your Drivers

Take advantage of the SMS Interface to stay in touch with your drivers.

- Send comprehensive load information directly to your drivers, even when they are outside of their tractor
- Receive replies from drivers
- Gain visibility, since communication is done within the McLeod system
- Track communications on the movement and messaging screen

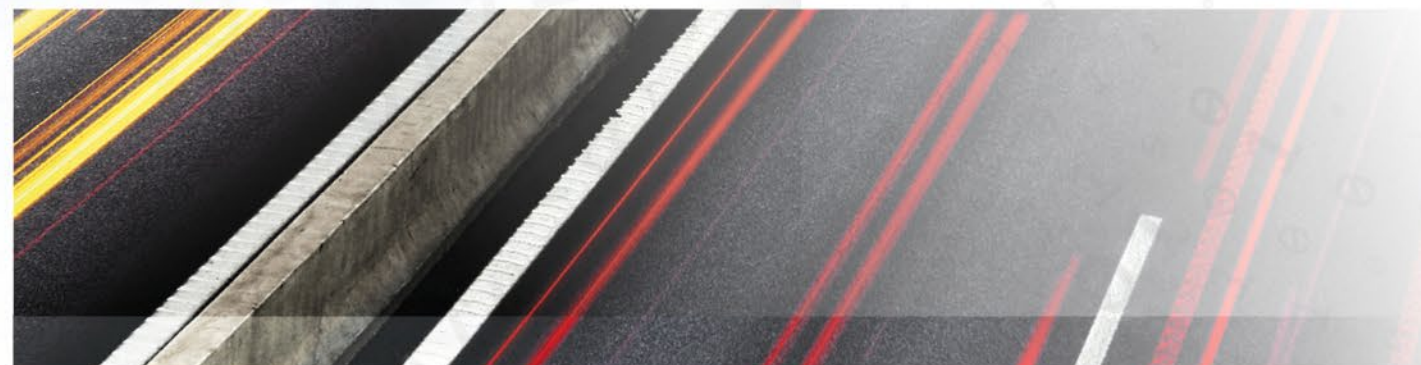
Short Haul Processing

Our Short Haul Processing solution lets drivers or planners create orders (from LoadMaster recurring orders) using a mobile device, such as a smart phone or tablet, running the new McLeod Logix Anywhere App. The order entry process can now be initiated by the driver, using the Logix Anywhere mobile application, which frees up your office team from this tedious data entry task that is usually done from paper records turned in by the driver. Once the order is entered via the app, it goes through a review and approval process before being added as a recurring order record. This new mobile solution significantly reduces the amount of time and repetitive labor it takes to receive ticket information from the driver until an order is created in LoadMaster.

VITAL SIGNS REPORTING

McLeod's Vital Signs reporting system is the most powerful real-time key performance indicator system the trucking industry has ever seen. The Vital Signs information is not a historical look backwards presented in timeframes where it is too late to act. It is up-to-the-minute information you can use during the business day to tell how you are tracking against your goals — right now.

Vital Signs offers detailed drill-down capability that lets you identify both positive trends and/or the root of any problem, fast. It provides the insight that trucking companies need to win the game every day. Vital Signs is literally changing the way many of our customers ***manage their businesses more effectively during the course of the work day.***



BUSINESS PROCESS AUTOMATION

McLeod Software's Logix Solutions products bring together the capabilities of McLeod's FlowLogix workflow and business process automation tools, the newly released Logix Anywhere tool set that brings FlowLogix to mobile devices and Logix eForms to deliver fresh ideas and productive automation solutions for your LoadMaster based business processes.

- **Accounts Payable** – This solution is a highly configurable and easy to use tool that streamlines the accounts payable approval process. Logix Solutions for Accounts Payable utilizes the DocumentPower workflow, business process automation, and mobile application technologies to reduce the effort required for managing your payables. You can expect a reduction in time spent auditing transactions in the LoadMaster Accounts Payable screens, improvement in employee productivity, a reduction in late penalty fees, and most importantly the ability to negotiate significant early payment discounts with your vendors.

- **Automated Collections** – Reduce your Days Sales Outstanding (DSO) and improve your cash flow by automating the collections process with McLeod's Logix Solutions Automated Collections application. Is your business sacrificing productivity and valuable resources to manage overdue invoices? The manual process of managing past-due invoices requires dedicated personnel and costly time in an attempt to follow-up with those customers. With Logix Solutions Automated Collections, McLeod gives you the automation to get this work done faster and more efficiently. This solution provides a process to communicate with the customer, based on a defined schedule and the age of their delinquent account. During this process, "Interactive" outstanding payment summaries are automatically created and emailed to customers.
- **Billing & Settlements** – This solution automates the billing and settlements process, so staff involvement is either kept to a minimum or eliminated entirely. As load documents are indexed into the system, Logix Solutions Billing & Settlements monitors the load status. If items are missing, the tool can be programmed to prod people to find and submit the needed documents. Once it determines that all required documents are collected and the billing requirements are met, the order can be auto-rated, then transferred for rendition billing and settlements. All of these actions are automated and proceed at any time of the day or night, so everything is executed without delay and without the risk of human error.
- **Billing Accelerator** – This solution provides users with up-to-date reporting of unbilled, delivered orders that are missing the paperwork required to invoice a customer. The solution also notifies drivers and carriers of the missing paperwork via email and eForms, providing them with an opportunity to upload the missing paperwork. This automation decreases the number of phone calls billing clerks make to drivers and carriers, and it allows for quicker turnaround of missing paperwork, thus allowing for more streamlined billing. Give your staff time to focus on more productive activities, and reduce the number of your unbilled orders per month in dramatic fashion.

SETTLEMENTS

Driver settlements in LoadMaster are created to manage payroll processing and detailed load activity for many different pay types, including hourly and salaried drivers. Vacation and sick time accrual for company drivers is easily tracked with leave balance visible on pay summaries.

COMPLETE FINANCIAL AND COSTING SOLUTION

McLeod Software has a completely integrated general ledger and accounting system built right into the application. This solution captures all of your general ledger activity from your LoadMaster application through the subsidiary journals to the ledger while providing options for revenue and expense allocation, GL account segmentation, budget tracking, statistical accounts and much more. McLeod's Accounting system provides the ability to drill down from the general ledger back to the source documents in your LoadMaster application for further analysis. Included within this integrated system are the standard accounting and financial reports, as well as the ability to create your own customized views of your balance sheet, income and cash flow statements.

• Multicurrency for Canadian Operations

LoadMaster gives our customers the ability to operate with true multiple currency transaction capabilities and Canadian tax structures throughout the operational side of the system. This optional module initially focuses on operations in and between the United States and Canada.

McLeod Multicurrency allows users to track currency at a field level with auto-exchange of the entered transaction amount into the company's base/functional amount. A quick view of key exchange elements of a currency field is available along with an option to change the view of an entire record to a specific currency. The system allows company currency defaults and separate overrides at customer, payee/carrier, and user levels. This module has a facility for establishing exchange rates and even a currency calculator for quick conversions.

Canadian excise taxes are also supported, allowing calculation of HST, GST and provincial taxes. The module offers options to control the tax status of an order and each other charge record. Multiple taxes may even be set at the Order/ Bill level. A new set of freight bill templates are available to handle the presentation of taxes and totals for invoicing.

The initial release of the Multicurrency module requires the use of a third-party accounting system,

Microsoft Dynamics GP. Dynamics GP supports all of the peripheral back-office processing to assure the unique aspects of a multiple currency environment are fully supported.

FUEL SAVINGS WITHIN YOUR REACH

Fuel is the life blood of trucking. You can't operate without it, and you have to manage the details. A lot of money is at stake, so you invest time and energy to monitor prices, assess surcharges, calculate taxes, and try to pay the least amount possible at the pump. People all across your company make decisions that affect fuel expenses. In the end, your ability to master fuel challenges can make a huge difference in your bottom line.

McLeod Software can give you access to the latest fuel technologies within the trucking industry — the tools you need to manage the full range of fuel challenges in the trucking industry.

- Put critical fuel data at your fingertips.
- Make purchasing fuel easier for your drivers, but maintain control.
- Facilitate management of fuel taxes.
- Get the best fuel prices available.
- Increase the accuracy of your fuel surcharge.
- Empower your staff to handle fuel issues more accurately and efficiently.

Batch Fuel

The LoadMaster Batch Fuel Interface saves carriers significant amounts of time every day by automating the capture of fuel data. Fuel transaction data from the industry's most prominent and reliable fuel card providers can be downloaded into LoadMaster on a daily basis. The transaction data can be posted to multiple points throughout the LoadMaster system, including General Ledger, Dispatch, Settlement, Fuel Tax, and Accounts Payable. This eliminates multiple data entries, which saves time and improves data accuracy.

- Utilize multiple fuel card providers simultaneously.
- Set the system to download fuel transactions periodically or activate the download at your convenience by the click of a menu item.

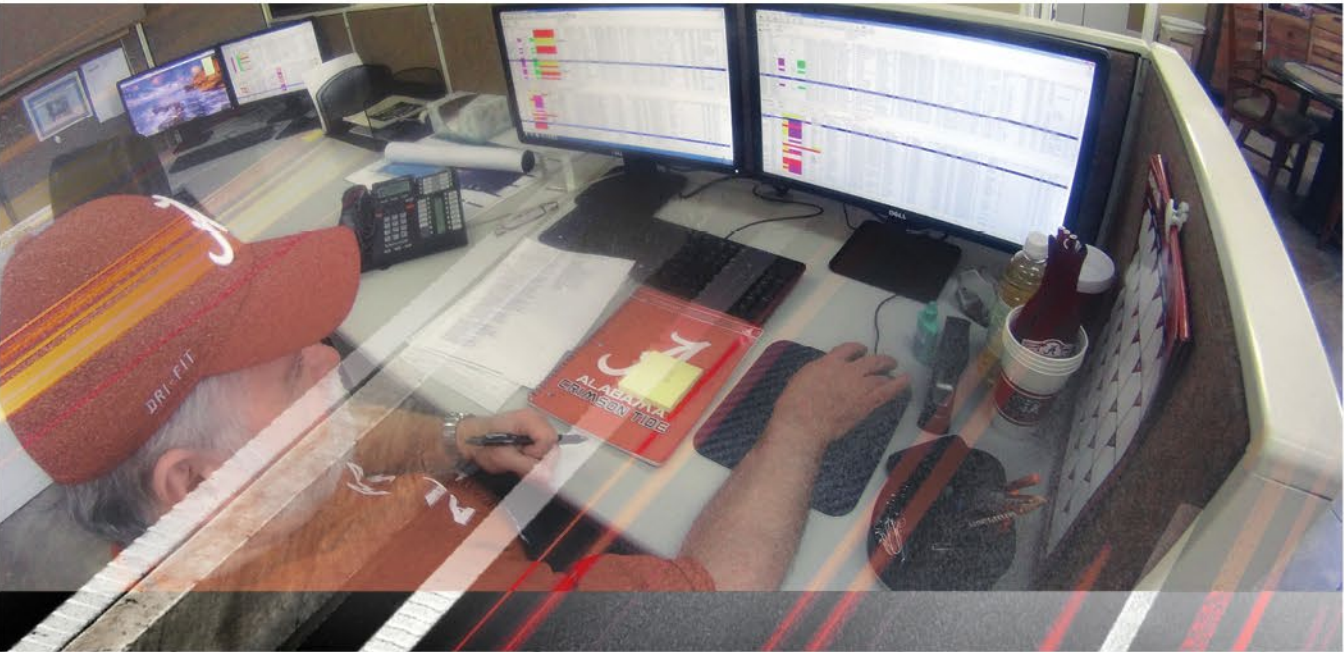
- Create expense accounts to track fuel card purchases among multiple fleets, locations, or equipment types. Expense accounts can also be used to process transaction fees according to your company's operations.
- Create automatic G/L expense entries, settlement deductions, driver call-ins, fuel tax records, and accounts payable vouchers.
- Use analytical and reporting functions to leverage historical data for in depth research.
- Generate advance authorization codes for driver advances and other over-the-road expenses.

Interactive Fuel

The Interactive Fuel Module enhances McLeod's standard Batch Fuel Interface by providing fuel card conveniences in real-time between carriers and their drivers. Your drivers gain faster access to company authorized funds, and you gain improved accuracy of driver tracking and closer control of fuel purchases. Fuel transactions become simpler and less time-consuming for everyone.

With Interactive Fuel in your software toolkit, you receive near real-time updates throughout the day that show all fuel purchases and all cash advances sent to driver check call screens. This saves time and reduces errors by eliminating the manual downloading of fuel transactions. Plus, the enhanced data interchange used by Interactive Fuel boosts the accuracy of your order validation during fuel purchases.

- One-time cash advances can be loaded directly to a driver's card.
- Driver status is automatically updated with the card provider when the status changes in LoadMaster.
- Interactive delivery of fuel and cash transactions can be conducted throughout the day as the transactions occur.
- Each card provider's system is automatically updated when a card record is added or updated in LoadMaster.

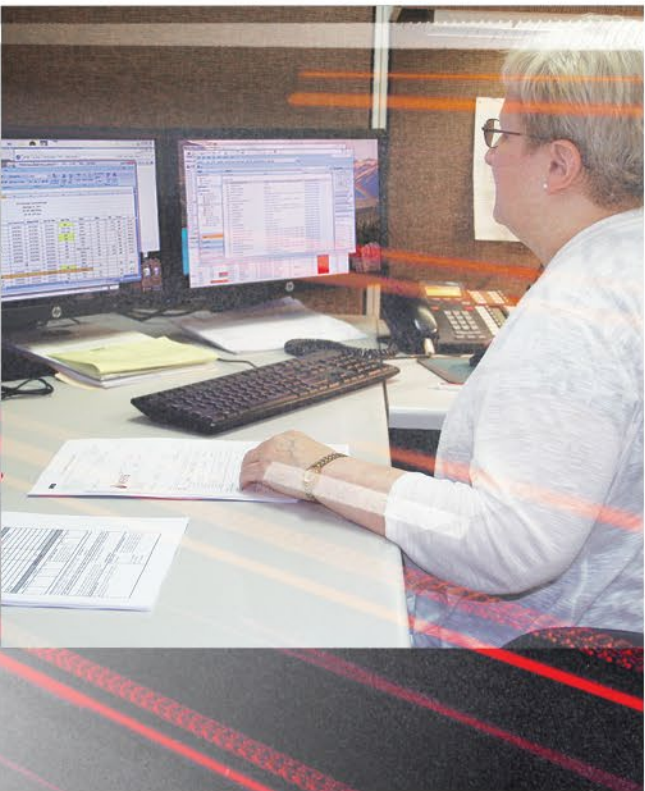


Breakthrough Fuel

McLeod's interface with Breakthrough Fuel saves time and improves the accuracy of your fuel surcharges.

More and more shippers are using Breakthrough Fuel to more accurately handle the fuel surcharge costs associated with their shipments. McLeod's integration solution for Breakthrough Fuel allows an unlimited number of customers to be configured in LoadMaster. Fuel surcharges can be downloaded every day for these customers, and automatic assignments can be created by matching order numbers with Breakthrough Fuel's reference numbers that are supplied by the shipper.

The integration solution ensures that the correct fuel surcharge that was calculated by the shipper is captured on the order for billing. The complete history of these charges is also maintained in LoadMaster, so all of your Breakthrough Fuel records are recorded, documented, and verifiable through an easily-accessed and comprehensive audit trail. Automating the process eliminates all of the manual data entry for Breakthrough Fuel, which saves hours of labor and improves data accuracy.



DEDICATED BILLING

McLeod's Dedicated Billing module makes it possible for carriers to transform their dedicated business. By automating the complex billing requirements that come with dedicated contracts, the module dramatically reduces the amount of labor required. Billing accuracy and auditability is ensured, because the module uses data that has already been entered into LoadMaster. An additional benefit is the ability to attract more business. Shippers value carriers with highly sophisticated systems and processes, and as part of McLeod's LoadMaster system, the Dedicated Billing module demonstrates that a carrier is using the best software available.

EDI SOLUTIONS

Electronic Data Interchange (EDI) is computer-to-computer communication of business documents between companies. McLeod's EDI engine is a fully integrated part of the LoadMaster software, built "from the ground up" by our development team – not a bolt-on aftermarket solution. The EDI system is also a user-configurable engine, not a hard-coded custom solution. These characteristics allow us to offer unparalleled EDI communication capabilities.

McLeod's implementation of EDI allows for data validation, before transmission, according to trading partner requirements, so you deliver transmissions specifically tailored to each individual trading partner. Another advantage many of our customers benefit from is the ability of the McLeod EDI solution to use either Value Added Networks (VANs) or direct connections on a case-by-case basis, allowing customers who choose to implement EDI solutions without incurring the cost of a VAN.

McLeod's EDI Automatic Order Creation now has decision support tools to assist during the order acceptance process. Users can add partner specific rules that allow for auto-acceptance and auto-creation of orders on tenders received from a partner. The auto-accept criteria accepts tenders on a lane, revenue code, or bill-to basis. The ability to configure these rules for auto-acceptance saves valuable time and resources normally required to manually accept each order into the system.

IMAGING WITH DOCUMENTPOWER™ ENTERPRISE

DocumentPower is an enterprise document management and business process management solution created by McLeod Software specifically for the trucking, brokerage and freight management industry.

DocumentPower is integrated with LoadMaster and provides document capture, document storage, business process automation and document delivery functionality.



CAPTURE

DocumentPower allows drivers, customers and carriers to submit or capture documents using many different methods:

- Scanner
- Multi-Function Device
- Fax
- Email
- Truck
- In-Cab
- Kiosk
- Print
- Web
- Mobile
- Disk

After submission or capture, our Automated Forms Recognition (AFR) technology can be used to automatically index and classify documents. Indexing involves entering information related to the document that will be used later to retrieve the document. Index values can be validated and automatically populated based on other index values. Classification involves specifying the document type of the document. Classification information can be used to determine if a particular document type has been received and to perform specific business process automation workflows. Automated classification and indexing can eliminate the need for outside indexing services or the internal labor involved with this process.

STORE

After indexing and classification, your documents are stored in electronic filing cabinets that are defined and secured based on your storage and security needs. The filing cabinets are defined based on the types of documents you plan to store and the indexes are defined based on how you want to search and retrieve the documents. Security can be applied at the cabinet, document type or index level to control access to your documents.

Storing documents electronically in DocumentPower provides the following benefits:

- Reduced costs for document storage and labor related to filing and retrieving documents
- Improved document search and retrieval times
- Improved disaster recovery and security through centralized control and management

Since DocumentPower and LoadMaster are integrated, documents stored in DocumentPower are easily accessible in LoadMaster throughout the application in context with the part of the application your users are viewing, like orders, bills, trips, drivers, carriers, or customers.

PROCESS

In today's highly competitive trucking industry, companies are looking to handle more volume with the same amount of staff and to reduce their billing lag. McLeod is helping companies meet these and many other goals with DocumentPower, Rendition Processing, FlowLogix and Logix Solutions.

FAST, CONTEXT-BASED DOCUMENT RETRIEVAL

In addition to document capture and storage, DocumentPower provides document retrieval capabilities that allow you to more rapidly search for and retrieve needed documents to perform research or provide a customer with a quick response using email, fax, print or FTP. DocumentPower provides improved search and retrieval times which leads to increased staff productivity and improved customer service.

QUICK, CONFIGURABLE BILLING

Rendition Processing uses the document management and workflow capabilities contained in DocumentPower to allow you to create customer specific rules related to what billing documents are required, what document will be included with the invoice to the customer and if the documents will be printed, emailed, faxed or sent using FTP. Rendition Processing results in reduced labor, paper, envelope, postage, printer, toner, and copier costs and reduces processing time significantly.

INTEGRATED VISUAL WORKFLOW

FlowLogix is McLeod's visual workflow engine that allows us to quickly build business process automation solutions that meet your specific needs and are based on how you perform your work. FlowLogix is integrated with LoadMaster and has the unique ability to perform routine workflow tasks that would normally require manual intervention. This allows you to automate almost any business process and focus on exceptions instead of each item. FlowLogix also has the ability to connect and integrate with other systems allowing you to create business process automation solutions that work across systems in your company. FlowLogix Designer allows you to visually design, develop and deploy your own FlowLogix workflows. FlowLogix provides better work distribution and improved work visibility which leads to more efficient work management and reduced labor costs.

Typical applications include:

- Billing and Settlement
- Accounts Payable
- Driver Recruiting
- Carrier Onboarding
- Customer Onboarding

POWERFUL ELECTRONIC FORMS

Logix eForms allows you to create, send, manage and receive electronic forms. Logix eForms can be used to deliver information to and capture information from people inside and outside your company including signatures. Sending and receiving Logix eForms is as easy as sending and receiving an email or browsing to a web page. Managing the completion and return of the eForms can be accomplished using reminders, expirations and reports. Logix eForms can be used with FlowLogix to create forms based business process automation solutions that are specific to your needs and your process. Logix eForms provides improved forms management and tracking abilities which leads to increased staff productivity and reduced labor costs.

Typical Logix eForms include:

- Load/Rate Confirmation
- Driver Application
- Carrier Forms
- Customer Forms
- Employees Forms

DELIVER

DocumentPower allows you to deliver documents and information to drivers, customers, carriers, employees and other systems using many different methods:

- Email
- Fax
- Print
- FTP
- Web
- LoadMaster
- File
- FlowLogix

CUSTOM BUSINESS PROCESS AUTOMATION WITH FLOWLOGIX

The McLeod FlowLogix visual workflow tool will allow for the creation of workflows and business process automation solutions across the LoadMaster and PowerBroker systems. By using the visual design and testing tools, McLeod customers can create their own custom workflows to support automated business processes across the entire spectrum of their enterprise.

FlowLogix not only offers an easy to use visual design interface, it includes built-in testing and integration tools that allow it to work with outside systems and data beyond the McLeod applications. Our customers can use this powerful toolset to implement, test, deploy, and maintain their own customized business process solutions within the McLeod systems environment that, in the past, would have required expensive and complex custom modifications.



CUSTOMER SERVICE

McLeod Software's LoadMaster application includes features that promote a greater level of overall service for your customers. From Order Management and Customer Portal Access to Auto-rating and Appointment Scheduling, the application provides a layer of customer interaction and service that enhances your customers' experience.

The LoadMaster application makes the job of a Customer Service Representative easier by providing better tools for order planning, providing quotes on orders, offering orders to outside carriers, auto-rating orders based on defined criteria and of course managing appointments for pickups and stop-offs.

• Order Management

With McLeod Software's LoadMaster application, managing your customer's orders have never been easier. By using the order planning board color coded alerts, you can see at a glance what orders are running behind schedule and what orders require additional action. An automated alert can be configured to notify the operations user, dispatcher, and ultimately the customer, of any missed estimated time of arrivals and appointments. To assist with the order entry process, recurring orders can be setup to be created on a scheduled basis saving valuable customer service representative's time.

• Quotes

The Order Entry screen gives you the ability to enter loads as quotes before marking them active in the system. This gives the customer service representative the ability to build the actual order and generate the total charges to provide an accurate quote for a customer. Once the rate is accepted, the quoted order can then be converted to an actual order in available status with one click.

• Customer Portal

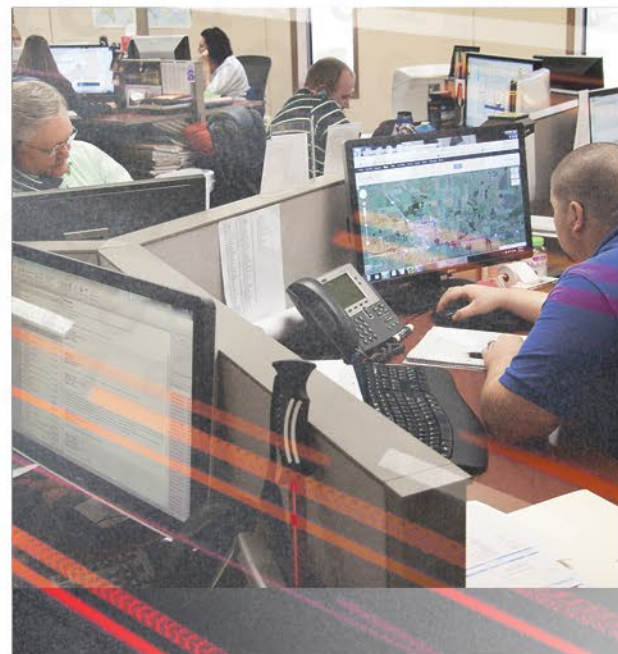
The Customer Portal on the Internet Module provides access for customers to view available orders, track existing orders, enter their own orders, and request rates online. There is also an option for customers to view their own aged accounts receivable report, which includes their orders and outstanding balances.

• LoadMaster Auto-Rating

The Auto-Rating portion of the LoadMaster application can save valuable time by using a configured rate table based on customer, lane, and other potential load requirements. When an order is entered into the system, the rate is automatically populated based on the matching criteria in the rating tables. These rates are highly configurable and can also support both tiered and distance/weight rating methods.

• Appointment Scheduling

LoadMaster contains a valuable appointment scheduler that gives the operations users the ability to view all the orders that require an appointment and the ability to confirm those appointments all in one screen. The appointment scheduler shows the pickup/stop off in yellow if an appointment needs to be confirmed. The stop types show in green if both the appointment required and appointment confirmed fields are checked.



CUSTOMER RELATIONSHIP MANAGEMENT

This module for McLeod Software customers adds a complete native Customer Relationship Management system, integral to your existing LoadMaster or PowerBroker systems. As the name implies, the CRM module includes all of the tools to make your sales and marketing efforts more effective and organized. Sales activities can be planned, recorded and measured. A configurable sales process definition that you control means suspects or prospects can be identified and tracked through the sales process, and all of their records become part of their customer profile when you convert them.

McLeod CRM has sales event and campaign planning, event management, account strategy management, territory management, opportunity management, sales activity measurement, sales call planning and tracking, outbound call planning and management, and sales management reporting. The system also supports your marketing efforts with a full set of tools for marketing campaign planning, tracking, execution, and evaluation.

The new McLeod CRM module was designed specifically for the transportation industry. Because it is built from the ground up on your LoadMaster and/or PowerBroker system's existing database, it eliminates the need for costly and complex integration and data synchronization schemes that are required to integrate third party CRM tools.

This also means that your sales team and CSR's will have a full 360 degree view of your existing customers from the system, including current and historical orders, invoices, claims, outstanding balances, shipment or load status, quote history and actual awards, and all with the same highly configurable data visibility and security controls you can employ now using LoadMaster or PowerBroker Responsibility Filtering.

Sales campaigns can flow directly from prospecting to qualification, to quotes, to orders, to execution seamlessly within the same system without the data errors, disconnects, or unsynchronized pieces of information that happen with external CRM systems.

Your sales management team will also be able to utilize Vital Signs for CRM for additional reporting and analysis of all of the CRM activities. You can create dashboards that monitor metric goals for the profile of each sales person and filter by specific attributes. The CRM vital signs application allows you to drill down to the origin of the record and analyze the details that make up each metric.

MARKET RATES

Market Insight is a private pricing index and marketplace available only to McLeod Software customers running LoadMaster and/or PowerBroker. It collects pricing data every evening to deliver one of the best and most meaningful sources of current lane pricing information available in our industry.

- **Load Matching** – McLeod PowerBroker users at Market Insight subscriber companies can selectively post available loads, and they will quickly be available on the order planning boards of LoadMaster users at carrier customers who subscribe to Market Insight.
 - With the **Rate Index Calculator**, the user can enter a point of origin, a destination, and a trailer type to see the average spot pay and billed rates posted by other McLeod companies participating in Market Insight, as well as their own rates.
 - The **Rate Index Screen** gives users insight into the average spot pay and billed rates posted by other McLeod companies participating in Market Insight, as well as the user's own spot pay and billed rates, based on point of origin, destination, trailer type, and date range.
 - The **Capacity Detail Screen** gives users insight into the number of available tractors belonging to other McLeod customers in a given location with a selected date range.
- **Insight to Current Market Pricing** – The **Bulk Rate Index Tool** in Market Insight gives the user complete understanding of the average linehaul rates on several lanes at once. **Market Insight History Results** gives the user the ability to compare up to 4 rate types by the 4 trailer types in a given market (inbound or outbound), and date range.
- **Automated Interaction within Your McLeod System** – Because the Market Insight application is tightly integrated with your LoadMaster or PowerBroker

system, there is no external interface to purchase or implement. Your users never have to leave the screens they work in every day to interact with Market Insight.

- **View Market Rates and Exchange Freight with the Best Carriers and Brokers in the Industry** – McLeod customers who are carriers or brokers in North America are the best run companies in the industry. Because this exchange is only available to those companies, users of Market Insight will experience much higher quality interactions with consistently better trading partners than public boards can offer for the transactions you pursue.

PRICING

For years our customers told us about the time consumed answering the seemingly endless stream of shipper bids that arrive on their doorstep, often weekly. Our Pricing module helps you drive greater efficiency and productivity in dealing with these bids.

The Pricing module gives our customers a facility to conduct electronic import of shipper bid packages into their LoadMaster or PowerBroker system, and provides an electronic Workbench to process and complete those bids within their system. Quick access to history and pricing guidance is available in this Workbench that should help in making intelligent bid decisions. Global visibility is provided with radius search capabilities across all lanes within any bid. When each bid project is complete, it remains archived in the system in a way similar to a quote. If actual freight and lane awards

result from the bid, those awards are noted, and they are imported into autorating for that particular customer.

The Pricing Scoreboard provides powerful analytics to your pricing team. Results for each individual lane include lane guidance, external rate index information, internal historical information as well as cost and margin data. Get all of the information you need to quickly and accurately evaluate any pricing opportunity.

TELEPHONE SYSTEMS INTEGRATION

This module creates an interactive interface with digital office telephone systems. Outbound calls are as simple as clicking on the number inside the system; the phone will autodial.

For inbound calls, each individual LoadMaster user can be configured based on their role. The telephone system integration module will read the inbound caller identification information and the destination extension to determine the correct context for the call. It will then provide pop-up menu buttons for the user based on this context.

The pop-up menu buttons appear on the user's screen and allow the user to select from several options specific to this context for the call, even before they have answered. Based on the user's selection, the appropriate screens and tabs will then open and populate on the user's screen.

The context identified for the inbound number can be a customer, a shipper, a carrier, a carrier driver, a company driver. Depending on the role of the person being called, the system may offer buttons for the user to pull up different functions and populate them. These functions include orders, locations, movements, customer/carrier/driver master files, call-in screens, and planning or dispatch screens.

The speed at which inbound calls can be managed, and the appropriate information can be populated based on context, saves significant time and keystrokes for handling those calls and getting the appropriate information at the user's fingertips.





MCLEOD ANYWHERE

McLeod Anywhere, our newest version of Mobile Applications for Android and iOS devices makes staying in control of your business possible wherever you are. In general, our functions for mobile devices replicate a function or system task that is readily available in your LoadMaster or PowerBroker system.

The McLeod Smart Phone application gives you up-to-the-minute access for orders, stops, customers, contacts, movements, drivers, tractors, trailers, and carriers.

- Look up customer information on the fly, including balances, order status, even directions to their location.
- Check on the status of dispatched orders and view up-to-the-minute status with details.
- Track the progress of individual movements within a dispatched order and view the status of every stop.
- You can also view delivery receipts and send load confirmations.
- Look up drivers and view all of the important details in their driver file, as well as their current and planned assignments.
- Check on the status of each tractor or trailer, the details about the unit, its current assignment, location, who dispatched it, and which driver has it.
- View carrier driver information on brokered movements, so you can quickly call for status updates.
- Access detailed information about your existing carriers.
- Fully manage the order lifecycle from preassigning equipment to actual dispatch to setting driver/ carrier pay.

Get the Most Important Alerts

For those companies who have implemented McLeod's Rapid Alert Notification System (RANS) to detect important events and notify the right people, these rapid alert messages, complete with their normal detail, can now be pushed directly to the McLeod Anywhere application.

Communicate with Your Drivers

The applications now give companies who have implemented mobile communications with the McLeod Symphony™ Mobile Communications solution the ability to read and send messages through the LoadMaster system from the mobile phone. From the device, you can retrieve, view, confirm, compose, forward, or reply to messages and your drivers via their mobile comm system.

MCLEOD APIS

McLeod APIs allow two-way access into the LoadMaster® and PowerBroker® data, while utilizing the same data validations and business rules that are inherent within the application. With the API module, you are now able to create your own "bolt-on" applications using the full suite of available services.

This capability set lets McLeod customers, with the technical expertise, to safely and efficiently develop their own external applications for mobile devices, or that "secret sauce" application that is a unique, proprietary advantage for your company.



MOBILE APPLICATIONS FOR DRIVERS

The McLeod Anywhere mobile application provides valuable functionality through a secure connection to your McLeod system. The Anywhere Driver App allows our LoadMaster customers to support a wide array of capabilities for their company drivers and owner/operators on mobile devices, including:

- View settlements
- Document capture with doc type and indexing
- Electronic signature capture
- Mobile communications and dispatch
- Motor accident reporting
- Driver recruiting and applications
- View pre-assignments
- Review historical orders

Drivers can download the app for their phone or tablet, and begin to use it based on the secure ID and password you give them.

ACCOUNTS PAYABLE

This solution is a highly configurable and easy to use tool that streamlines the accounts payable approval process. Logix Solutions for Accounts Payable utilizes the DocumentPower workflow, business process automation, and mobile application technologies to reduce the effort required for managing your payables. You can expect a reduction in time spent auditing transactions in the LoadMaster Accounts Payable screens, improvement in employee productivity, a reduction in late penalty fees, and most importantly the ability to negotiate significant early payment discounts with your vendors.



IMAGE MOBILE CAPTURE

With Logix Solutions Mobile Capture using specific user permissions, anyone has the ability to capture and upload images directly to your DocumentPower™ system. This means drivers, carriers, and office personnel can send images through their mobile device from anywhere. Images can be indexed directly from the application on the mobile device as part of the capture process, or sent to a remote indexing folder within DocumentPower, so office personnel can complete the indexing and document classification process. Benefits include:

- Reduced data entry by office staff
- No more waiting for billing paperwork to be submitted
- Instant visibility into issues on the order / OS&D etc.
- No more scanning and indexing of physical paperwork
- Billing becomes much faster

SHORT HAUL PROCESSING

Our Short Haul Processing solution lets drivers or planners create orders (from LoadMaster recurring orders) using a mobile device, such as a smart phone or tablet, running the new McLeod Logix Anywhere App. The order entry process can now

be initiated by the driver, using the Logix Anywhere mobile application, which frees up your office team from this tedious data entry task that is usually done from paper records turned in by the driver. Once the order is entered via the app, it goes through a review and approval process before being added as a recurring order record. This new mobile solution significantly reduces the amount of time and repetitive labor it takes to receive ticket information from the driver until an order is created in LoadMaster.



If you are ready to learn how LoadMaster Enterprise, McLeod's fully integrated trucking dispatch, accounting and business process automation solution, can make a world of difference in your operations, give us a call.

We can take you there.



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