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TRUCKSOFT
Smart Trucking Software Solution

EXECUTIVE SUMMARY

- Competition continues to be fierce in the trucking industry

- ELD causing smaller trucking to be more efficient to successfully compete with the "big boys"

- Increased efficiency reduces costs, shortens time to revenue, enables better accounting and reporting

- Time to look at increased automation for dispatching, invoicing, paying and other areas of your core business

- Transportation Management System (TMS) applications pay for themselves, generate significant return on investment

- Trucksoft has a full-featured, easy-to-use package that let's you get going right away to be a better competitor and more efficient company

WHAT IS TMS?

- TMS helps companies move freight from origin to destination efficiently, reliably, and cost effectively. It consists of software and optional hardware that automate core trucking companies operation

- TMS packages generally consist of the following capabilities:
  - Dispatching
  - Tracking
  - "Paperwork" such as BOL, proof of delivery
  - Driver management such as how to pay a driver (load weight, miles, time, etc.)
  - Customer invoicing and driver payment
  - Accounting and reporting
  - Optional interface with other apps such as ELD, engine monitoring, cameras
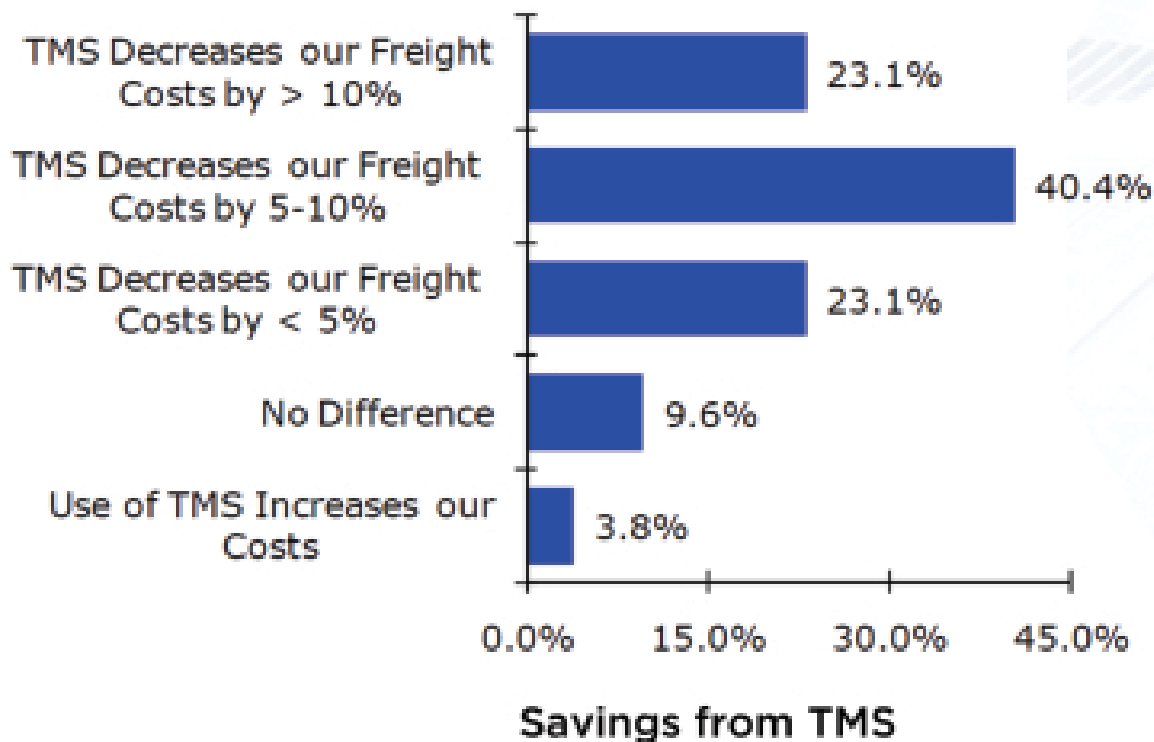
WHY INVEST IN TMS?

- Consider the example of a coast-to-coast driver who picks up a load in CA and drops it off in Maine. Invoicing can't happen until the company gets the paperwork and proof of delivery

  - Driver can always FAX it, really?
  - Driver can scan it and email it, seriously?
  - Once the company gets the paperwork, they now have to type in details for invoicing. Never had a mistake? Papers never got lost? Customer audits take time to leaf through lots of paper
  - Never made a mistake paying the driver because someone misread the paperwork or lost it?
  - Multiple partial loads make this all the more complicated; lots of trucks makes this even more complicated

- Large, established trucking companies already have such systems and use them effectively. Keeps prices and costs down, increases customer satisfaction
- You should do the same!

SAVINGS FROM TMS
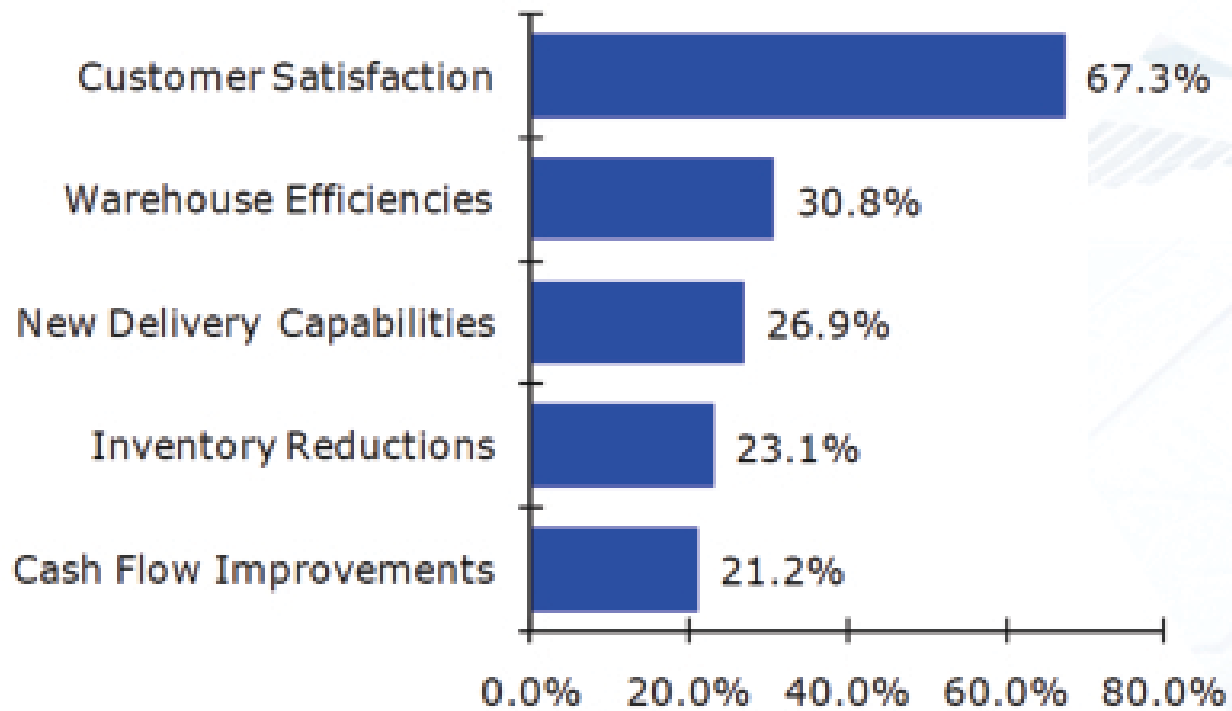
Question: As compared to manual processes, what do you believe you save, as percentage of freight costs, from using a TMS?

Savings from TMS

- TMS Decreases our Freight Costs by > 10%: 23.1%
- TMS Decreases our Freight Costs by 5-10%: 40.4%
- TMS Decreases our Freight Costs by < 5%: 23.1%
- No Difference: 9.6%
- Use of TMS Increases our Costs: 3.8%

Source: ARC Strategies

SAVINGS FROM TMS

Customer Satisfaction — 67.3%

Warehouse Efficiencies — 30.8%

New Delivery Capabilities — 26.9%

Inventory Reductions — 23.1%

Cash Flow Improvements — 21.2%

0.0% 20.0% 40.0% 60.0% 80.0%

Source: ARC Strategies

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OTHER TMS BENEFITS

- Better understanding of service costs
- Personnel reductions
- Better compliance to transportation-related health, safety and environmental regulations
- Potential reduction in the number of warehouses
- Customers gain access to a greater number of carriers and lock up capacity

- **Make sure that this is you!**

- **In short, TMS provides significant benefits to your business and is a necessity in today's marketplace!**

WHO IS TRUCKSOFT?

- Founded in 2014

- Located in Fresno, CA, home of many trucking companies

- Has developed several products of interest: TMS, ELD, Ag Software, Accounting and Payroll, Tracking and others

- Trucksoft totally developed its own products, owns all the Intellectual Property

- Has over 1,000 trucks successfully using the Trucksoft TMS product

KEY FEATURES OF TRUCKSOFT

- Works anywhere, any device, secure

- Portal and phone/tablet app for back office and driver, no need for paper anymore, app and portal fully synchronized

- Fully integrated dispatch, billing, payroll, driver payments

- Optional QuickBooks™ integration

- Capture paperwork, e.g., fuel receipts, BOL, on camera, integrate to portal

- Dashboard provides full visibility in a single screen

- Message Board and secure chat capabilities between back office, drivers, customers

- Support for multiple payment schemes for drivers

- Ability to invoice immediately upon delivery

SEAMLESS, FAST, PAPERLESS AND ACCURATE

- Makes your business extremely efficient and competitive

- Can reduce office and personnel expenses

- Makes accounting more accurate and much quicker, reduces related expenses

- Faster and more accurate invoicing increases cash flow

- Phone app reduces driver workload, increases available drive time makes the entire process run faster and more accurate

- More timely and accurate status information makes for more efficient fleet scheduling and dispatch

- Reduced overhead expenses allows you to be more competitive on pricing

YOUR CUSTOMER / BROKERS	YOUR BUSINESS	YOUR DRIVERS
ENTER LOADS / ORDER OR CORRECTIONS TO THE CLOUD ENTER BILL OF LADING →	RECEIVE LOADS / ORDERS, PROCESS / ASSIGN TRUCK AND TRAILER SCHEDULE DATE AND TIME FOR PICK UP AND DELIVERY LOAD ASSIGNED TO DRIVER →	ACKNOWLEDGE ORDERS DRIVE PICK UP AND DELIVERY
REAL TIME INFORMATION ON PICK UP AND DELIVER ←	MANAGE LOADS ←	PROOF OF PICK UP AND DELIVER
SAFE LOGISTIC PROVIDER ←	FLEET MANAGEMENT AND COMPLIANCE ←	DRIVER CHECK LIST
TRUCK / DRIVER LOCATION SERVICE ←	TRACK VALUABLE EQUIPMENT ←	GPS TRACKING
ELECTRONIC INVOICE FREIGHT TICKET AND POD ←	EASY BILLING AND FASTER ACCOUNTS RECEIVABLE ←	DELIVERY SIGNATURES WITH LOCATION SIGNED
SAFE AND DEPENDABILITY ←	SAFETY ←	E-LOG BOOK

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CASE STUDY - BEFORE AND AFTER

- **Before Trucksoft Implementation**
  - 56 TRUCKS
  - 27 Telephone Lines
  - 5 Accounting Employees
  - 4 Dispatchers

- **After Trucksoft Implementation**
  - 69 Trucks
  - 8 Telephone Lines
  - 3 Accounting Employees
  - 2 Dispatchers

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