TRANSSOLUTIONS
CONSULTING

Selection of Freight Management Software

Case Study

CHALLENGE

Purchase one TMS that could satisfy most customer's needs but, not purchase the most expensive system available.

SOLUTION

Perform a gap analysis of customer & client 's functionality requirements. Compare against solutions in TMS market.

RESULTS

⇒ Purchased robust TMS
⇒ Functional requirements met
⇒ System scalability
⇒ System adaptability
⇒ Under budget

For more Information please visit

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Gap analysis helps 3PL identify right TMS

The Client

This multinational third party logistics provider has many customers with many unique requirements. The client deployed several software systems to accomplish efficient warehousing, inventory management and transportation.

The Challenge

There are many transportation management software (TMS) systems on the market today. All are somewhat different in both functionality and adaptability. There are no (TMSs) that can "do it all". Trans-solution keeps a close watch on the this industry and knows which systems provide what functionality and what providers are more willing to work with clients to adapt their systems without charging a small fortune. If you have $1,000,000, you can probably get the best and satisfy all your needs. But, you may not *need* to spend $1,000,000. Many shippers overbuy on functionality that they will never use, causing them to miss budgets.

> **A TMS that is scalable, flexible & affordable**

This third party logistics provider wanted to purchase a system to satisfy its customer's needs and replace software currently in use, but avoid overpaying for functionality the company would not use.

The Solution

To accomplish this Trans-solutions performed a gap analysis on the functionality of the current systems, customer & client needs and compared it against solutions available in the TMS market today. Once the gap was determined, Trans-solutions conducted evaluation meetings to justify requested functionality. After these meetings, the gap was reduced and compared to scalable systems on the market that could satisfy customer and client needs. When it was determined and agreed that less functionality was required, the choice of TMS was narrower but significantly less money. A system was selected that not only satisfied current needs, but provided additional functionality that added value to our client's product offering and further improved the return on the capital investment.