

# Transportation Management System Supplier Selection Guide

TECHNOLOGY SELECTION GUIDANCE WITH COMPREHENSIVE EVALUATION CRITERIA

## MAKE INFORMED, FACT-BASED TECHNOLOGY SELECTIONS

This guide will help organizations select the best Transportation Management System (TMS) software for their business requirements. A transportation management system helps companies move freight from origin to destination efficiently, reliably, and cost effectively. Today's more capable TMS solutions offer a strong ROI. Primarily, a TMS can save companies money by lowering their freight spend. ARC's survey-based research found that respondents indicated freight savings of approximately 8 percent with the use of a TMS application. Of these savings, nearly 60 percent of users indicated that less than

10 percent of the net savings were absorbed by the TMS. These freight savings can be attributed to network design, load consolidation, multi-stop route optimization improved data for procurement, and freight audit.

The supplier selection guide includes over 150 criteria that can be used in selecting a supplier, market shares, and other important information about the market.

For more information, please visit us at [www.arcweb.com/technology-evaluation-and-selection](http://www.arcweb.com/technology-evaluation-and-selection)

## STRATEGIC ISSUES

This guide explores user objectives, business justification, application scope, selection criteria, and helps answer key questions, such as:

- What TMS functions are needed?
- What features can be considered for comparing suppliers?
- Which suppliers have success in your industry?
- What criteria matter most for companies with transportation assets? Which are most for those using common carriers?
- How are cloud, SaaS, and mobility solutions affecting TMS?

## GUIDE CONTENTS

### EXECUTIVE SUMMARY

Major Trends  
Industry Trends  
Regional Trends

### TMS ADOPTION STRATEGIES

Factors Contributing to TMS Adoption  
Factors Inhibiting TMS Adoption  
Strategies for Success

### SCOPE

Key Issues Researched  
Definitions of Fleet Management vs. Planning & Execution Solutions

### TECHNOLOGY AND SUPPLIER SELECTION CRITERIA

Key Criteria Analysis  
Table Containing 150 Specific Selection Criteria

### MARKET SHARES ANALYSIS

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EMEA  
Asia  
Latin America  
Market Shares by Industry  
Automotive  
Chemical  
Electronics and Electrical  
Food & Beverage  
Household & Personal Care  
Logistics (Asset-based)

Logistics (Non-asset based)  
Machinery  
Pharmaceutical & Biotech  
Retail  
Wholesale & Distribution

Market Shares by Retail Vertical  
Market Shares by Architecture  
Private-Cloud  
Public-Cloud  
Private Server

Market Shares by Customer Tier  
Tier 1  
Tier 2  
Tier 3

### SUPPLIER PROFILES

Profiles for the major TMS suppliers servicing this market are included. Each profile concisely reviews the company's business, products, and services as it applies to this market segment.

Planning & Execution	Fleet Management
Carrier Procurement	Transportation Asset Procurement
Creation of Route Guide	Long Haul Routing
Planning & Optimization	Local Routing
Electronic Communication with Carriers	Visibility and Dispatch
Visibility & Exception Management	Exception Management
Freight Audit	Transportation Asset Management
Reporting & Analytics	Reporting & Analytics

