October 29, 2018

TrueCommerce™

Connect. Integrate. Accelerate.

FORGING A DIGITAL FUTURE

Partnering with TrueCommerce

TRUECOMMERCE BY THE NUMBERS

~$100M
2018 revenue

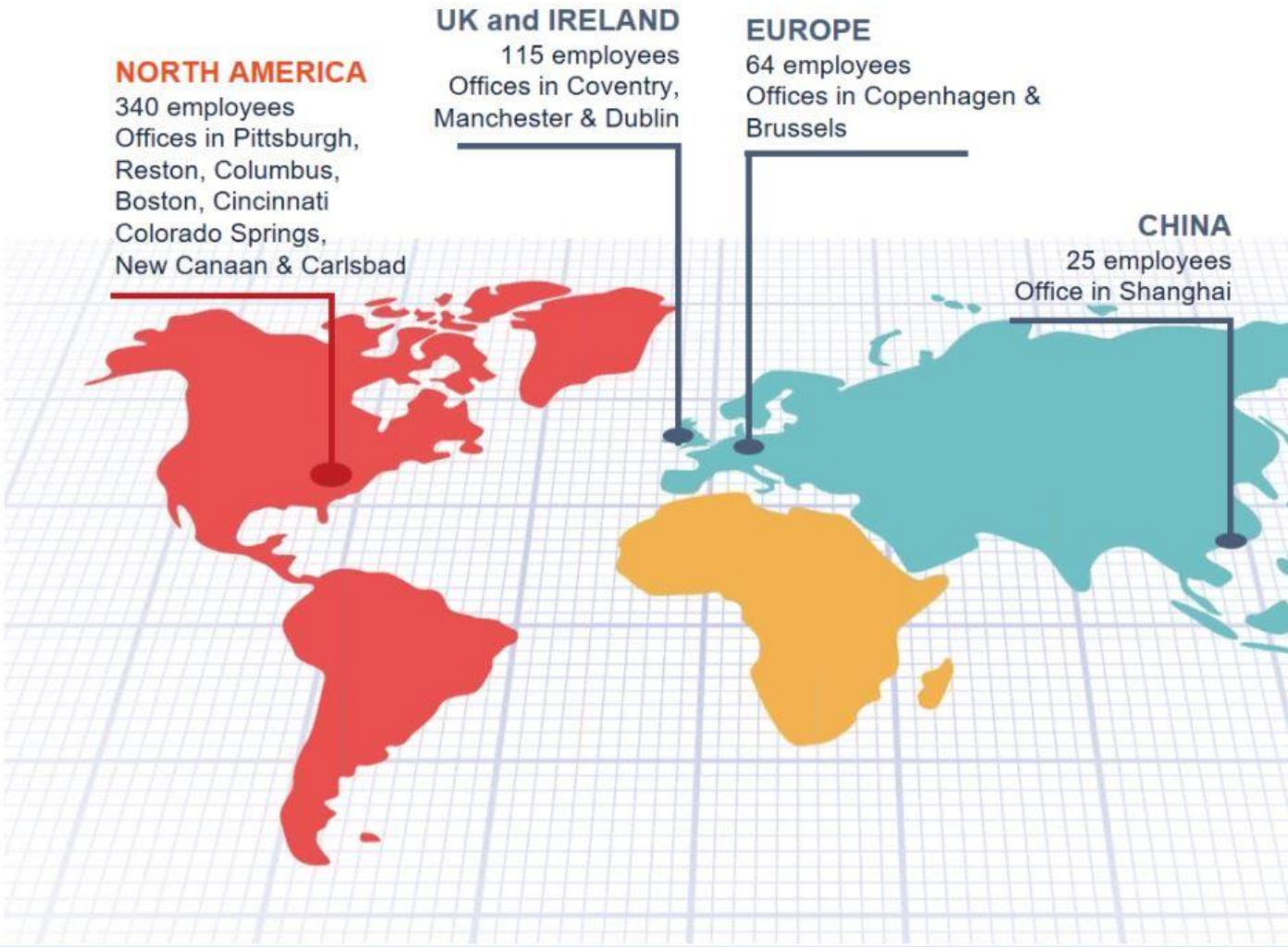
540
employees

11,000+
customers

130,000
trade relationships

700M
transactions 2017

24,000
trading partners



TOP WORK PLACES 2017 Pittsburgh Post-Gazette · Inc. 5000 · INBOUND LOGISTICS TOP 100 LOGISTICS IT PROVIDER 2016 · Forbes 2015 AMERICA'S MOST PROMISING COMPANIES

TrueCommerce™

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TRUECOMMERCE

Known for:

1. The Sage endorsed partner for EDI

What is EDI…. Computer to Computer transfer of data in a standard EDI format.

1. Anyone doing business with retailers, grocers, Amazon, marketplaces, 3PL's …
2. Being asked to do EDI
3. On-line fulfillment
4. Currently doing EDI – better / less expensive solution

834_09.edi - Notepad

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ISA*00*          *00*          *01*9012345720000  *01*9088877320000
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UITE 225~N4*SAN JOSE*CA*93922**CY*SANTA
CLARA~PER*IP**WP*7637972981*HP*1111111111~DMG*D8*19750101*M*M*C*1~ICM*1*425.25*4
0*IT*F1~AMT*D2*100~AMT*P3*20~AMT*C1*50~AMT*B9*40~HLH*X*74*60*210~LUI*LD*123**8~N
M1*31*1~N3*MAILING ADDRESS*SUITE 225~N4*SAN JOSE*CA*93922**CY*SANTA
CLARA~NM1*ES*2*EMP
LAST*FIRST*MI**SUFFIX*ZZ*1234~PER*EP**HP*9021234567*WP*9021234569~N3*6840 VIA
DEL ORO*SUITE 225~N4*SAN JOSE*CA*93922**CY*SANTA
CLARA~NM1*M8*2*SCHOOL~PER*EP**TE*9021234567*FX*9021234569~N3*6840 VIA DEL
ORO*SUITE 225~N4*SAN JOSE*CA*93922**CY*SANTA CLARA~NM1*S3*1*CUST PARENT
LAST*FIRST*MI**SUFFIX*ZZ*1234~PER*PQ**HP*6021234567*WP*9021234569~N3*CUS PARENT
ADDRESS1~N4*SAN JOSE*CA*93922**CY*SANTA CLARA~NM1*E1*1*RESPONSIBLE PARTY
LAST*FIRST*MI***34*123458569~PER*RP**TE*6021234567*FX*6021234569~N3*RESP
ADDRESS*SUITE 225~N4*SAN JOSE*CA*93922**CY*SANTA
CLARA~DSB*1******DX*585~DTP*360*D8*20030210~DTP*361*D8*20030410~HD*021**HLT*PLAN
A BCD*FAM~HD*021**PDG*PLAN A
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EXTENSIVE TRADING PARTNER LIBRARY

Grocers

Retailers

3PL

Pharma

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HOW BUSINESSES HAVE CHANGED

PAST

Single warehouse

2 – 3 weeks fulfill orders

Orders – Fax, Phone & email

Shipped to store / distribution center

Tracking – through customer service rep (8 AM– 5PM)

PRESENT

Multiple warehouses / fulfillment centers

2 – 3 hours to fulfill orders

Shipped to stores, DC's, businesses & end users

1 item X 1 box or
1000 items X 100 boxes

Orders – EDI, Shopping Cart, Portals, Amazon, Phone, FAX, e-mail…

Tracking – 24/7 through website

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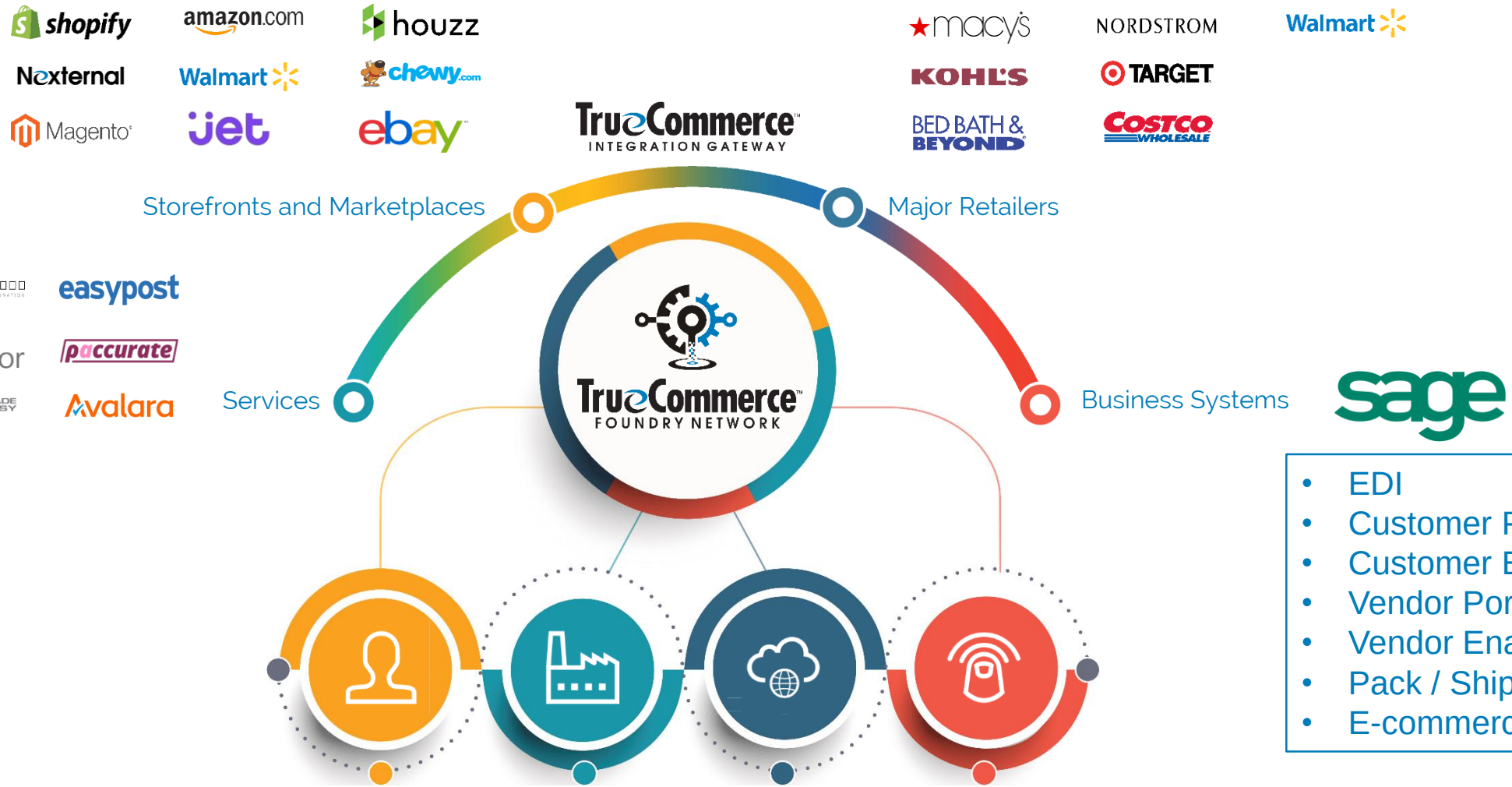
TO CONNECT TO A BROAD ECOSYSTEM…



- EDI
- Customer Portal
- Customer Enablement
- Vendor Portal
- Vendor Enablement
- Pack / Ship
- E-commerce

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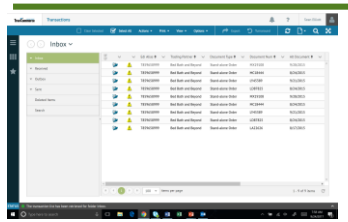
RICH NETWORK SERVICES & APPLICATIONS

TrueCommerce™
FOUNDRY SERVICES

TRADING

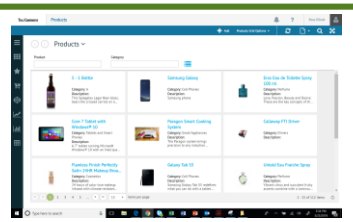


Trading Community
Buyers
Sellers
Translation Service
Product Information
Inventory / Replenishment
Compliance
Analytics / Reporting

COLLABORATION

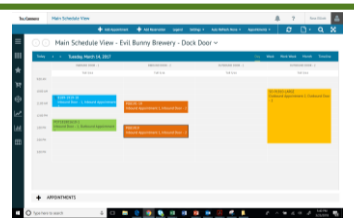
Procure to Pay
Supplier Portal
Customer Portal
eInvoicing
DropShip
Replenishment
Fulfillment
Compliance
Analytics / Reporting

COMMERCE



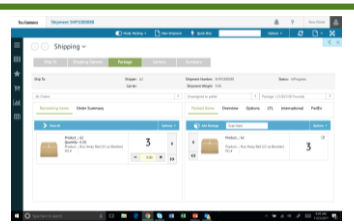
Storefronts
Mobile POS
Product Information
Order Management
DropShip
Fulfillment
Orchestration
Channel Integration
Analytics / Reporting

PLANNING



VMI
Resource Scheduling
Transportation
Channel Marketing
Orchestration
Analytics / Reporting

FULFILLMENT



Allocation
Cartonization
Packing
Multi-carrier
Quality / Inspection
Image Capture
Analytics / Reporting

VISIBILITY

Shipments
Inventory
Order
Purchases
DropShip
Returns
Alexa Integration
Analytics / Reporting

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AMAZON

amazon seller central

amazon® vendor central

Seller Fulfilled amazon Prime

fulfillment by amazon

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TRUECOMMERCE AND SAGE

And other ERP's as well (NetSuite, Acumatica, Microsoft, SAP …)

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TrueCommerce™

Connect. Integrate. Accelerate.

PACK & SHIP

TrueCommerce Pack & Ship

Consolidate multiple disparate applications into one powerful web-based application simplifying outbound fulfillment and trading partner compliance

Optimize packing process

Multi Carrier Rating & Shipping

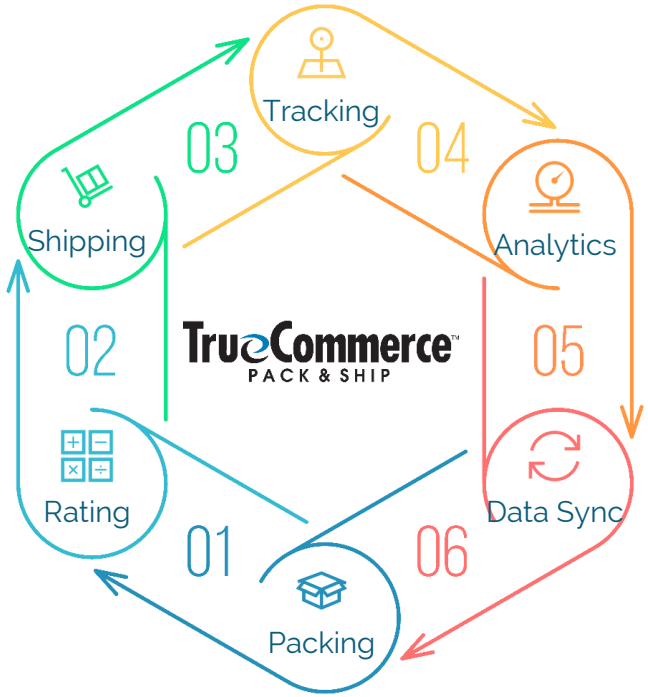
Automate carrier and customer compliance

Track packages through delivery

Analyze spend, throughput, and performance

Automate ASN and ship notifications

Integrate with broad set of business systems, storefronts, and order management systems.



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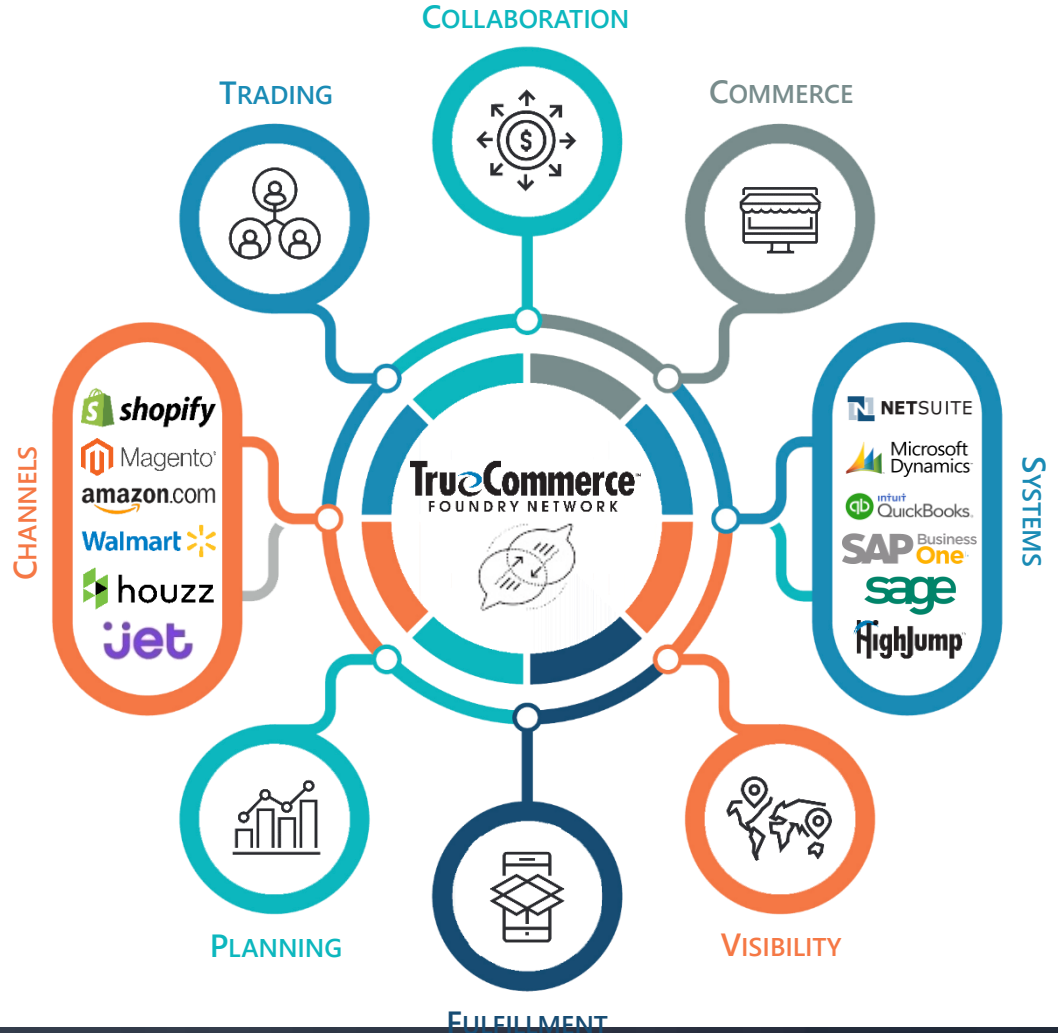
TrueCommerce Foundry

Built on a robust technology platform
- **Natively multi-tenant**
- **Highly scalable and resilient**
- **Foundation for the Foundry Network/EDI**

Deep integration capabilities
- **Across business systems, logistics systems, marketplaces and storefronts**

Broad set of unified commerce services
- **Addressing connected customers, suppliers and channels**

Innovative supply chain services
- **Available stand alone or integrated**



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Optimized Packing

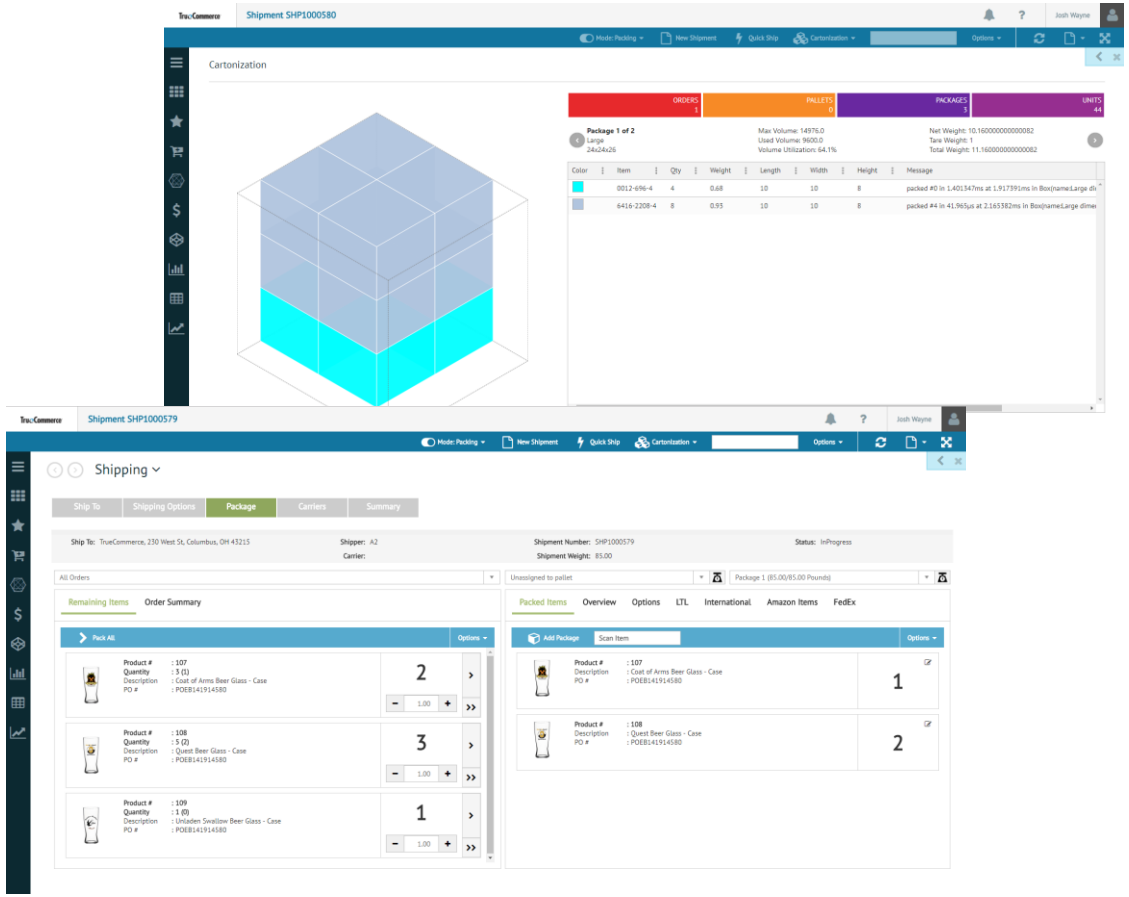
Guided Packing

Cartonization Algorithms

Pack verification reduces costly shipping errors

Capture Package Contents

Increased Product Tracking



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Multi Carrier Shipping

More than 60 carriers available

- ✓ Global origin support
- ✓ Extensive listing of parcel carriers
- ✓ Same-day services

Reduce Freight Spend with Rate Comparisons

- ✓ Dynamic rate shopping selects "best way" (select most economic option to achieve SLA)
- ✓ Reduce shipping costs
- ✓ Improve Delivery Speed

Support for international exports

FedEx Compatible Solutions Program

UPS Ready

UNITED STATES POST OFFICE

YODEL

Royal Mail

POST

DHL

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Meet Compliance Demands

Improve Customer Satisfaction and Vendor Scorecard Performance

- ✓ GS1 labels & branded pack slips printed immediately after packing shipment
- ✓ ASN's automatically created based on how order was physically packed
- ✓ Integrated compliance reduces reliance on "tribal knowledge" to consistently manage unique order profiles and minimizes chargebacks
- ✓ Pack & address verification ensures the right product is shipped with the right quantity to the right location at the right time

Increase Perfect Order Performance

- ✓ Pack and address verification ensures orders are packed and delivered accurately
- ✓ Integrated compliance engine automatically generations GS1 labels, retailer branded packing lists and return labels
- ✓ Creates certified carrier labels and VICS Bill of Lading Reports
- ✓ Automatically generates Advance Ship Notices for required customers

– Powerful Shipping Rules Engine

- ✓ Pre-define shipping rules to ensures orders are processed correctly each time
- ✓ Specify shipping rules like customer and address level account numbers, carrier presets, reference fields, compliance labels, packing methods and much more

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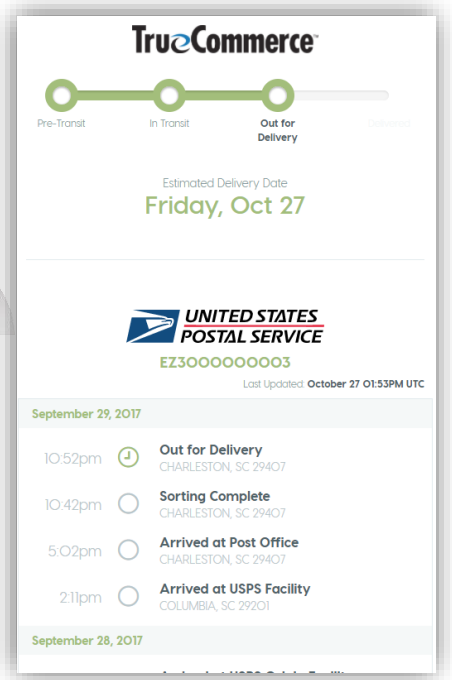
Report - Track - Analyze

Shipment Reports & Package Labels

- ✓ Fully configurable
- ✓ Packing Lists, Commercial Invoice
- ✓ Carrier Shipping Labels, GS1 ASN Labels, Package Placards

Shipment Notification Emails

- ✓ Alert recipient to expect their package

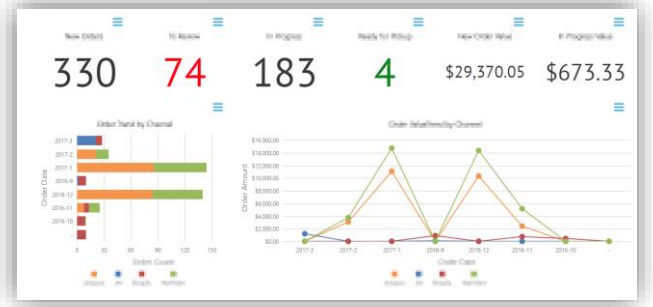


Package Tracking and Proof of Delivery

- ✓ Bread-crumb trail of delivery progress through receipt

Analytics for carrier spend and shipment trends

- ✓ Prepackaged content available to deliver insights to your shipping operation



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Broad Integration Abilities

Integrated with leading accounting packages, ERP and storefront systems

- Turnkey integration eliminates middleware, API interfacing and specialized integration resources
- Synchs orders from your business system with Pack & Ship eliminating rekeying or data latency issues
  - ✓ Pull orders from the ERP based on specific data points like Customer, Ship Date, Ship to Location
  - ✓ Normalize unit of measures to preferred fulfillment position (units, cases, packs, pallets, etc.)
  - ✓ Ship full kits or exploded as components
- Updates order with shipment status, tracking information and automates order fulfillment step in business system
  - ✓ Automatically create the invoice or shipment
  - ✓ Fulfill against the sales order based on what was shipped
  - ✓ Support for partial and consolidated shipments
  - ✓ Syncs lot and serial data collected during order fulfillment

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SUMMARY

When you need TrueCommerce:

- Any business dealing with retailers, grocers, big box stores
- Distributor or MFG
- Marketplaces / e-commerce (Shopify, Amazon, Wal-Mart, website)
- Pack and Ship (e-commerce, Marketplaces, Fulfillment)
- Vendors & Supplier Enablement (EDI or Portal)
- Larger customers - (VMI)

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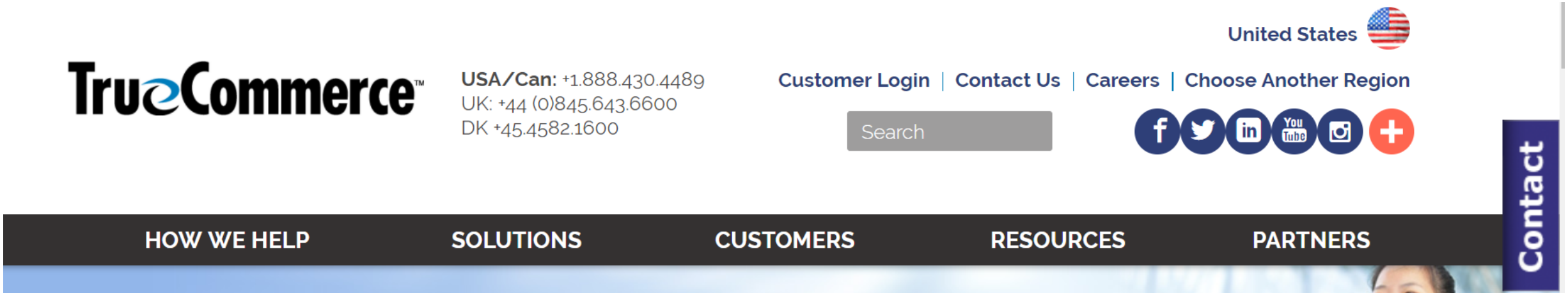
INFORMATION ON TRUECOMMERCE

TrueCommerce Website

- All supported Sage ERP's (Solutions)
- All datasheets for all supported ERP's (Resources)
- Success stories (Resources)
- Training Videos



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THANK YOU!

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ANY QUESTIONS?

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