TIG

Freight, Managed.

Customer Service | Transparency | Innovation

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Agenda

1. INTRO

MARK SMITH - PARTNER DEVELOPMENT MANGER, PRONTO

2. TIG FREIGHT

CRAIG GEDDES – GM, SALES & MARKETING, TIG

3. PRONTO XI SOLUTION

DANIEL WOODS - MANAGER, PLATFORM & PARTNERS, TIG

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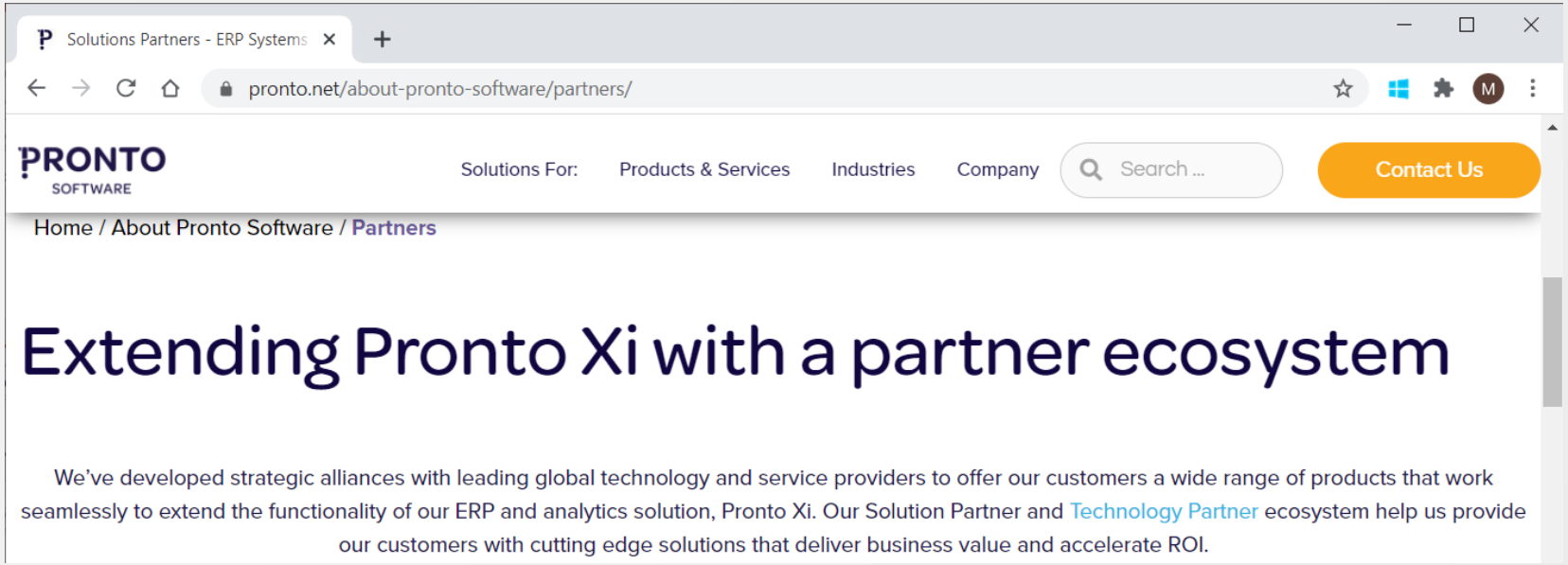
What is a Solution Partner?



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Some of our Solution Partners...

TIG FREIGHT MANAGEMENT

A full-service freight solutions provider, TIG's premium tailored solutions meet your specific business needs – unlocking cost savings across your supply chain. They have the expertise, team, solutions and market-leading platforms such as OpenFreight to tackle the most complex logistics problems.

Learn more →

OZEDI

A secure document hub, Ozedi facilitates the exchange of documents between businesses, government departments and superannuation funds. Pronto Software elected to use Ozedi as our third party gateway to submit Single Touch Payroll (STP) information to the Australian Taxation Office (ATO).

Learn more →

finlease™ your equipment finance partner

As leaders in financing solutions with funds, expertise and buying power, Finlease get the finance your business needs when purchasing software. Finlease expert technology finance solutions can help your company accelerate growth.

Learn more →

openpay

A next generation payment solution, Open Pay allows customers to buy now and pay over a flexible timeframe, without interest, giving them added cash flow confidence. The Openpay solution is certified for Pronto Xi 740 and all later versions.

Learn more →

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Who is TIG Freight?

- We're an **end-to-end freight provider**, who offer tailored solutions to each of our clients.
- Established in 2001, we have offices in Melbourne, Sydney & Brisbane.
- An experienced support team of **80+**, nation-wide.
- Currently manage a freight portfolio of **$130M**, expecting to grow to $150M by 2023.
- Created, own & manage our own proprietary Freight Management System, **OpenFreight**.
- Offer market-leading receiver notifications, **TrackMyParcel**.
- Portfolio consists of **325 clients**, serviced by **100+ transport partners**, nationally.

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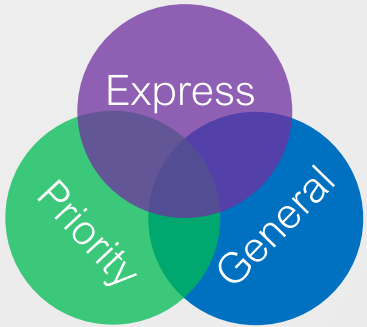
Our Carriers and Services

- **100+** transport partners, nationally
- Support **all freight/delivery types & industries**
  E-Com, Wholesale Distribution, Retail (B2B & B2C)
- **Domestic & outbound** international freight

TOLL
TNT
STARTRACK
AUSTRALIA POST
aramex
CouriersPlease
FedEx
DHL

- Cartons
- Road
- Sea
- Pallets
- Rail
- Oversize
- Satchels
- Air
- Specialised



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TIG's Three Service Offerings

Managed Freight

$0

TIG manage the freight

No cost to setup

No cost to integrate

Approx. 1-2 days consulting

Hybrid

From $0

Use a mix of existing & TIG

Small cost ($1-2k) to setup

No cost to integrate

Approx. 1-2 days consulting

BYO Carriers

From $2,000/qtr

Use existing carriers

Small cost ($1-2k) to setup

No cost to integrate

Approx. 1-2 days consulting

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Our Client Partners

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Market Update

+21%

Freight costs up by average 21% year-on-year

-12%

Services levels down, DIFOT dropped by average 12%

+25%

Orders shipped up by average 25% in 2021

Based on TIG internal reporting

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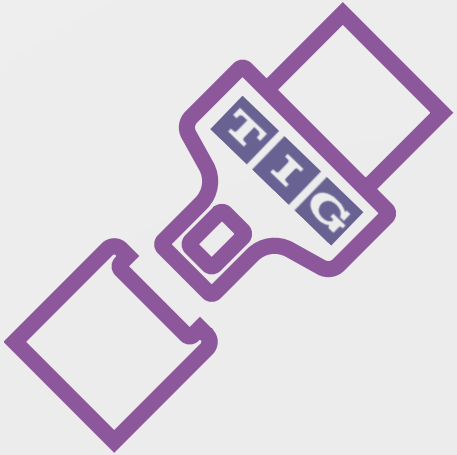
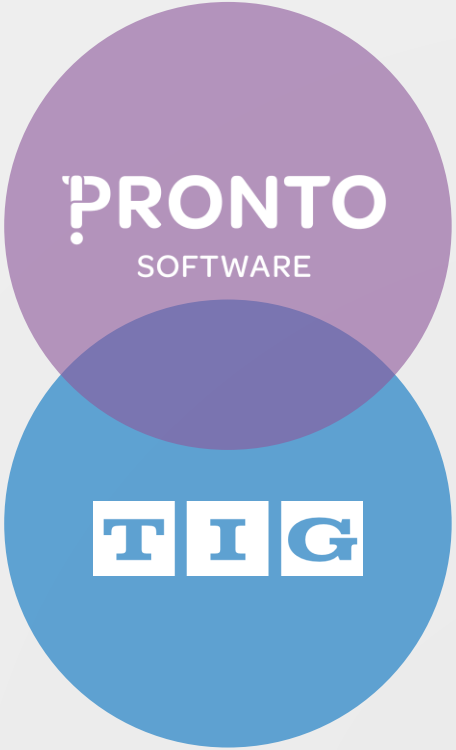
Importance of Stability

- **Don’t lock yourself in** with an integration that could change. Carriers change their systems every 2-3 years, are you prepared to?
- **What happens** if your provider stops picking up your freight? Increases your rates by 15%? Gets hacked or is offline for 2 or more weeks? Goes out of business?
- Cloud platform with **24/7, 99.99%+ uptime**
- Ability to implement TIG services quickly **in event of emergency**
- **Don’t be caught out** like others have been!



Part of Pronto Xi Core

- **Free activation license** in Pronto Xi 750+
- “Pre-installed”, **part of core** Pronto Xi 760+
- **Fully supported** by both Pronto Software & TIG
- **No more** flat-file, hard-to-support shipping integrations!
- No more vendor lock-in. You can now **change carriers & services without rebuilding** costly shipping integrations.
- Enables shipping **automation, boosts transparency & visibility** and empowers business to make data-driven decisions.



The Value Proposition

Daily Orders	Order Processing Time Saved – Approx. 2 Mins	End-to-End Processing Time Saved – Approx. 15 Mins	Order Processing Returns	End-to-End Returns
200	6.5 Hours	50 Hours	$59,150 per year	$455,000 per year
100	3.5 Hours	25 Hours	$31,850 per year	$227,500 per year
50	2 Hours	12.5 Hours	$18,200 per year	$113,750 per year
30	1 Hour	7.5 Hours	$9,100 per year	$68,200 per year

Based on all inclusive wage costs of average Australian pick packer job at $70,000 per year / $35 hour inclusive. **Source:** Indeed April 2022

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Case Studies Statistics

+160%

Order processing volume increased by 160%

-40%

40% **less staff required**, to process high number of orders

< 0.1%

Human & key-in **errors reduced** down to less than 0.1%

Statistics from TIG case studies done with integrated customers

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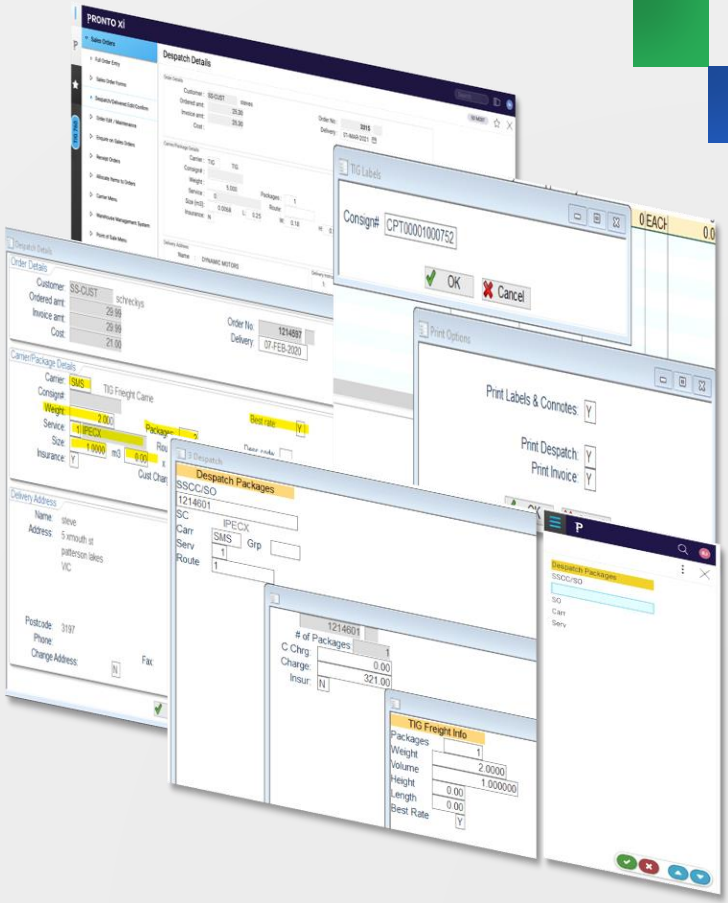
Despatch, Automated.

- **Seamlessly extends** existing native Pronto Xi functionality with minimal training required.
- Take advantage of **least-cost routing** to avoid costly freight mistakes, ***or***
- Get **real-time freight quotes**. Enable data-driven decisions to empower warehouse, ***or***
- **Map customers or orders directly** to shipping provider.
- Carrier shipping **labels printed automatically**.



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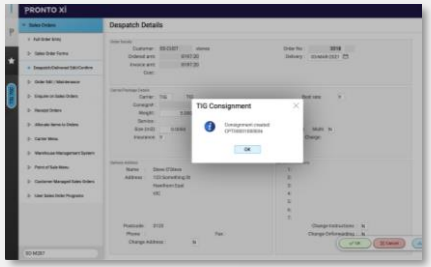
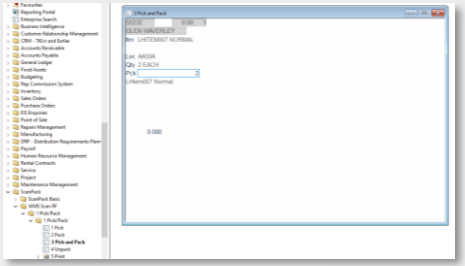
Ship Your Existing Ways

SO Despatch (SO M287)



ScanPack (WHSE M014)



RF Despatch (SCAN M006)

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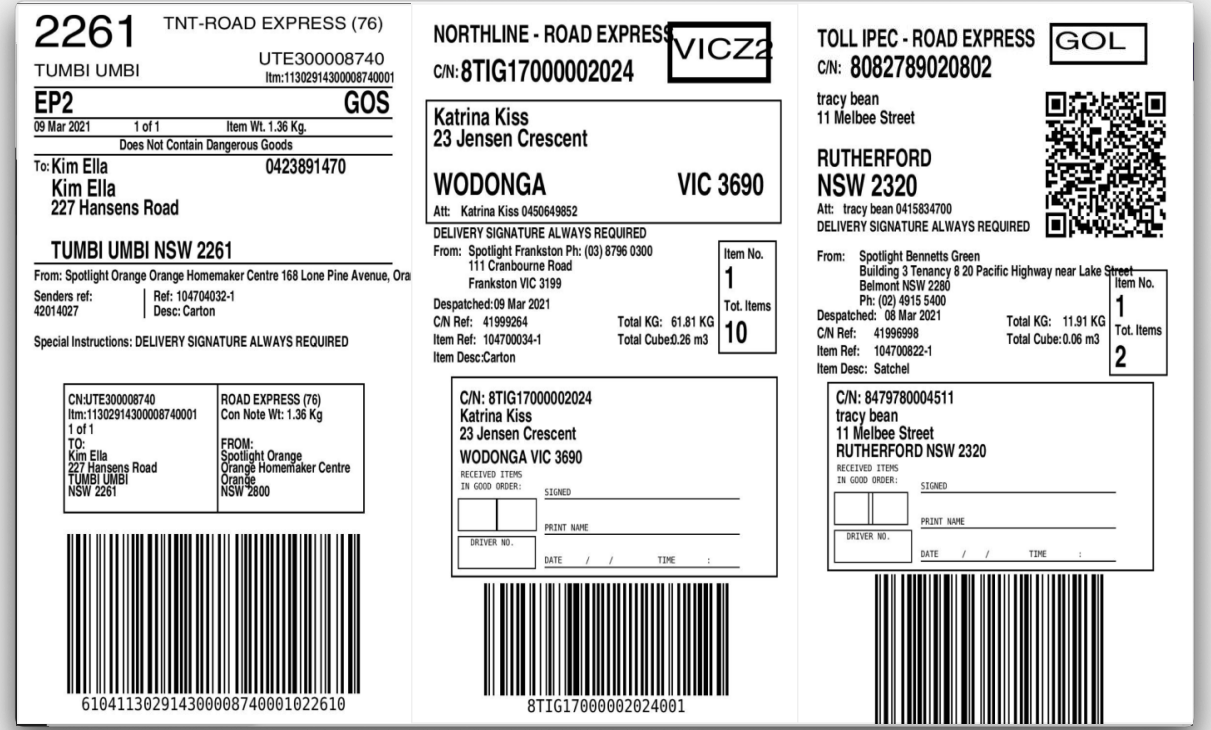
SO Despatch (SO M287)



2261 TNT-ROAD EXPRESS (76)
TUMBI UMBI
UTE300008740
Itm:11302914300008740001
EP2 GOS
09 Mar 2021 1 of 1 Item Wt. 1.36 Kg.
Does Not Contain Dangerous Goods
To: Kim Ella 0423891470
Kim Ella
227 Hansens Road
TUMBI UMBI NSW 2261
From: Spotlight Orange Orange Homemaker Centre 168 Lone Pine Avenue, Ora
Senders ref: 42014027
Ref: 104704032-1
Desc: Carton
Special Instructions: DELIVERY SIGNATURE ALWAYS REQUIRED
CN:UTE300008740
Itm:11302914300008740001
1 of 1
TO:
Kim Ella
227 Hansens Road
TUMBI UMBI
NSW 2261
ROAD EXPRESS (76)
Con Note Wt: 1.36 Kg
FROM:
Spotlight Orange
Orange Homemaker Centre
Orange
NSW 2800
6104113029143000087400010226l0

NORTHLINE - ROAD EXPRESS
VICZ2
C/N: 8TIG17000002024
Katrina Kiss
23 Jensen Crescent
WODONGA VIC 3690
Att: Katrina Kiss 0450649852
DELIVERY SIGNATURE ALWAYS REQUIRED
From: Spotlight Frankston Ph: (03) 8796 0300
111 Cranbourne Road
Frankston VIC 3199
Item No. 1
Tot. Items 10
Despatched:09 Mar 2021
C/N Ref: 41999264
Total KG: 61.81 KG
Item Ref: 104700034-1
Total Cube:0.26 m3
Item Desc:Carton
C/N: 8TIG17000002024
Katrina Kiss
23 Jensen Crescent
WODONGA VIC 3690
RECEIVED ITEMS IN GOOD ORDER:
SIGNED
PRINT NAME
DRIVER NO.
DATE / / TIME :
8TIG17000002024001

TOLL IPEC - ROAD EXPRESS
GOL
C/N: 8082789020802
tracy bean
11 Melbee Street
RUTHERFORD
NSW 2320
Att: tracy bean 0415834700
DELIVERY SIGNATURE ALWAYS REQUIRED
From: Spotlight Bennetts Green
Building 3 Tenancy 8 20 Pacific Highway near Lake Street
Belmont NSW 2280
Ph: (02) 4915 5400
Item No. 1
Tot. Items 2
Despatched: 08 Mar 2021
C/N Ref: 41996998
Total KG: 11.91 KG
Item Ref: 104700822-1
Total Cube: 0.06 m3
Item Desc: Satchel
C/N: 8479780004511
tracy bean
11 Melbee Street
RUTHERFORD NSW 2320
RECEIVED ITEMS IN GOOD ORDER:
SIGNED
PRINT NAME
DRIVER NO.
DATE / / TIME :

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ScanPack (WHSE M014)

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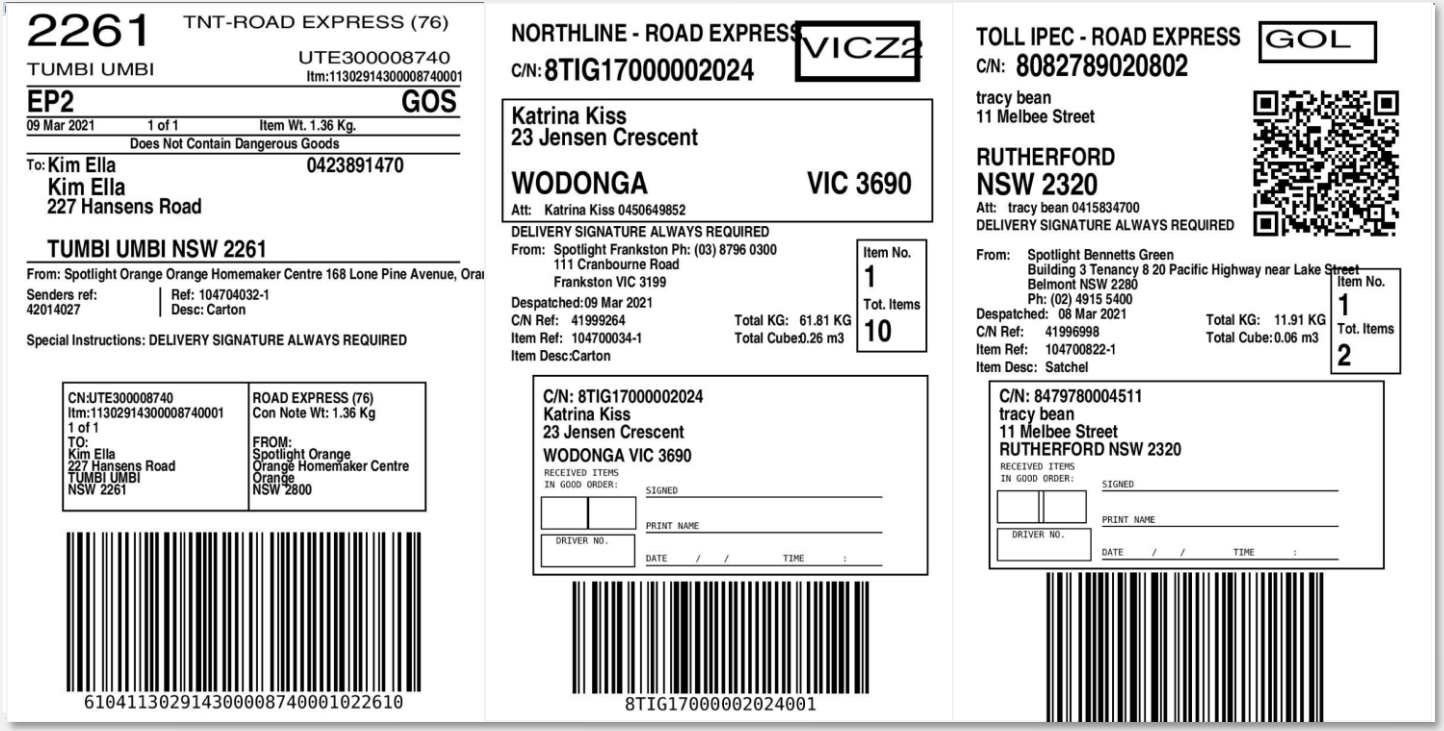
RF Despatch (SCAN M006)



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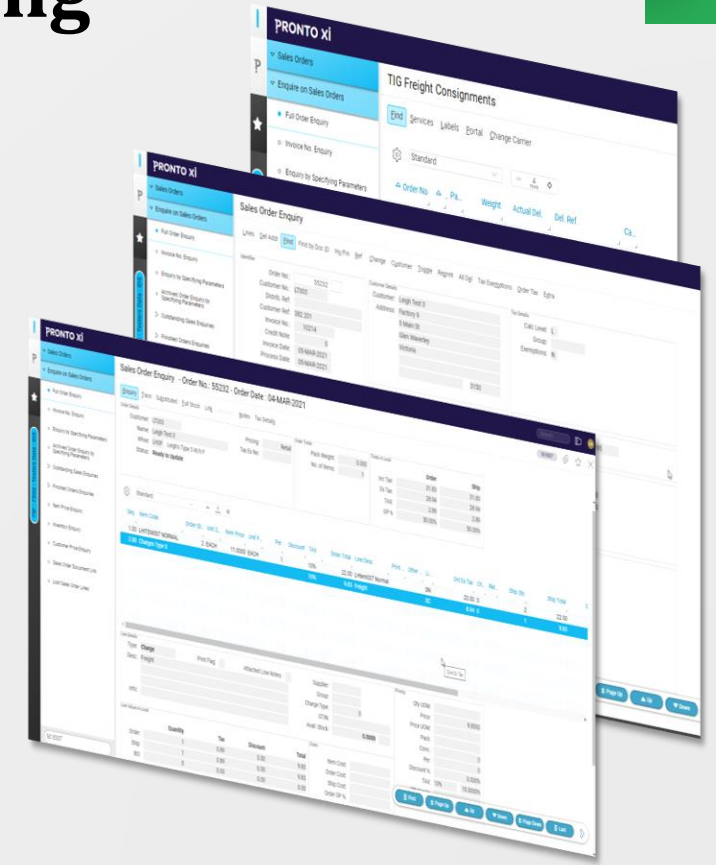
Transparency & Cost Reporting

- All **data written back** to into Pronto Xi including freight cost & tracking number.
- **Native TIG menu's** in Pronto Xi showing sales order to tracking number details.
- Visible against original sales order, **option to on charge real-time freight cost**.
- All freight surcharges can be included for **true cost visibility**.



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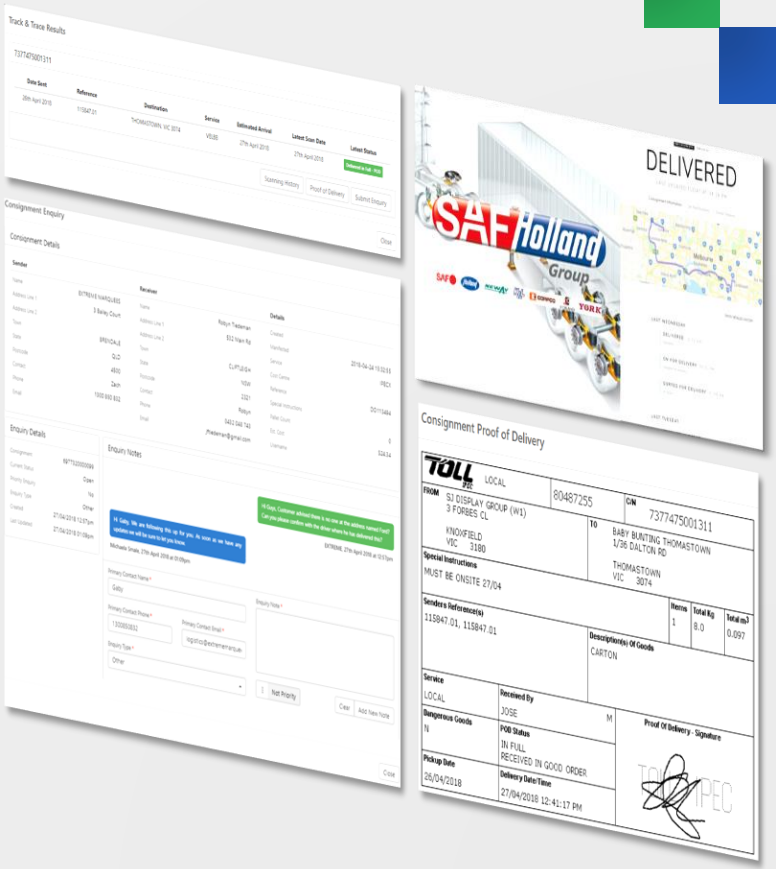
100% Visibility

- Real-time **Email** and/or **SMS** notifications
  1. Despatched
  2. Onboard for Delivery
  3. Delivered
- Personalised tracking portal – **TrackMyParcel**
- Easy to read tracking events with PODs available on delivery via **OpenFreight**.
- Integrated into TIG's customer service platform, allowing **Live Chat** function for all enquiries.



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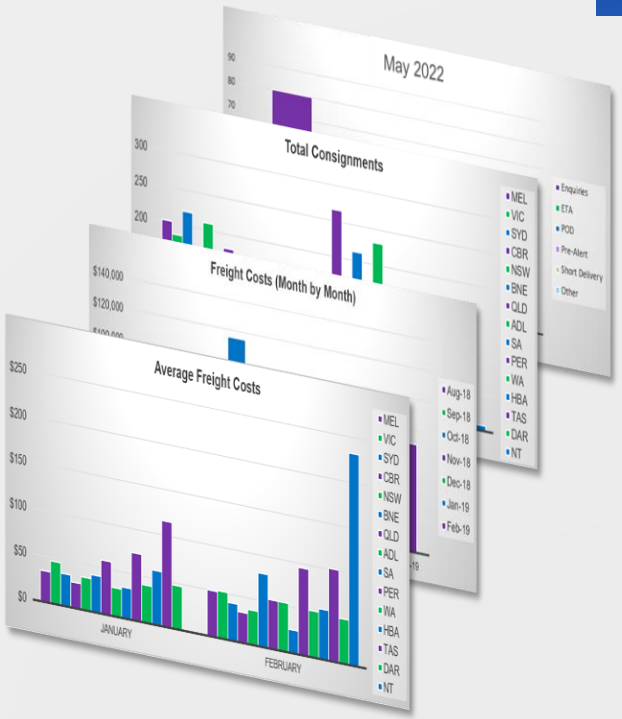
Data Driven Decisions, Freight Analytics

- As we write freight costs & data back into Pronto Xi, we're enabling the client to run **Reports** which weren't possible in the past!
- TIG clients have access to monthly **BI Reporting**, designed to identify areas of improvement on cost and service.
- TIG can review Pronto clients current freight solution & provide **Free Freight Health Check**.



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Lock in Your Solution Now!

- Start with TIG before July 31st to **lock in your freight rates** for another 18 months
- TIG offers **fixed 3-year agreements** with locked in rates and SLAs
- Start taking advantage of the **tens of thousands of dollars of soft-cost savings** with Pronto Xi core/native integration – **it's already pre-installed** in your version!

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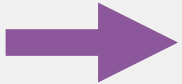
Your Next Steps

Book a Demo



Book a demo with TIG to discover more about TIG and the Pronto Xi integration.

1 – 2 Weeks

Freight Review

TIG begin freight review process and provide recommendations or solution

3 – 4 Weeks

Pronto Xi Integration

Begin configuration, implantation and training on Pronto Xi integration.

2 – 6 Weeks

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THANKS!

Any questions?

Book a Demo

https://engage.pronto.net/tig

OR Talk to your Pronto Account Manager

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