

Electronic Freight Management (EFM) Adoption Questionnaire

Section I: Company's Environment and Overview Background (from USDOT RFI)

- A. Description of the business problem to be solved.
- B. Identification of the how the partner plans to apply EFM to address the problem identified above.
- C. What is the current technical environment that is in place today (e.g., mainframe supported by EDI, plus fax transmission to carriers)?
- D. Describe how the interchanges of operational data and documents takes place between partners today (i.e., what methods currently used will be replaced or supplemented by EFM applications).

Section II: Company's Implementation Decisions (from USDOT RFI)

- A. What might the Company see as possible barriers to implementation?
- B. What would the Company identify as the critical issues involved in making the decision to go forward with implementation of EFM?
- C. What does the Company see as possible benefits (e.g., competitive advantage, cost reduction, service enhancement, etc)?

Section III: Description of Company's Supply Chain

- A. Please use the process flow diagram (appendix A.1) to map the supply chain process that will be monitored by EFM. Use the swimlanes along the left side to list the supply chain partners. Use boxes to describe the activities and lines with arrows to show how the activities link the supply chain partners. For each activity that involves an exchange of information, please describe in the "communication method" swimlane how the information is shared (phone, email, website, EDI). Appendix A.2 is provided as an example.
- B. List each of your supply chain partners to be involved in the EFM implementation with the percentage of total business volume in that category they control in appendix B. If the number of partners in a category exceeds 10, please list the total number of partners in that category, the top 10, by name, with the percentage of total business volume in that category they control. Briefly describe the primary method of supply chain communication with each.
- C. Please provide a relevant measure of annual transactional volume to be managed through the EFM (e.g., orders, shipments, containers, truckloads). If there is significant seasonal variability, please describe that variability in terms of percentage of annual transactional volume per period (e.g., month, quarter, season).

Section IV: Description of Company's Technology Environment

This section expands on information that has already been captured in Appendices A & B in terms of the partners and the information exchanges between them.

- A. For each partner from Appendix B, who is expected to participate in EFM, please complete the questionnaire in Appendix C. Please also complete a copy of this form for your organization.
- B. For each information exchange identified as part of the exercise form Appendix A, please provide, preferably in electronic format, a copy of such exchange.

Pre-shipment

| | |
|----------------------------|--|
| Consignee | |
| Consignor | |
| Carrier | |
| Carrier | |
| Logistics Service Provider | |
| Terminal | |
| Broker | |
| Regulatory | |
| | |
| | |
| | |
| Communications Method | |
| | |
| | |

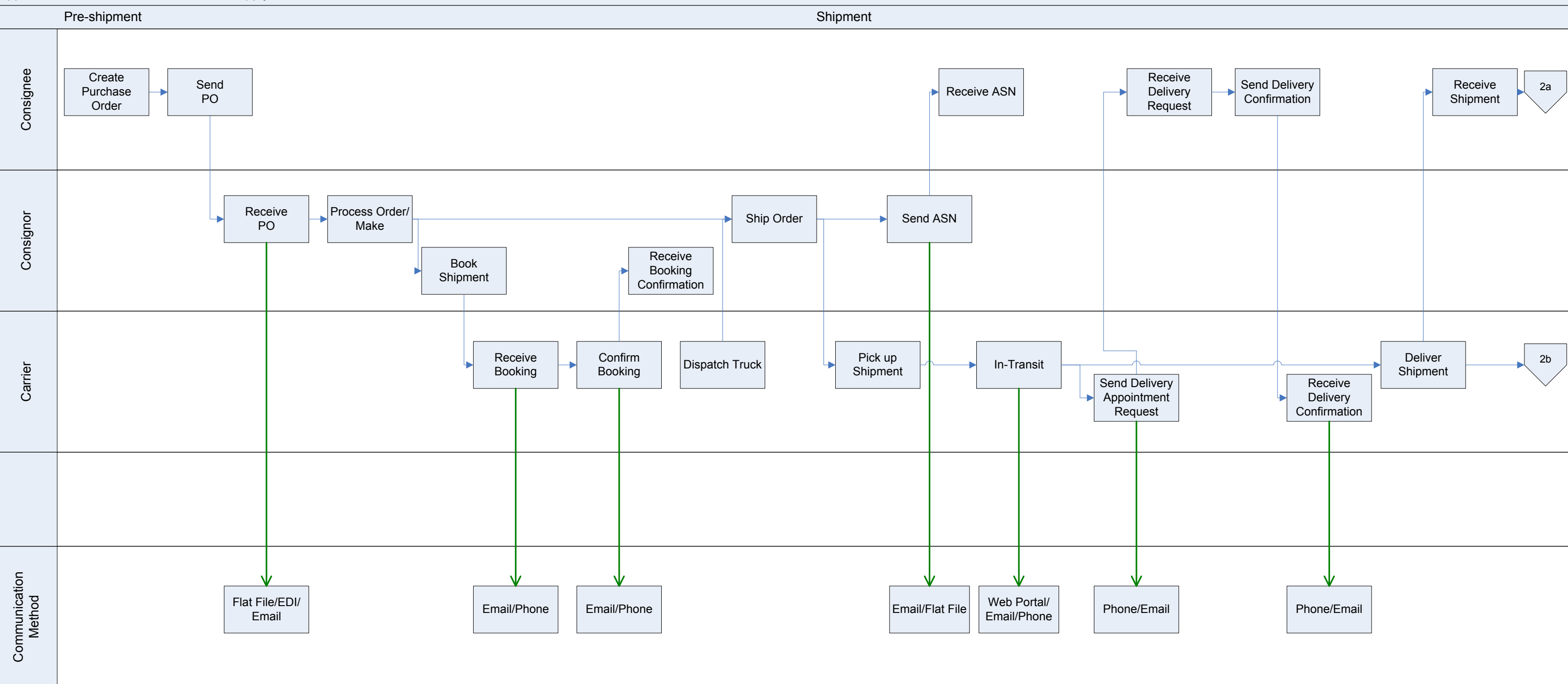
Shipment

| | |
|----------------------------|--|
| Consignee | |
| Consignor | |
| Carrier | |
| Carrier | |
| Logistics Service Provider | |
| Terminal | |
| Broker | |
| Regulatory | |
| | |
| | |
| | |
| Communi-Cations Method | |
| | |
| | |

Post - Shipment

| | |
|----------------------------|--|
| Consignee | |
| Consignor | |
| Carrier | |
| Carrier | |
| Logistics Service Provider | |
| Terminal | |
| Broker | |
| Regulatory | |
| | |
| | |
| | |
| Communi-Cations Method | |
| | |
| | |

Appendix A.2 - EFM Generic Outbound Supply Chain Process Flow





Appendix B: Supply Chain Partners

List only those that are involved in the EFM adoption.

A. Vendors

Number of Vendors ____

| <u>Name</u> | <u>pct of business</u> | <u>primary method of communication</u> |
|-------------|------------------------|--|
| 1 | _____ | _____ |
| 2 | _____ | _____ |
| 3 | _____ | _____ |
| 4 | _____ | _____ |
| 5 | _____ | _____ |
| 6 | _____ | _____ |
| 7 | _____ | _____ |
| 8 | _____ | _____ |
| 9 | _____ | _____ |
| 10 | _____ | _____ |

B. Customers

Number of Customers ____

| <u>Name</u> | <u>pct of business</u> | <u>primary method of communication</u> |
|-------------|------------------------|--|
| 1 | _____ | _____ |
| 2 | _____ | _____ |
| 3 | _____ | _____ |
| 4 | _____ | _____ |
| 5 | _____ | _____ |
| 6 | _____ | _____ |
| 7 | _____ | _____ |
| 8 | _____ | _____ |
| 9 | _____ | _____ |
| 10 | _____ | _____ |

Appendix B: Supply Chain Partners

List only those that are involved in the EFM adoption.

C. Motor Carriers

Number of carriers ____

| <u>Name</u> _____ | <u>pct of</u> <u>business</u> | <u>primary method</u> <u>of communication</u> |
|-------------------|----------------------------------|--|
| 1 _____ | _____ | _____ |
| 2 _____ | _____ | _____ |
| 3 _____ | _____ | _____ |
| 4 _____ | _____ | _____ |
| 5 _____ | _____ | _____ |
| 6 _____ | _____ | _____ |
| 7 _____ | _____ | _____ |
| 8 _____ | _____ | _____ |
| 9 _____ | _____ | _____ |
| 10 _____ | _____ | _____ |

D. Rail Carriers

Number of carriers ____

| <u>Name</u> _____ | <u>pct of</u> <u>business</u> | <u>primary method</u> <u>of communication</u> |
|-------------------|----------------------------------|--|
| 1 _____ | _____ | _____ |
| 2 _____ | _____ | _____ |
| 3 _____ | _____ | _____ |
| 4 _____ | _____ | _____ |
| 5 _____ | _____ | _____ |
| 6 _____ | _____ | _____ |
| 7 _____ | _____ | _____ |
| 8 _____ | _____ | _____ |
| 9 _____ | _____ | _____ |
| 10 _____ | _____ | _____ |

Appendix B: Supply Chain Partners

List only those that are involved in the EFM adoption.

E. Ocean Carriers

Number of carriers ____

| <u>Name</u> | <u>pct of business</u> | <u>primary method of communication</u> |
|-------------|------------------------|--|
| 1 | _____ | _____ |
| 2 | _____ | _____ |
| 3 | _____ | _____ |
| 4 | _____ | _____ |
| 5 | _____ | _____ |
| 6 | _____ | _____ |
| 7 | _____ | _____ |
| 8 | _____ | _____ |
| 9 | _____ | _____ |
| 10 | _____ | _____ |

F. Air Carriers

Number of carriers ____

| <u>Name</u> | <u>pct of business</u> | <u>primary method of communication</u> |
|-------------|------------------------|--|
| 1 | _____ | _____ |
| 2 | _____ | _____ |
| 3 | _____ | _____ |
| 4 | _____ | _____ |
| 5 | _____ | _____ |
| 6 | _____ | _____ |
| 7 | _____ | _____ |
| 8 | _____ | _____ |
| 9 | _____ | _____ |
| 10 | _____ | _____ |

Appendix B: Supply Chain Partners

List only those that are involved in the EFM adoption.

G. Other Logistics Providers

Number of other logistics providers ____

| <u>Name</u> | <u>Services provided</u> | <u>primary method of communication</u> |
|-------------|--------------------------|--|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |

Appendix C: Technical Details

Complete a copy for each company documented in Appendix B

Company Name: _____

Technical POC Name: _____

Phone #: _____

Email: _____

1. Describe the existing computer systems used to manage shipment information. If this includes multiple systems, please describe what each system is responsible for. Please indicate if the system is in-house or 3rd party provided, the platform (e.g. AS/400, Unix, etc.), the software used, including any 'homegrown' applications, and the details on what inputs, both internal and external, are expected for this system. Please also describe the outputs and the timing/triggers which control these outputs.
2. Do you currently use Web Services to either publish or request electronic information? If yes, please provide details about these services, including, if available, the WSDL, the participants and any documentation.
3. Describe other means used to communicate electronically with trading partners. Please include purpose (e.g. packlist, ship notice, delivery receipt, etc.), file format (e.g., EDI, comma delimited, other...), send or receive, transfer mechanism (e.g., ftp, e-mail, etc.), batched or individual.
4. Do you communicate directly, or use a VAN to communicate with partners? If the later, please provide the VAN name, website and POC.
5. If not already, would you consider hosting a Web Services environment within your existing IT infrastructure?
6. Do you have any policy against open-source software?