



MatrixSCM

Rolling 12 Months Report

SPD	Vehicle Code	Invoice Type	Invoice Status	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Total	
001	AAD	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	CAB	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	CAB	TRUCK	Approved and not paid	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Approved and not paid	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Approved and not paid	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	HAD	TRUCK	Approved and not paid	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	GRACE	TRUCK	Invoice not approved	0	0	0	0	0	0	0	0	0	0	0	0	0	0
001	GRACE	TRUCK	Approved and not paid	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Total by Invoice Type - Rolling 12 Months By Unit

SPD	Invoice Type	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	Total
001	TRUCK	0	0	0	0	0	0	0	0	0	0	0	0	0

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# Visibility & Vision

MatrixSCM®  
Vehicle Logistics System

ICL Systems, Inc.

**C**omprehensive functionality, outstanding customer support, and a commitment to provide continuous innovation help set ICL's MatrixSCM<sup>®</sup> apart from any other finished vehicle logistics management system.

- Our solutions are designed from the customer's perspective, and are adapted to the unique demands of the finished automotive transportation process.
- Since 1994, ICL has delivered on our promise of providing the automotive industry robust, feature-rich solutions that work.
- We continuously strive to insure that our products and organization can anticipate your needs and requirements.
- The collective knowledge and experience of our management team provides us the ability to understand a customer's supply chain from all perspectives.

MatrixSCM<sup>®</sup> represents the combined effort of some of the world's most successful automakers to develop a system specifically tailored to the demands and requirements of the



pre-delivery and transportation of motor vehicles. If you are looking to improve the performance and visibility of your outbound supply chain, find out why ICL is the right choice!

# Solutions That Work



**B**y offering a complete set of logistics management tools developed for the unique needs of the finished vehicle supply chain, ICL is a leading provider of systems and expertise to the automotive industry.



The modular design of MatrixSCM<sup>®</sup> allows ICL's customers to configure a solution that will meet their specific requirements. All of the modules are designed to integrate seamlessly with one another, and all modules can be customized to your specifications.



## DATA EXCHANGE MANAGEMENT

ICL lets a manufacturer connect to all of its logistics providers through a centralized, fully managed hub. Instead of supporting communications to a dozen or more vendors, ICL provides a single point of contact, reducing complexity and administrative costs for our customers. Nearly every major finished vehicle logistics provider is currently connected with ICL. As a result, ICL is fast becoming the industry standard for connecting manufacturers to their logistics partners. ICL



# Solutions That Work

uses XML, X12, EDIFACT and other standards for data transmission, allowing us to support the unique requirements of any customer.

On behalf of our customers, here are just a few of the companies currently connected to ICL:

## AUTOMATED ASSET TRACKING

### Haulaway Carriers

Active Transport	Laberge
Allied Automotive Group	Legion
ATC	MWCC
ATSI	Nationwide
Axis Logistics	Northside
Baird	Pasha
Car Fre	Proficient
Car Transport	PTS
Cassens	S and S Logistics
Champion	Seher Distribution
CJ and M	Select 1
Diversified Transport	Selland
Fleet Car	Sunbelt
Grace	Supreme
Hansen-Adkins	Swift
Hansen's Forwarding	TJ McGeehan
Harvey Auto	Tri-Star
Jack Cooper/PMT	United Road
Jack Key Auto Trsp.	Waggoners

### Railroads

BNSF
Canadian National
CP/Ilinois Central
CSX
Ferro Mex
Florida East Coast
IHB
Kansas City Southern
Norfolk Southern
Union Pacific

### Surveyors

AIM/Auto Com
SGS
<b>Ocean</b>
Horizon
K-Line
MOL
NYK Lines
Pasha
Totem

### Processors

Amports
Auto Warehousing Co.
International Auto Processing
FAPS, Inc.
GAPS, Inc.
MidTexas International
Pasha
PVP/Wallenius
Turning Basin
VASCOR

Your product is valuable. To provide complete visibility of all vehicles in the transportation process, ICL developed the Automated Asset Tracking System, a cornerstone of the MatrixSCM<sup>®</sup> suite of web-based solutions. The system provides multi-modal tracking, status reporting, and detailed performance metrics. Benefits to our customers include the ability to:

- Track the status of all vehicles in the distribution process, across all modes of transportation, capturing and reporting changes in status and location in “real time”
- Calculate ETA for all units in transit, updated throughout the transit process
- Access a wide range of continuously-updated exception reports, providing instant visibility of any problems or delays
- Manage the performance of carriers and other supply chain partners utilizing ICL’s comprehensive performance reporting tools, which provide detailed information on performance by origin, route, or vendor

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## ELECTRONIC INVOICE AUDIT SYSTEM



ICL's automated invoice audit and approval process allows you to review all of your transportation, processor, and survey invoices quickly and accurately. The Electronic Invoice Audit System provides a reliable and effective way to manage your pre-delivery and transportation expenses, while insuring you only pay vendors for the work you have authorized.

- Increases administrative efficiency and reduces cost by eliminating the need to audit and process invoices manually
- Provides a detailed audit trail down to the VIN level for all pre-delivery and transportation expenses, including damage survey, port of entry expenses, accessorization, reconditioning, rail transportation, and truck transportation
- Flexible design supports vendor invoicing via secure FTP transmission, or utilizing a secure web screen, allowing you greater flexibility to add vendors to the invoice audit system in a matter of hours, not days or weeks
- Obtain regularly updated production information and confirm the status of all work in progress
- Generate detailed accrual information on-demand, as well as detailed budget and cost information
- Create and update rates for all vendors and operations quickly and easily via the web
- The system can interface with your existing accounting software or other legacy systems
- Vendors can quickly and easily research the status of any invoice submitted to the system, reducing the time spent by your staff researching billing issues

The ICL Electronic Invoice Audit System is a powerful and cost-effective tool for managing costs and improving productivity.

## REMARKETING SYSTEM

The MatrixSCM<sup>®</sup> can also help you coordinate the marshalling and transportation of off-lease and program vehicles. Using the proven technology ICL developed for managing new vehicle logistics, remarketing shippers can:

- Track vehicle location and dwell times

- Audit and approve carrier and reconditioning center invoices
- Communicate with surveyors, carriers, auctions, and reconditioning centers

ICL can provide visibility and auditing capabilities for the entire pre-auction reconditioning and transportation process.

## **BENCHMARKING INITIATIVE**

Developing efficient, market-responsive networks means understanding the changing dynamics of the transportation environment. Leveraging the vast operational data collected through our customers, ICL has developed a Benchmarking system capable of providing our customers an entirely new level of insight within the finished vehicle supply chain. Subscribers will have access to a wide range of information, including:



- Comprehensive database that will allow an OEM to measure their performance against their competitors, using a variety of criteria
- Access to ICL research on developments within key areas of the logistics and distribution process
- A single source for information on ports of entry, unloading terminals, and carriers specializing in new vehicle transportation

## **SMALL CARRIER COMMUNICATIONS SYSTEM**

Need to use a backup carrier, or do you occasionally use a carrier that may not have the back office systems required to provide you information electronically? ICL has developed a web-based event reporting and invoice approval system that allows any carrier with access to the Internet to receive and send critical data, including:



- Receiving advanced shipment notifications (ASN)
- Reporting key event information, such as pickup and delivery
- Submitting invoices for work performed

Carriers can be added to our secure web site in a matter of hours, providing outstanding flexibility. Additionally, you can capture all event and cost information in one centralized database, eliminating the need to process paper invoices.

## NON-STANDARD MOVE SYSTEM

While they may only account for a small portion of an automaker's total volume, managing non-standard moves can be a time-consuming process. Available with MatrixSCM<sup>®</sup> is a web-based solution that allows you to coordinate and monitor the transportation and invoicing for all vehicles shipped to non-standard locations, including

- Auto shows and media events
- Dealer buy-backs
- Stock transfers

When combined with ICL's Electronic Invoice Audit System, all invoice and payment history information associated with these moves is captured electronically. You can even track costs and submit invoices to specific requestors or cost centers, quickly and easily.

## BUSINESS INTELLIGENCE

ICL's Business Intelligence module allows customers to create ad-hoc reports and analysis quickly and easily. This OLAP-based system allows a user to analyze data from multiple dimensions, with the ability to create and save reports that can be used individually or shared across the entire organization. The system also allows for the creation of customized portals containing key metrics and alerts based on the specific needs of each user, further enhancing the capability and flexibility of MatrixSCM<sup>®</sup>.

## SEAMLESS INTEGRATION

ICL's modular architecture allows each customer the flexibility to design a solution that is appropriate for their exact needs. The robust design of each module insures outstanding reliability and functionality, regardless of volume or the complexity of your transportation network. The intuitive, content-rich web screens and reports allow you to access your data whenever and wherever you need it.

## OUTSTANDING SERVICE AND SUPPORT

ICL provides full technical management and support, allowing our customers to focus on running their business. We manage all technical aspects of the system, including web hosting and security administration. Our dedicated customer support staff, comprehensive training program, and extensive user documentation is available to customers and their vendors. ICL has an unwavering commitment to provide the highest level of service and support possible, to our customers and their trading partners.

Because our customers must have the ability to adjust to a rapidly changing automotive marketplace, ICL designed MatrixSCM with the flexibility and scalability to support any level of volume and complexity

## ICL Transaction Volume, 2009

Transaction Type	Quantity
Vehicle assignments	3.3 million
Vehicle events	38 million
Railcar shipments	126,000
Railcar destinations	65
Railcar events	3.5 million
Invoices processed	13.2 million



**GLOVIS**  
AMERICA INC



**ISUZU**



**SUZUKI**



Mercedes-Benz



**Audi**

**TOYOTA**



**MAZDA**

# A Vision For The Future



## A Standard For The Industry



Today, a diverse range of oftentimes conflicting standards and practices defines the vehicle transportation industry. This creates operational inefficiencies that add needless cost and complexity to all of our customers' transportation networks.

It is our goal to bring order to this process, and to become the preferred method of communication between automobile manufacturers and their logistics partners. As our customer base grows, and we handle an increasing percentage of the industry's data communication traffic, we have the opportunity to make that vision a reality. Here are some things we are doing today that set ICL apart from our competitors:

- ICL interacts regularly with our customers to get their feedback on our products and performance. This is also an opportunity for our customers to collaborate on issues of mutual interest, such as consistency in data transmission and establishing standardized performance metrics
- As an active member in the Automotive Industry Action Group (AIAG), ICL is working with OEMs and suppliers to help create the standards and practices that will help guide the development of the finished vehicle transportation industry
- We have developed a range of web-based tools designed to allow all trading partners to monitor key performance metrics, review invoice information, and identify any specific data quality issue they may encounter
- We have developed the ability for backup haulaway carriers or carriers without extensive IT resources to report deliveries and submit invoices via an easy-to-use web interface
- We provide no-charge telephone assistance for any trading partners with problems or questions regarding the system
- We routinely seek the input from the supplier community regarding changes or enhancements they would like to see in the system

By supporting your transportation providers as partners, not adversaries, we effectively create a cooperative environment where all parties are focused on the task of improved customer service.

## A Partner You Can Count On

ICL is a company with a great product, a dedicated workforce, and a clear sense of direction. Our success is built upon understanding and serving the needs of the automotive shipper. Let ICL show you how we are redefining logistics one byte at a time.



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