



What's New in Dynamics TMS[®] for Business Central . . .

Customer
Conference



Dynamics TMS[®]
Your Source for Microsoft Dynamics
Transportation Management Solutions

innovia
CONSULTING

Your Presenters



Aristides (Ari) P. Smith
President & CEO
Next Generation Logistics, Inc
asmith@nextgeneration.com

Robert (Rob) Ramsey
Director, Application Development
Next Generation Logistics, Inc
rramsey@nextgeneration.com

David (Dave) L. Whaley
TMS Product Manager
Next Generation Logistics, Inc
davewhaley@nextgeneration.com

Agenda

- ✓ Who is Next Generation Logistics[®] (NGL)
- ✓ Post Covid Transportation Management Challenges
- ✓ Features of a modern day “Next Gen” TMS software
- ✓ Demonstration of Key Features of Dynamics TMS for BC
- ✓ Q & A

Who is NGL ?

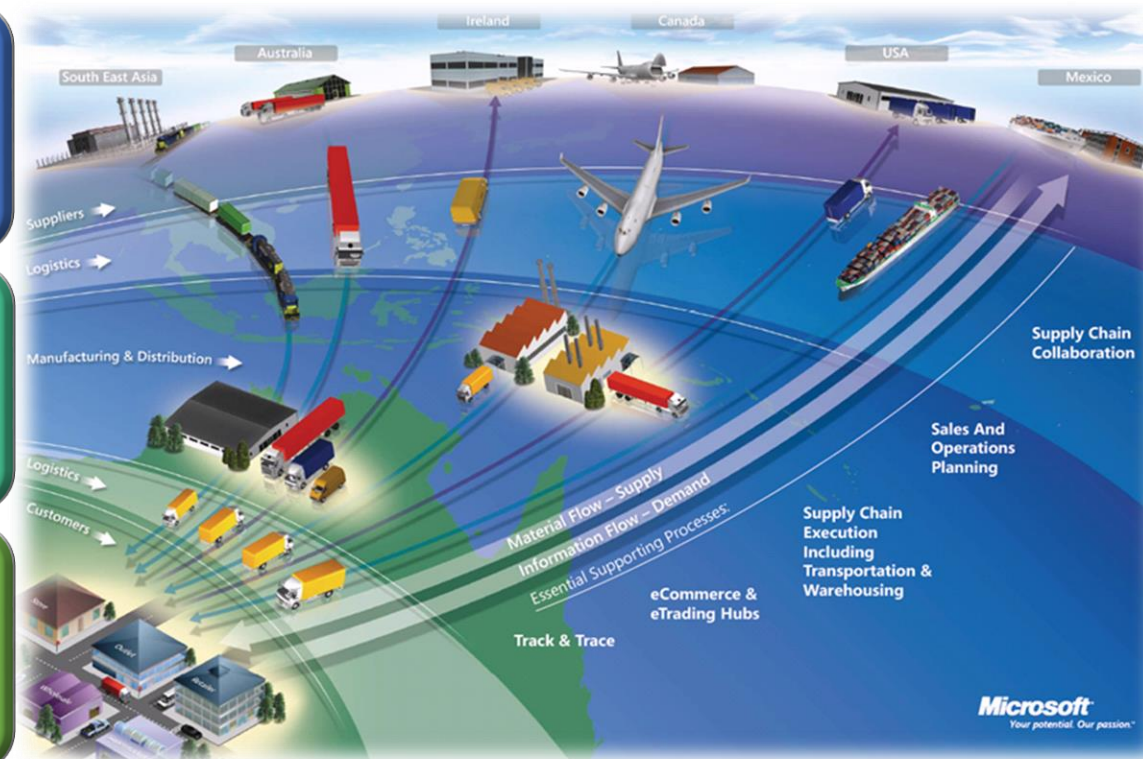
Since 1988, Comprised of 3 Divisions



TMS Software Solutions
Microsoft Certified ISV

Managed Transportation Services

Supply Chain Consulting Services



Post Pandemic Challenges

- ✓ There was a trucker shortage before the pandemic hit, it's still here! ATA estimates that the US is still short 80,000 drivers.
- ✓ Geo-Political Unrest resulting in surging inflation and supply chain bottlenecks companies trying to avoid shipping silos creating even more transport channels
- ✓ "Amazon Effect" - Client expectations are now changing all because of technology. (Be more like Amazon!)
 - As users become information-enabled, they have expectations that their transport services & software keep them fully informed throughout the entire process.



Modern “Next Gen” TMS Features

- ✓ **Increased Collaboration Capabilities**
 - The industry is forced to move from exclusive core carrier programs to hybrid programs from many different providers.
 - Quickly finding alternative providers at market rates.
- ✓ **Increased Visibility & Communication Capabilities**
 - Leveraging multiple technologies from collaboration partners such as DAT, PC-Miler, PC-Rail, P44, EDI, APIs, AI, Telematics, etc.
 - Customer & Provider Performance KPIs
- ✓ **Modern Architectural Design Compatible with BC**
 - Microsoft based development process utilizing extensions, etc.
 - Utilization of webservices, rest technologies



samsara

Driver Telematics



Office 365



On-Line Bidding

Modern “Next Gen” TMS Features

✓ Deep “Order-To-Cash” Integration with BC




Department	Transportation Related Processes				
Customer Service - Sales	Order Entry	EDI	Quotes	Service	Status
Accounting	Receivables	Payables	Accruals	Settlement	
Procurement	FOB POs	DEL POs	Transfers		
Operations	Outbound	Inbound	Transfers		
Legal – Insurance	Cert of Ins	Opr Auth	Contracts	Compliance	
Logistics Services	Planning	Selection	Tendering	Managing	

Modern “Next Gen” TMS Features

✓ Comprehensive alternative rate shopping evaluations

Rate Shopping:

Rate IT

Click to Rate It 

^ Rate IT

Spot Rate OFF

Post to Load Boards

o Post to DAT OFF

o Post To NEXTStop OFF

Rating Options

o API Rates OFF

o Tariff Rates OFF

CNS-5-296 SO-10001113 04/01/2021 04/04/2021 03/25/2021 Palermo's Villa Pizza WI 17,000 2,203.30 Accepted

Bids

	Source	Provider	Carrier ...	Fuel Va...	Fuel UOM	Line Haul	Fuel Total	Total Cost	Mode	Quote ...	Errors	Adju...	Comme...	Status Code
▶	Tariff	 ODFL	Old Do...	0.00	Flat Rate	\$680.00	\$0.00	\$880.00	Road	03/25/2...	1	2	null	Error
▶	 NEXT STOP	 BUDR	Budreck	200.00	Flat Rate	\$3,000.00	\$200.00	\$3,200.00	null	null	0	0	All Set	Ops Accepted ...
▶	Tariff	 BUDR	Budreck	0.00	Flat Rate	\$3,634.95	\$550.83	\$4,385.78	Road	03/25/2...	1	3	null	Error
▶	 API	 ODFL	Old Do...	0.00	Flat Rate	\$4,445.57	\$1,103.39	\$5,560.96	LTL	03/25/2...	0	6		Ops Rejected ...
▶	Tariff	 BUDR	Budreck	0.00	Flat Rate	\$4,956.75	\$550.83	\$5,707.58	Road	03/25/2...	1	3	null	Error
▶	 API	 SAIA	Saia Mo...	0.00	Flat Rate	\$4,463.06	\$1,121.12	\$6,223.48	LTL	03/25/2...	0	8		Ops Rejected ...

Adjustments Errors

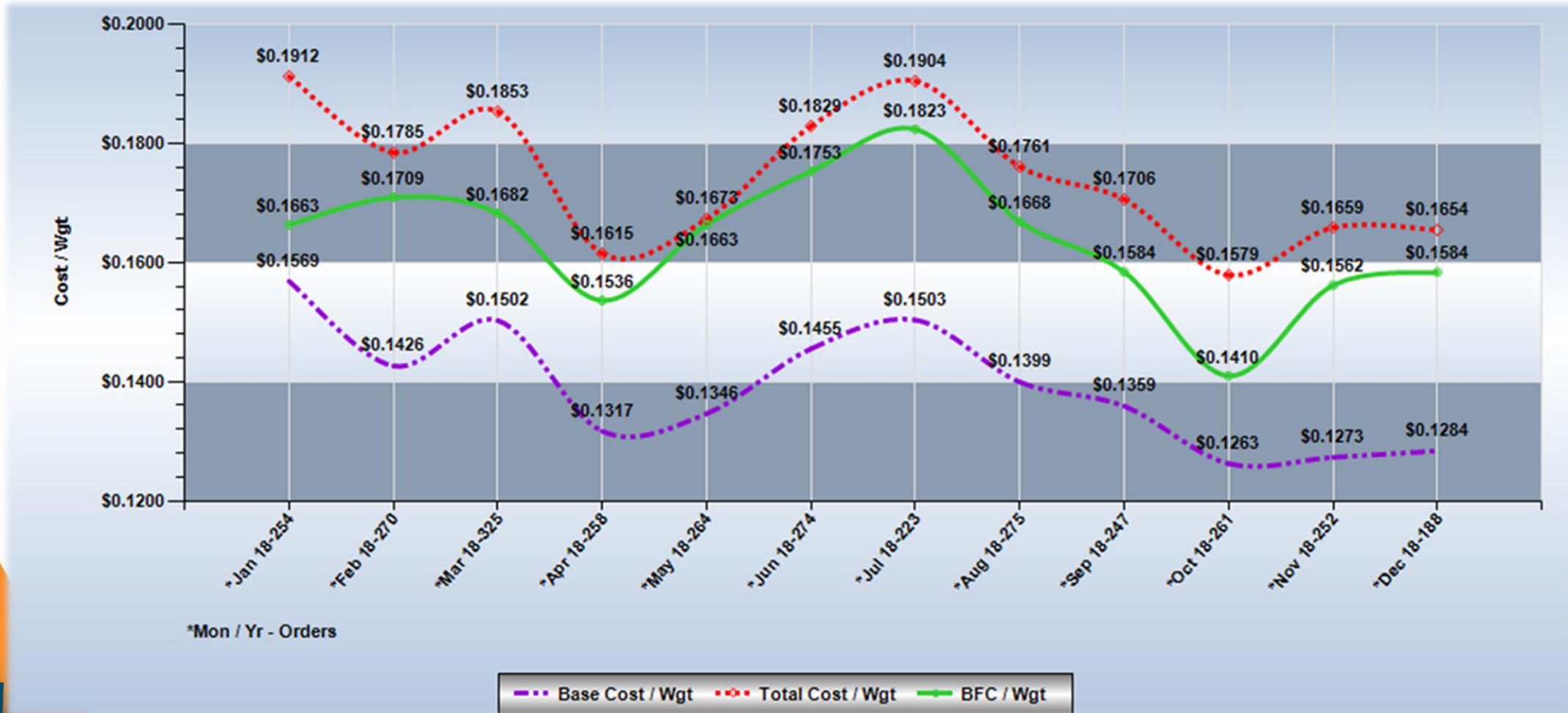
Class	Wgt	Desc	Code	Amt	Rate	UOM
null	0.0000	Fuel Surcharge	FSC	\$1,121.1200	\$0.0000	null
null	0.0000	Deficit Charge	DEF	\$0.0000	\$0.0000	null
null	0.0000	Item Charge	ITEM	\$39,496.1000	\$232.3300	null
null	0.0000	SORTING/SEGREG...	SORTPU	\$627.3000	\$0.0000	null
null	0.0000	CALIFORNIA COMP...	CARBFEE	\$12.0000	\$0.0000	null
null	0.0000	Discount	DSC	\$0.0000	\$0.0000	null
null	0.0000	Unknown Charge: C...	UNKCHRG	(\$35,033.0400)	\$0.0000	null
null	0.0000	UNACCEPTED - req...	UNLOADDEL	\$0.0000	\$0.0000	null

▶   ODFL Old Do... 0.00 Flat Rate \$4,445.57 \$1,103.39 \$6,948.20 LTL 03/25/2... 0 7 Ops Rejected ...

Customer Conference

Modern “Next Gen” TMS Features

- ✓ Ability to visualize actionable “Big Data” in real time.



Modern “Next Gen” TMS Features



Time For a
Quick Demo !
Rob & Dave



<https://www.nextgeneration.com>



CONTACT US

+1 847-963-0007



service@nextgeneration.com

Any Questions?



Customer
Conference

NGL Dynamics TMS®
Your Source for Microsoft Dynamics
Transportation Management Solutions

Thanks for *Joining Us*



Please Use the Code to Access Your Survey

Customer
Conference

What's New in Dynamics TMS® for Business Central