

EXPERTISE, FLEXIBILITY, AND TECHNOLOGY DRIVE OUR INTEGRATED SUPPLY CHAIN SOLUTIONS.

Ruan's Integrated Supply Chain Solutions identify areas of opportunity, design the solution elements, and develop an implementation strategy to drive results and deliver efficiencies. Our strategy for sustainable transportation and supply chain management is centered on these three main principles:

1**Professional
Supply Chain Team****2****Asset-Based
3PL Capabilities****3****Best-of-Breed TMS
and WMS Technology**

EXPERTISE

Ruan has been managing Integrated Supply Chain Solutions for our customers since 1932. Ruan's solutions engineering team and skilled operators allow our clients to leverage the functionality of our technology, realize the benefits identified in our analysis, and continue to unveil best practices in supply chain solutions. We ensure all aspects of your operation are covered with in-house implementation, safety, continuous improvement, and account support teams.

FLEXIBILITY

Once we develop a supply chain strategy, we skillfully implement a customized design combining the best of current providers, Ruan partners, and our company assets for the optimal service and cost solution. As one of the largest asset-based 3PLs in the U.S., Ruan has capacity, systems, and experts to deliver a comprehensive value proposition to our clients.

TECHNOLOGY

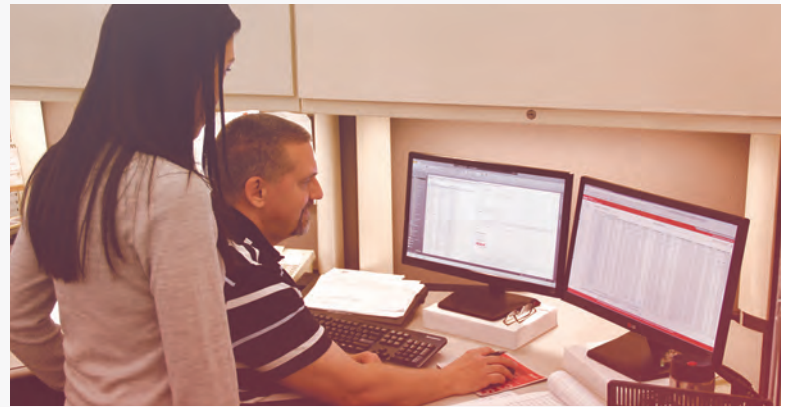
Ruan's powerful, integrated transportation management system (TMS) and warehouse management system (WMS) platform, R2.0, is built on leading supply chain technologies. Our experts configure the system using your business rules, and sophisticated algorithms build the most efficient plan. Metrics are delivered on secure customer portals and ensure that reports provide actionable information.

1 Professional Supply Chain Team

OUR EXPERTISE IS ALWAYS ON-CALL.

Ruan assigns dedicated resources to support each client, including an account manager and execution team who are responsible for:

- + Managing daily business processes
- + Controlling operational expectations
- + Sourcing proper capacity
- + Partnership collaboration and development
- + Scheduling, tendering, and monitoring shipments



PARTNERSHIP BENEFITS OF RUAN'S INTEGRATED ACCOUNT MANAGEMENT TEAMS

Solutions Engineering

We work to understand your current state and requirements through validated, quality data to ensure our solution provides the optimal supply chain design to produce improvements, efficiencies, and potential savings in the following areas, for example:

- + Network optimization
- + Dynamic sourcing
- + Fleet sizing to optimize asset utilization
- + Facility engineering and product flow

Start-Up and Project Management

Ruan's standardized process for managing new business start-ups employs the methodology established by the Project Management Institute (PMI). Our experienced project managers hold various Lean Sigma certifications.

Your assigned project manager will build a time-phased project plan specific to your expectations for start-up and will supervise projects during our partnership.

TMS and WMS Integration

Our technology experts have 80 years of experience with the TMS and WMS platform. Ruan technology leaders are on the Oracle Customer Advisory Board and provide logistics educational sponsorship at the university level.

Our in-house customization and integration team uses platform optimization feedback so lessons learned can be employed with future planning.

Continuous Improvement

A logistics business analyst creates, maintains, and analyzes customer-focused KPIs and defines continuous improvement initiatives and projects to achieve operational excellence.

Our annual customer satisfaction survey identifies successes and areas for improvement.

Access to Ruan senior management guarantees visibility and accountability to the partnership.

Account Support

Ruan offers 24/7 customer care via the centralized Extended Operations Center. We provide carrier development and sourcing, qualification and onboarding.

An account services manager ensures the service expectations defined, measured and met by the operations team and serves as a trusted customer advisor.

The customer and vendor portal training team ensures user success.

Safety and Risk Management

Ruan's safety team includes region safety managers, driver safety instructors, and a compliance team.

Encompassing safety culture and our proprietary Megasafe Safety Program for all associates and partners.

Carrier management includes stringent qualification standards and safety monitoring.

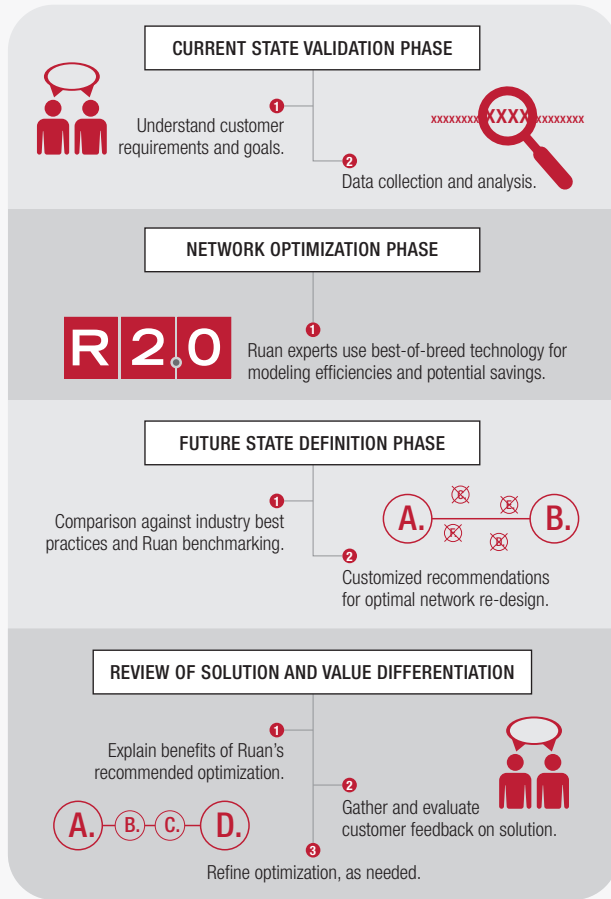
Ninety percent cargo claims recovery and resolution.

Asset-Based 3PL Capabilities

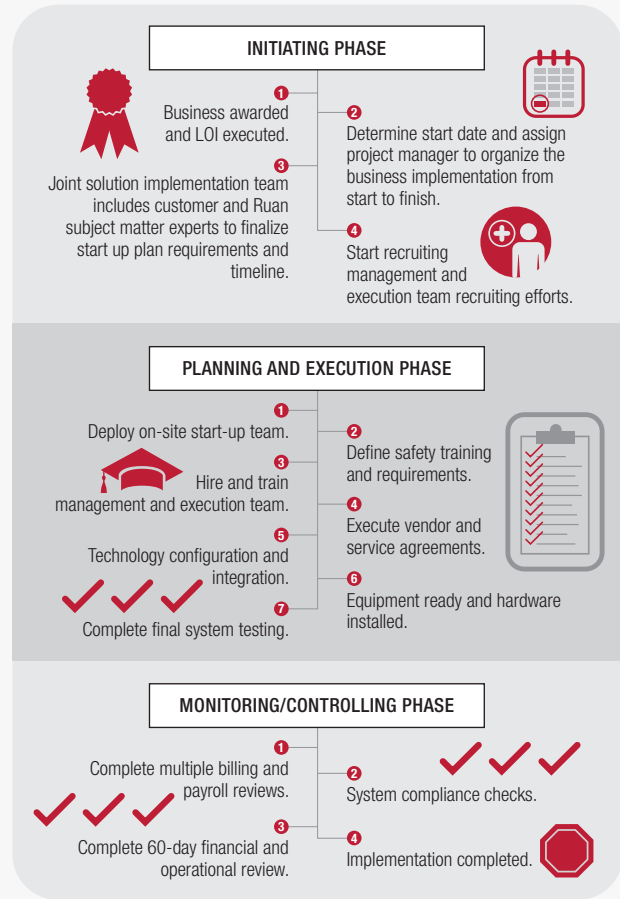
WE BUILD A SOLUTION BASED ON YOUR DATA AND GOALS.

Ruan's solutions engineering team employs a superior suite of transportation management and decision support tools that model and execute optimal solutions to meet your business challenges. We are credentialed leaders in delivering quantifiable results and demonstrated efficiency. We deploy our in-house start-up team on site to ensure all aspects of the transition are managed with precision and accomplished according to the timeline.

SUPPLY CHAIN NETWORK SOLUTION DESIGN



IMPLEMENTATION AND BUSINESS INTEGRATION



FACTS ABOUT RUAN

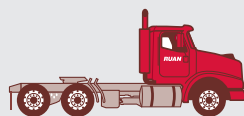


300 OPERATIONS NATIONWIDE.
LOGISTICS EXPERTISE
SERVING NORTH AMERICA.

\$1.35B

MANAGE OVER \$1 BILLION IN ANNUAL TRANSPORTATION SPEND

OWN OR OPERATE 4,000 POWER UNITS AND 10,000 TRAILERS



SINCE 1932

RUAN IS A PRIVATELY-HELD, FAMILY-OWNED, ASSET-BASED 3PL PROVIDER.

INTEGRATED SUPPLY CHAIN SOLUTIONS

EXPERTISE ACROSS A WIDE VARIETY OF INTEGRATED SUPPLY CHAIN SOLUTIONS, BASED ON THE NEEDS OF OUR CUSTOMERS

2M

RUAN TRANSPORTS MORE THAN 2 MILLION SHIPMENTS ANNUALLY



6,000 TEAM MEMBERS
(4,600 DRIVERS)



Managed Transportation



Value-Added Warehousing



Brokerage Services



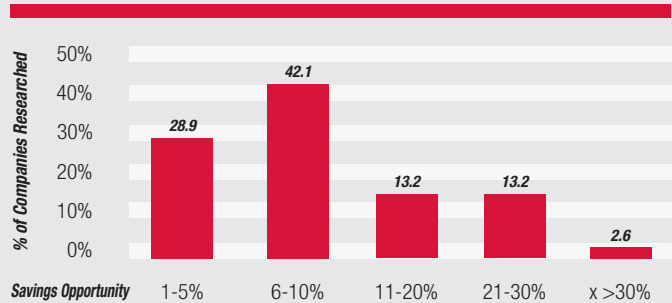
Dedicated Contract Transportation

R2.0: OPTIMIZE, CONFIGURE, MANAGE, REPORT, AND SAVE.

Implementing a flexible and powerful transportation management system can result in 5-25 percent annual savings with the proper integration, business rules, and configuration. Ruan offers our clients an integrated supply chain platform with best-of-breed technologies and the expert team to manage the analysis, design, configuration, testing, training, and launch of the TMS.

Transportation Management Opportunity

Implementing a TMS can save most companies 5 to 25 percent.



Company with \$500,000,000 in annual sales with an average freight spend of \$37,500,000, can expect to spend \$20,625,000 on transportation.

At 8 percent savings \$1,650,000 saved annually by investing in a TMS.

Sample R2.0 Transportation Management Workflow

1. Order Management

The R2.0 platform streamlines planning and optimization by automating decision-making based on configurable business rules, reducing the expense of labor-intensive manual planning.

2. Transportation and Planning

Multi-stop consolidation planning is greatly simplified by R2.0. The platform identifies and plans continuous move opportunities and incorporates carrier capacity, service quality, and routing guide rules. It even contains a 3D load configuration tool that identifies the most efficient way to load a trailer.

3. Carrier Selection and Driver Management

R2.0 enables significant cost savings by automatically selecting the best, lowest cost carrier and mode for each order. It also closely manages the assets and professional drivers assigned to an operation to facilitate operational optimization and safety.

4. Real-Time Visibility / Event Management

R2.0 provides real-time tracking capabilities visible on a secure client portal with truck positioning details and ETA calculations. We offer notifications for event management if a shipment will arrive late.

5. Freight Audit and Payment

Rating is inherent to the planning process so costs are known up-front and then audited against carrier invoice amounts. R2.0 has the ability to allocate freight costs down to the order, item, or GL code.

6. Reporting and Analysis

R2.0 is a powerful tool to analyze a company's entire network solution. Ruan uses our technology to quickly measure the results of each transportation plan based on co-defined key performance indicators that are fully customizable and can be made available through a secure customer portal or exported in a variety of formats.

R2.0 Warehouse Management System (WMS) Capabilities

Our WMS offers attribute-rich, configurable processing that supports unique inventory tracking requirements and productivity enhancements that reduce cost.

Productivity Enhancement

- + Each worker is automatically assigned the most productive next task based on order priorities and their proximity to the inventory
- + Dock-to-stock time reductions
- + RF integration with material handling equipment

Cost Reductions

- + Inventory storage and handling costs reductions
- + Inventory reductions and increased inventory turns
- + Fulfillment cost reductions

WE TAKE CARE OF YOUR SUPPLY CHAIN SO YOU CAN TAKE CARE OF BUSINESS.

INTEGRATED SUPPLY CHAIN SOLUTIONS

Ruan's Integrated Supply Chain Solutions offer it all, including Dedicated Contract Transportation, Managed Transportation, Value-Added Warehousing, and Brokerage Services. We combine the flexibility of our non-asset and asset-based capabilities with optimal technology and superior service focused on continuous improvement, cost savings, and supply chain efficiency. The Ruan team partners with customers to evaluate, optimize, and deliver a one-source, integrated supply chain solution. Ruan delivers these benefits because supply chain management is our core competency.

DEDICATED CONTRACT TRANSPORTATION

Ruan's Dedicated Contract Transportation service provides complete door-to-door supply chain solutions without any of the hassles of owning and operating a private fleet. We assume all risk, handle labor, navigate regulations, and manage all of the equipment, taxes, and fuel.

VALUE-ADDED WAREHOUSING

Innovative warehouse solutions are Ruan's specialty. Our Value-Added Warehousing services offer scalable and agile warehouse space tailored to our partners' requirements. We excel in warehouse management, engineered facility design, site selection, export consolidation, cross docking/postponement, subassembly, kitting, international crating, and more. Integration with Ruan's warehouse management system reduces touches, improves storage density, and increases overall flow efficiency.

MANAGED TRANSPORTATION

Our Managed Transportation solution encompasses network optimization, freight planning and sourcing, mode selection, capacity management, freight audit and pay, and inbound and LTL consolidation. R2.0, Ruan's supply chain technology, is a best-of-breed transportation management system that builds efficient shipments and provides rich analytics to identify opportunities for continuous improvement and cost savings. Our expert team utilizes these resources to continuously optimize your network.

BROKERAGE SERVICES

We provide capacity aggregation for transactional shipment management with annual or short-term contracted rates. Our reliable, experienced team of certified transportation brokers is an excellent support for dedicated or private fleets.

Ruan has expertise in transporting and warehousing goods in every industry—and the right people, processes, and technology to meet all of your supply chain needs.

RUAN SOLUTIONS ENGINEERS WILL PERFORM A COMPLIMENTARY SUPPLY CHAIN ANALYSIS FOR YOU.

Ruan's solutions engineering team will review your freight network and business processes across your inbound and outbound supply chain, analyzing current-state processes and associated costs to understand how we might reduce costs and improve service, quality, and efficiencies. Following our analysis, we will present to you a comprehensive assessment of your supply chain network and identify areas for improvement, deliver our value proposition, and provide a realistic benefits projection.

WHAT'S INCLUDED?

- + A complete analysis of your organization's existing network
- + Technical and operational insights for optimizing supply chain functions
- + Recommendations for increasing the efficiency for optimal performance
- + Demonstrated value proposition for each stakeholder

HOW DO WE GET STARTED?

- + After signing a mutual confidentiality agreement, we will gather data and get to know your business.

**CALL US TODAY AT 866-782-6669 EXT. 1 OR
EMAIL SOLUTIONS@RUAN.COM FOR YOUR
FREE ANALYSIS.**

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