

THE SUPPLY CHAIN LEADER'S PLAYBOOK: OPTIMIZING TIME AND CAPACITY IN THE YARD WITH REAL-TIME VISIBILITY

—
Including Success Stories
from Leading Shippers



FOURKITES

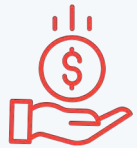
What is a YMS?

A Yard Management System (YMS) provides visibility into the yard, enabling organizations to respond quickly to the unexpected as well as create opportunities for performance improvement and cost reduction.

The modern YMS optimizes everything from inventory management to spotter performance.

As the bridge between transportation and warehouse, your yard management software can create valuable opportunities for agility and efficiency. With a YMS, organizations can tangibly reduce detention costs, optimize employee productivity, increase throughput, and implement process improvements and automation. The ideal YMS integrates with the rest of your chosen supply chain visibility software.

What Results Can You Expect with Visibility?



Trane Technologies achieved a full return on its investment in FourKites Dynamic Yard in **just 3 months**



Increased workforce efficiency by

25-30%



Increased throughput at the dock by

20-40%



Decreased detention costs by

40-80%



Total estimated savings per year:

\$99,000

“

FourKites has helped us unlock value across our operations. With Dynamic Yard, we immediately saw reductions in wait times and improvements in customer deliveries. **Lean operations are more efficient and empowered, thanks to the support of the FourKites team.** Your business is dynamic, and you need a partner that is dynamic, too.”

Tom France
VP of Distribution, Logistics and Transportation

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How to use this playbook

Step 1: Pick your play by identifying areas of improvement

Step 2: Determine current state performance for your chosen play

Step 3: Leverage playbook tips to optimize processes with visibility

Step 4: Measure success



STEP 1:

PICK YOUR PLAY

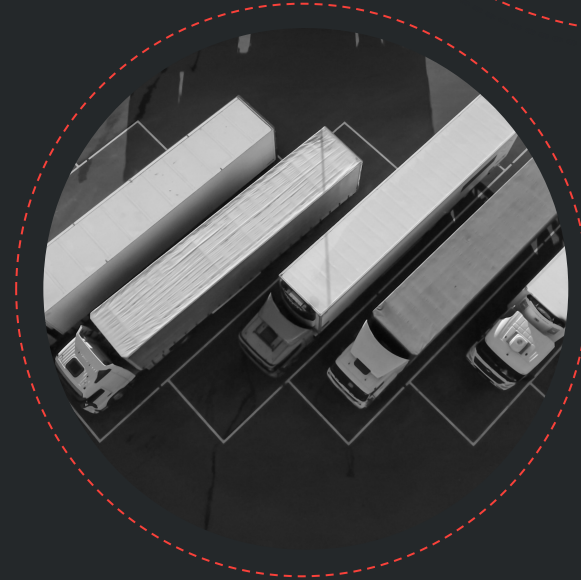
1 | PICK YOUR PLAY

*Real-time visibility provides opportunities to increase efficiency across many supply chain functions. **The first step to improvement is selecting where to focus your efforts.***



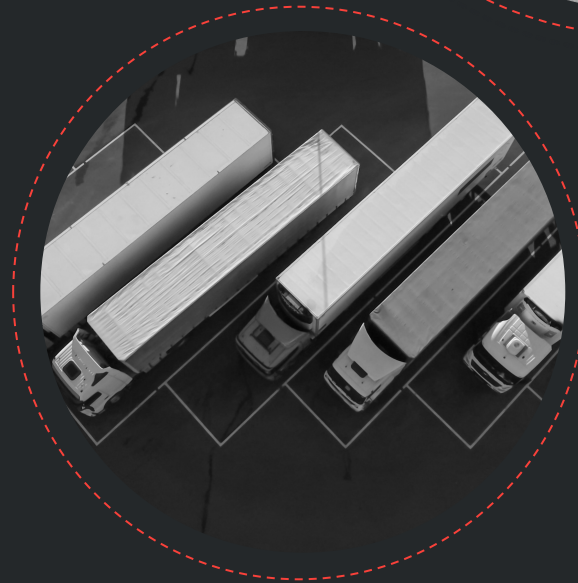
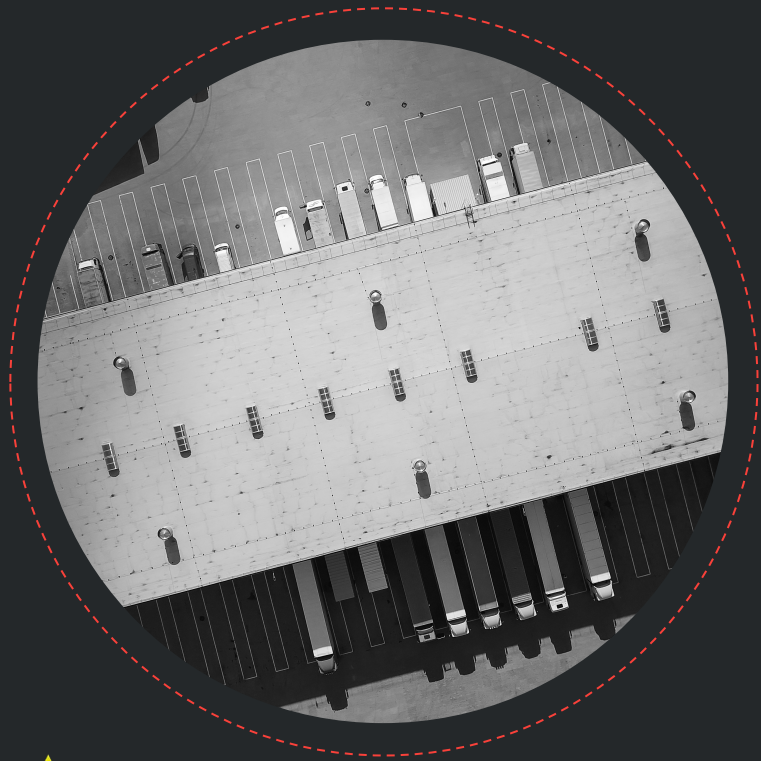
1 | PICK YOUR PLAY

High detention and
demurrage
Jump to slide 16

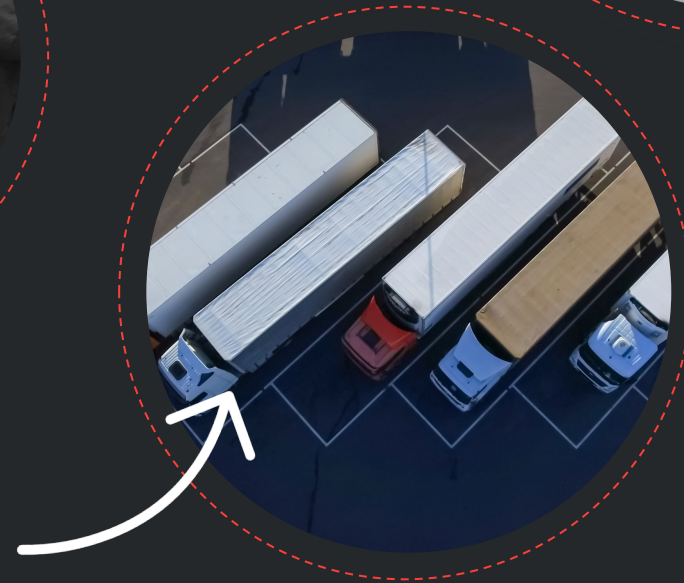
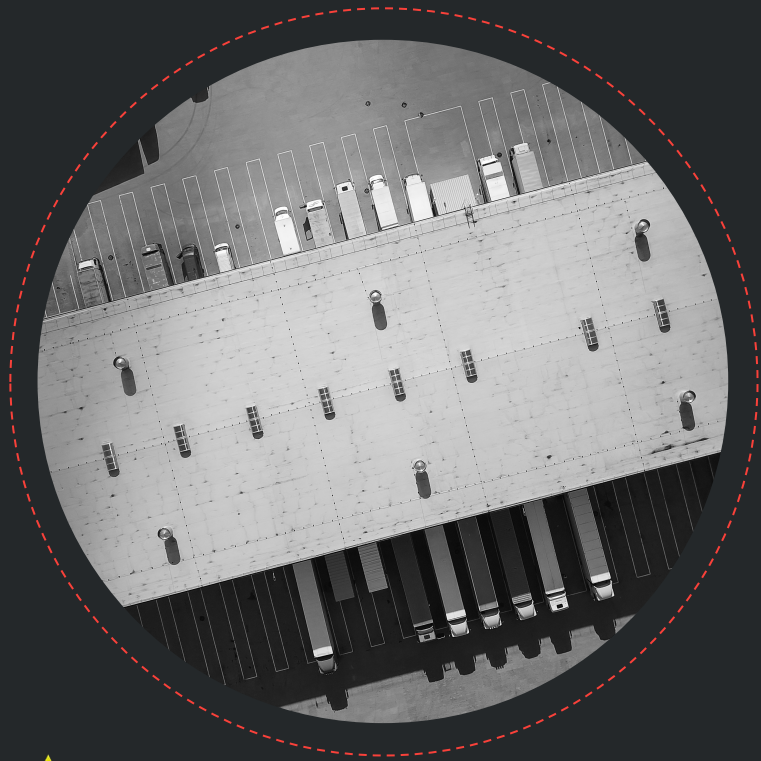


1 | PICK YOUR PLAY

Difficulty maintaining
cold chain compliance
Jump to slide 21



1 | PICK YOUR PLAY



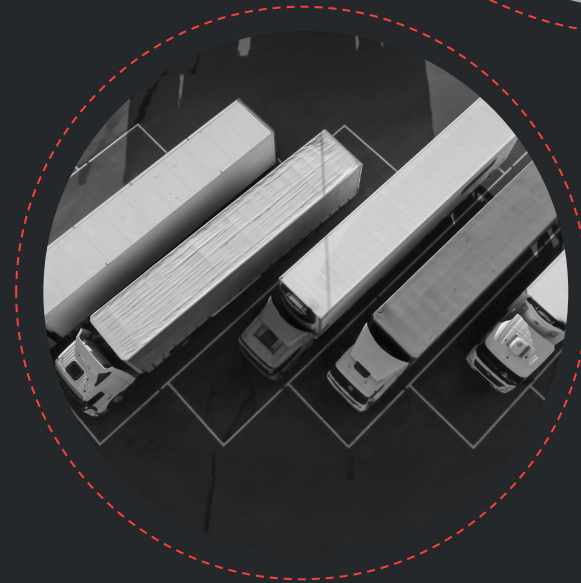
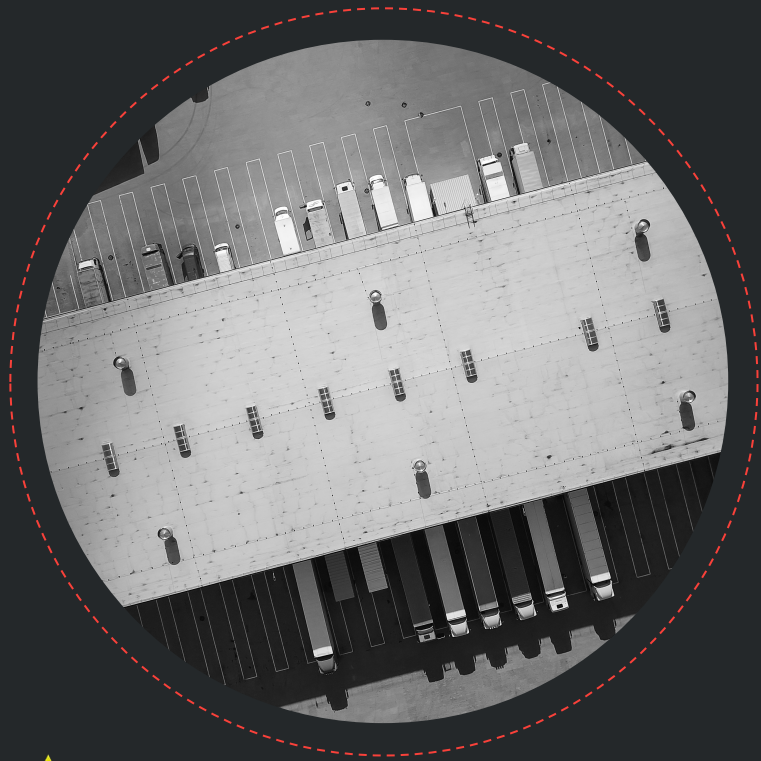
Lack of accurate visibility
into what is in the yard

Jump to slide 26

1 | PICK YOUR PLAY

Poor spotter performance
and high dock turn times

Jump to slide 31





THE PLAYS:

High detention and demurrage costs	16
Difficulty maintaining cold chain compliance	21
Lack of accurate visibility into what is in the yard	25
Poor spotter performance and low dock turn times	31



HIGH DETENTION AND DEMURRAGE COSTS

2 | CURRENT STATE: HIGH DETENTION & DEMURRAGE COSTS

When asked to reduce operational costs associated with your yard and facility operations, does your team deal with any of these challenges?

- ☐ Limited visibility into carrier detention or demurrage costs
- ☐ Spotter operation costs are high with no visibility or accountability
- ☐ Do you use a radio or a piece of paper to call the moves to the spotter
- ☐ Do you have no idea where the spotter is
- ☐ Difficulty getting trailers to or from the dock when needed
- ☐ Lack of data related to performance



3 | IMPROVEMENT STRATEGIES: HIGH DETENTION & DEMURRAGE COSTS



Gain visibility to all yard operations

Through Dynamic Yard, FourKites provides a solution to view your yard operations through a single solution which connects over the road transportation data with warehouse management processes through a single platform



Reduce or eliminate carrier detention and demurrage

Understand when your carriers arrive and gain visibility into how long they have been at the site. Dynamic Yard provides real-time visibility to the information, allowing you to prevent detention. However, if it can't be avoided, it provides the data to validate whether the detention being charged is accurate or justified.



Get the right trailer to the right dock at the right time

Knowing location of the trailers is critical to making improvements to spotter performance and improved dock turns. Dynamic Yard provides the solution to automatically perform the inventory of the trailers in the yard, thereby ensuring the spotter driver can more efficiently find the trailer to be brought to the dock.



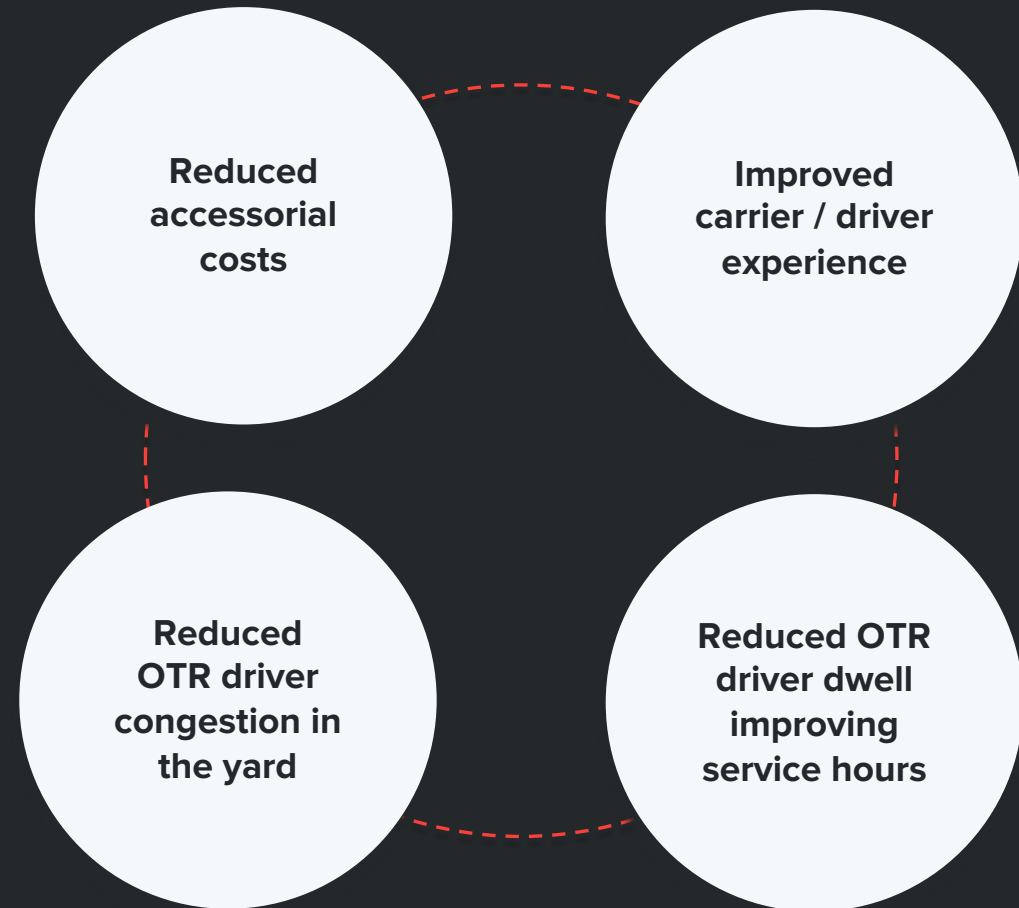
Improve operations with data

In typical yard operations, capturing the data is difficult. With Dynamic Yard, it's done automatically as the processes are being performed. It turns the data being captured into meaningful and actionable information, allowing the operation to proactively make adjustments to reduce costs and improve operational performance.

4 | MEASURING SUCCESS: HIGH DETENTION AND DEMURRAGE COSTS

How do you know if your investment in yard visibility is helping you manage detention and demurrage?

Review these metrics to see if you're on the right track:



“

The payback on Dynamic Yard is immediate. **We had payback in just 3 months by the reduction of detention and wait time charges alone.** You'll also save by reducing any assets on the yard that you're paying for because they're sitting there for days. What you do is you empower the desktop for rapid decision making.”

Tom France
VP of Distribution, Logistics and Transportation

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DIFFICULTY MAINTAINING COLD CHAIN COMPLIANCE

Has your facility ever lost a load due to incorrect temperature because of any of the following challenges?

- ☐ Limited to no visibility to the loads in the yard that require temperature monitoring
- ☐ The reefer unit stopped working due to the fuel tank being empty
- ☐ The set temperature was set incorrectly
- ☐ Inability to manage high labor costs associated with monitoring temperature-controlled loads
- ☐ Inability to validate cold chain compliance





Gain visibility to all temperature-controlled loads in the yard

Through Dynamic Yard, FourKites provides a solution to easily understand what trailers / loads need to be monitored. Once a load is identified as temperature-controlled, Dynamic Yard provides the tools to ensure the load stays within the prescribed temperature threshold.



Ensure the trailer hits the dock with the right temperature

Dynamic Yard enables users to create “pre-cool” tasks for trailers. As part of this task the spotter driver name and time is captured, ensuring accountability for performing the task. Then when the trailer is actually spotted at the dock, it is either at or approaching the desired temperature for the load.



Enforce cold chain compliance

Dynamic Yard leverages integration with carriers/reefers directly, allowing Dynamic Yard to automatically capture the temperature and fuel levels. If integration is not available, then a mobile app can be used to capture the temperature and fuel level and validate that the set temp is correct. Based on site parameters, tasks or rounds are dispatched to users and alerts can be created for out of temp scenarios.



Ensure compliance reporting for all temperature-controlled loads

The ability to ensure all loads that required temperature monitoring were checked helps ensure compliance by the facility. Either while the trailer / load is on-site or after it has left, all temperature/fuel checks or trailer actions are available to be viewed or generated a report.

How do you know if your investment in supply chain visibility is improving your ability to maintain cold chain compliance and keep products at the right temperature?

Review these metrics to see if you're on the right track:



“

You used to be good if you were able to answer the question, “Where is my truck?” That’s, unfortunately, not enough anymore. ... **You need to have continuous improvement.** When you unlock all this data you'll need a process to manage it and drive where you want to go.”

Tom France
VP of Distribution, Logistics and Transportation

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LACK OF ACCURATE YARD VISIBILITY

2 | CURRENT STATE: LACK OF ACCURATE YARD VISIBILITY

When faced with the inability to view accurate yard inventory and equipment, does your team deal with any of the challenges below?

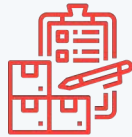
- ☐ Your facility missed a shipment because there was not a trailer available to support the transportation lane
- ☐ Orders have shipped short, but the inventory needed was in the yard
- ☐ Move task cycle times are high or dock turns are low
- ☐ Associates are required to walk the yard in order to manually keep track of the trailer inventory, endangering their safety.





**Never miss a shipment
due to lack of outbound
trailer visibility**

Dynamic Yard provides visibility into what is in the yard. From the time the trailer enters the yard to the point it leaves, the planning team can easily see not only the number of trailers but also number by status (empty / loaded) and by carrier, as well as other attributes.



**Never send a short order
with inventory at the facility**

Dynamic Yard provides an accurate account of all trailers loaded in the yard. In addition, the contents of the trailer down to the SKU level can be stored. This provides the inventory planning team the ability to see what inventory is in the yard and prioritize the unload task to help eliminate short orders being shipped out.



**Decrease task cycle time and
slow dock turns**

Task cycle time is the time it takes from dispatch to the time the trailer is unhooked at the door. Inaccurate trailer inventory is a common reason for high task cycle time because the spotter driver has to hunt for the trailer being requested by the dispatcher. Dynamic Yard improves the trailer inventory accuracy and thereby tells the spotter driver the exact location of the trailer.



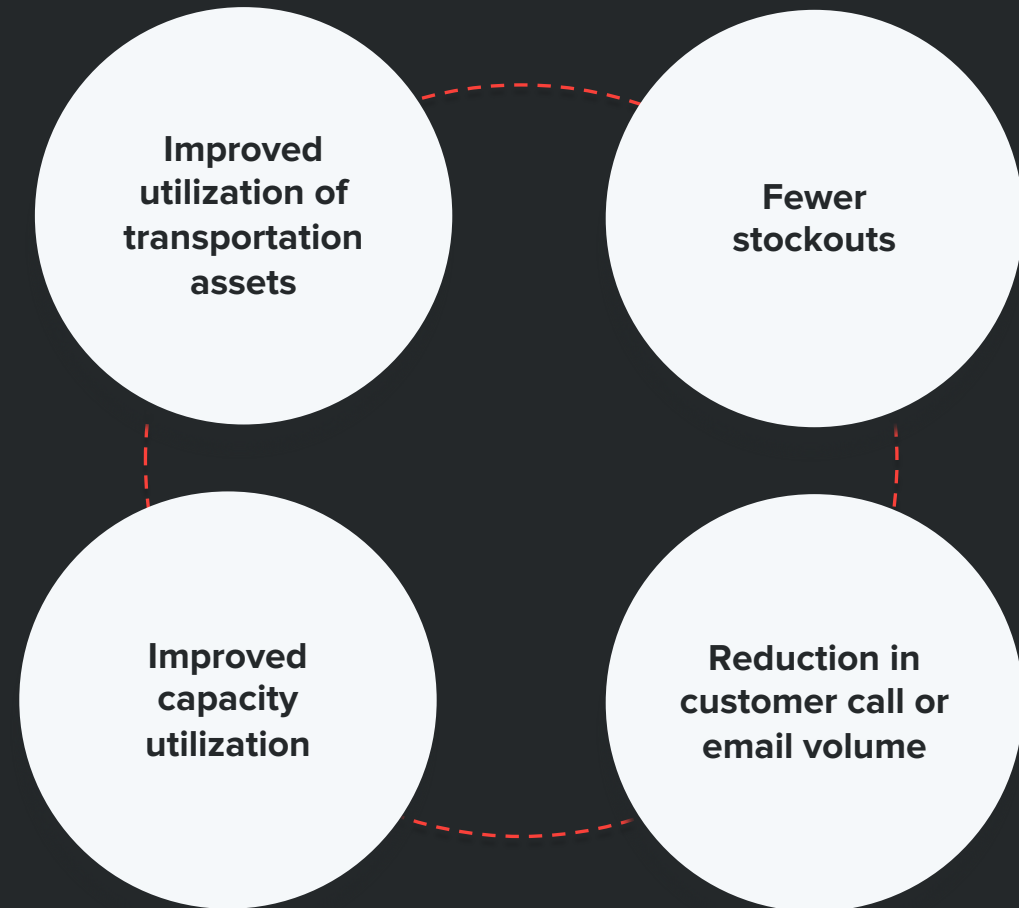
No more manual yard inventory

Performing inventory manually is a safety issue as there are employees walking amongst truck traffic in the yard. As manual inventory is done, new trailers movement quickly makes it out of date. Dynamic Yard keeps track of the inventory automatically by leveraging IoT technology and getting automatic updates as trailers move. Inventory is kept up-to-date in a safe and efficient manner.

4 | MEASURING SUCCESS: LACK OF ACCURATE YARD VISIBILITY

How do you know if your investment in supply chain visibility is providing thorough visibility to your yard?

Review these metrics to see if you're on the right track:



“

You can capture the load now when it comes in, tag it and take it on the outbound side. So, to your customers, **which matter most to you, you'll be able to give that 100% visibility** that maybe you never had before, and that everyone really wants.”

Tom France
VP of Distribution, Logistics and Transportation

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POOR SPOTTER PERFORMANCE & LOW DOCK TURN TIMES

When faced with poor spotter performance and low dock turn times, does your team deal with any of the challenges below?

- ☐ Your facility does not know what your spotter drivers are doing
- ☐ Your dock workers wait around for a trailer to arrive
- ☐ You're spending a lot in overtime or additional costs related to spotter drivers or spotting service
- ☐ Move requests get issued in waves, creating high move task cycle times
- ☐ The facility does not have the data required to make schedule adjustments or identify reasons productivity blockers





Empower associates with visibility into what spotter drivers are doing

Dynamic Yard provides real-time visibility into what the spotters are doing and even their location. Regardless if the spotter driver is performing a move task or idle, Dynamic Yard provides the visibility to what they are doing.



No more dock workers waiting around for trailers

Dynamic Yard understands where the trailers are located along with the location of the spotters. Therefore, the tasks are dispatched to optimize performance of the spotter, meaning the trailers get to the dock quicker. In addition, all users of Dynamic Yard can see exactly where the task is in process, enabling them to perform other functions until the trailer hits the dock.

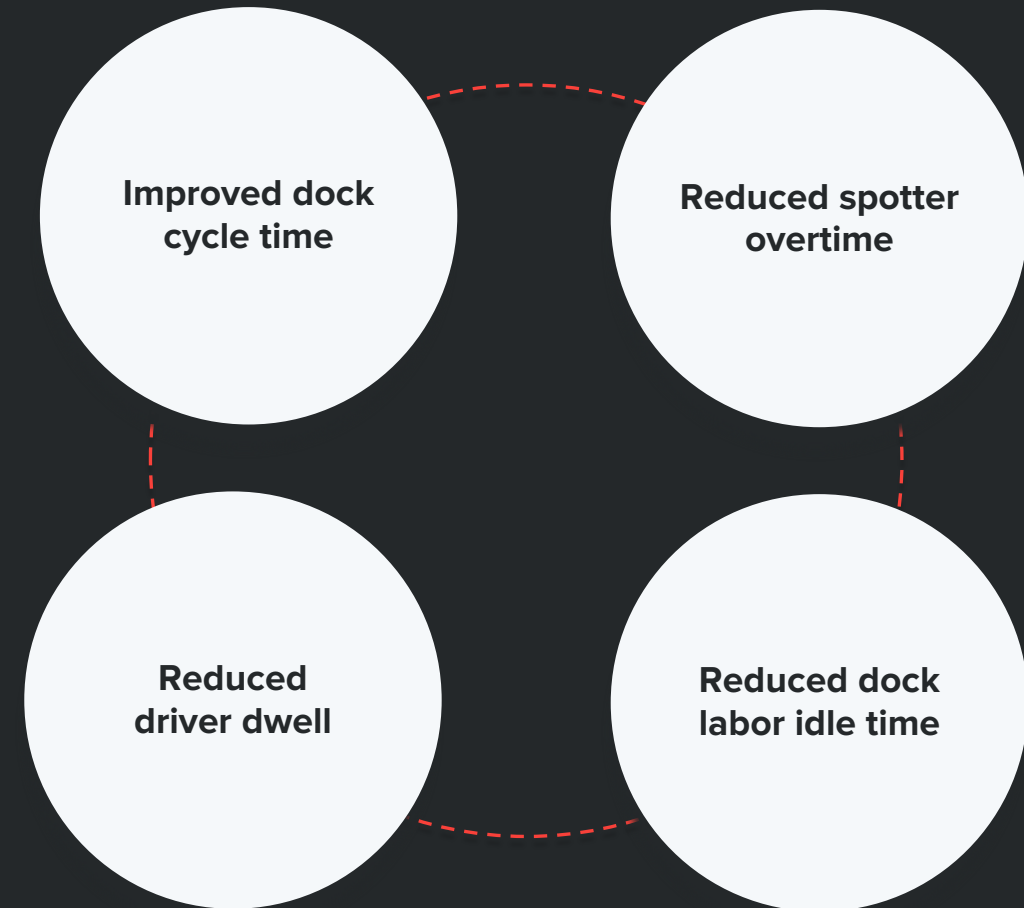


Decrease task cycle time and slow dock turns

A common problem with facilities is not understanding the optimal spotter schedule to reduce move task cycle time while reducing spotter costs. Dynamic Yard improves spotter performance which means the hooks per hour will go up, enabling the reduction of spotter units or elimination of overtime. Also, the data collected helps to drive the optimal spotter schedule to ensure the move task cycle time stays consistent across the shifts

How do you know if your investment in supply chain visibility is making a dent in your dock turn times and optimizing spotter performance?

Review these metrics to see if you're on the right track:



“

Almost all businesses have more demand than they have supply to sustain that demand. ... If you can't maximize time slots, then you've lost revenue. A YMS like **Dynamic Yard** helps companies choose slot times, empowers truck drivers to get slots that make sense. You can get optimum execution for your operations and plan proactively.

Tom France
VP of Distribution, Logistics and Transportation

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GETTING STARTED WITH VISIBILITY



We'd love to show you why the world's most recognized brands trust FourKites as the #1 solution for supply chain visibility.

[Schedule a Demo](#)



Incoming Load #73FD18

ETA: Mar 8, 1:22 PM

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