



EXECUTIVE GUIDE /

You're Looking at the Wrong Part of Your Supply Chain for Savings

Five Ways 3PL Executives are Achieving a 3X Investment in the Yard



Introduction

Supply chain budgets and forecasts have been updated, revised and revised again in the wake of global supply chain disruptions and a hyper-competitive 3PL market.

In reviewing your network, service offering and customer profitability, you may notice a trend emerging: your yard space and operations teams aren't being fully utilized. This contributes to a higher operating cost, expensive real estate that isn't being utilized and an opportunity to increase velocity at your facilities. Delivering world-class facility operations enables you to grow with your customers and fully utilize your investments which are critical to any executive's growth strategy.

In this guide, you'll learn how the right yard management solution (YMS) can:

- **Grow your business through a technology-first strategy**
- **Eliminate unnecessary detention and accessorial costs**
- **Improve labor productivity**
- **Help your teams regain control of the major cost centers in your business**

Implementing new systems when budgets are tight may seem counterintuitive, but with fines, bottlenecks and high labor costs eating into your bottom line, SaaS-focused investments, like a YMS, can solve numerous problems at once.

Built on the same platform that more than 1,200 of the world's most recognized brands rely on for global supply chain visibility, **FourKites is bringing game-changing technology to the yard.** By combining real-time visibility and powerful machine learning, Dynamic Yard optimizes the activities and resources involved in the transition of shipments between gate and facility. Armed with increased transparency, automation and proactive problem solving, sites that leverage the next-generation of yard solution are primed for success across a number of important KPIs. In this report we'll highlight 5 key improvements 3PLs can anticipate.

5 Key Improvements That Deliver 3X ROI with FourKites Dynamic Yard

1. Maximize Warehouse Utilization
2. Increase Labor Productivity
3. Lower Detention & Accessorial Costs
4. Reduce Asset Costs
5. Win More Business



By combining the industry's leading freight visibility platform with an innovative YMS, FourKites Dynamic Yard delivers immediate savings and the potential for

3x ROI

and a full return in less than 8 months

1.

Maximize Warehouse Utilization

The cost to operate a warehouse is steep, and an inefficient warehouse can quickly become a money pit for 3PLs. Dynamic Yard is a critical tool to have in your arsenal to maximize revenue for each warehouse. It all comes down to better inventory management.

As soon as inventory hits the yard, it gets lost in a blurry shuffle of trailers. Depending on the size of your facility, the inability to quickly locate “arrived inventory” in a trailer can put your customers’ production schedules at risk. Dynamic Yard tracks each inbound order not by just the trailer and PO number, but by each individual SKU. With passive RFID technology and IoT integration, the platform can quickly tell teams where needed items are in the yard to help respond to customer or production demand.

Accurate and accessible inventory data for your yard opens up a new opportunity: the ability to use on-site trailers as warehouse overflow capacity. As your facility experiences a surge in materials or seasonal inventory changes, flexing portions of your inventory to the yard frees up warehouse space. When combined with your WMS and TMS systems, teams have advanced visibility and insight into expected inventory to help prioritize loads to meet production or cross-dock demand.



Using empty trailers as warehouse overflow capacity provides greater agility for your supply chain operations.

**Each trailer can store up to
52 standard size pallets**





5 KEY IMPROVEMENTS THAT DELIVER 3X ROI WITH FOURKITES DYNAMIC YARD

2.

Increase in Labor Productivity by 20-30%

Non-productive tasks are empty costs for your facility, especially in an increasingly tight labor market. Eliminate these time-wasting tasks, which are the product of antiquated, manual yard operations:

- Physically searching for trailers on a lot
- Checking trailer temperatures
- Resetting docks
- Collecting and entering driver details
- Taking inventory of capacity pools

Empowering your staff through automation of key processes, IoT-enabled pool inventory management, digitized gate operations and dynamic job task assignment is not only achievable today, but crucial as your business plans for future operating environments. Dynamic Yard automatically tracks each inbound order to alert of any exceptions that may put the schedule at risk. With new ETAs in hand, yard teams can quickly shuffle appointments, stage correct freight and avoid the ripple effect caused by carrier non-compliance or deviations.

As soon as a shipment arrives, the platform dictates a flow of tasks for dock workers while monitoring time to complete, ensuring no job lingers outside of expectations which can contribute to carrier detention costs.

3.

Lower Detention and Accessorial Costs

As the sum of carrier detention fees and fines soar, Dynamic Yard systemically tracks the location and lifecycle of each asset, while proactively alerting your team when free time windows are expiring to help prioritize which trailers get loaded. Granular tracking of activity enables rapid resolution to detention claims and helps eliminate invalid charges. Automated reporting identifies operational and provider patterns that help make informed decisions on pool size and future carrier agreements. When margins are tighter than ever, let Dynamic Yard be your first line of defense in eliminating unnecessary detention fines from your supply chain.



Less than 2 hours

In an industry averaging over 2.5 hours of driver detention, FourKites Dynamic Yard customers average less than 2 hours

Source: <https://www.freightwaves.com/news/are-driver-wait-times-nullifying-carrier-pay-increases>





5 KEY IMPROVEMENTS THAT DELIVER 3X ROI WITH FOURKITES DYNAMIC YARD

4.

Reduce Asset Costs

With economic uncertainty looming around the corner and stagnating budgets, 3PLs need to rely on their existing assets more than ever. Efficiency is paramount when it comes to ensuring your trucks and equipment stay in prime condition. By keeping trucks moving in and out of facilities quickly, you can keep fuel costs down and reduce the wear-and-tear that comes with sitting idle. Even better, an efficient yard operation gets drivers back on the road faster, and reduces the amount of assets needed to serve your customer base.



Better visibility into how full the trailers were and what was in trailers allowed Dynamic Yard client Trane to move from a “first in, first out” process at the docks to being able to **make better decisions on which truck really needed to be worked on as soon as possible.**

TRANE
TECHNOLOGIES

5.

Win More Business

The logistics market is more competitive than ever before, and it's never been more difficult to stand out from the pack. One thing is clear: companies who adopt a technology-first approach are winning over new customers with their impressive results.

While a TMS, WMS, and real-time visibility platform have become table-stakes to keep operations running smoothly, a YMS can deliver impressive results that separate you from the competition. The savings you gain in time, labor and money can be directly passed onto your customers in the form of better customer service and hassle-free logistics, and invested back into your business to level-up your sales and marketing operations. The result? A strong base of happy customers and a clear path to growth for your business.





Unlock Hidden Value in Your Yard

The value of a next-generation YMS, as outlined here, is undeniable. A YMS is essential not just to rein in logistics costs, but to set your business up to compete in today's complex supply chain environment. There's no quick fix to solve supply chain disruption; but with improved network visibility and the right technology solutions, key stakeholders from around your business are given access to real-time data to make better decisions and focus on what matters.

Dynamic Yard is an investment that rapidly begins generating ROI and will help cost centers avoid the scrutiny when costs rise out of control and their root is not understood or controlled.



**Dynamic Yard client, Trane got payback
from this implementation in**

less than 3 months

by reducing detention fees alone

TRANE
TECHNOLOGIES



[Learn More](#)

To find out more about Dynamic Yard and how we can help generate over 3X ROI for a YMS investment, visit www.fourkites.com/platform/yard-management/ or contact our yard experts at hello@fourkites.com.