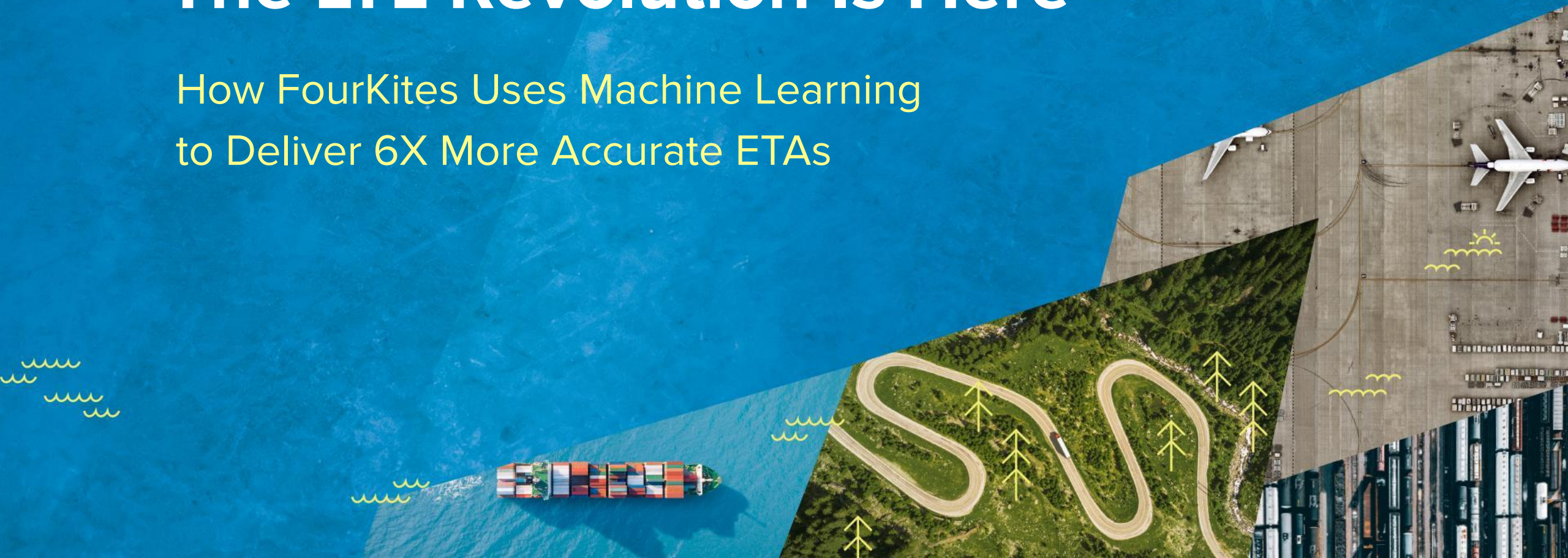
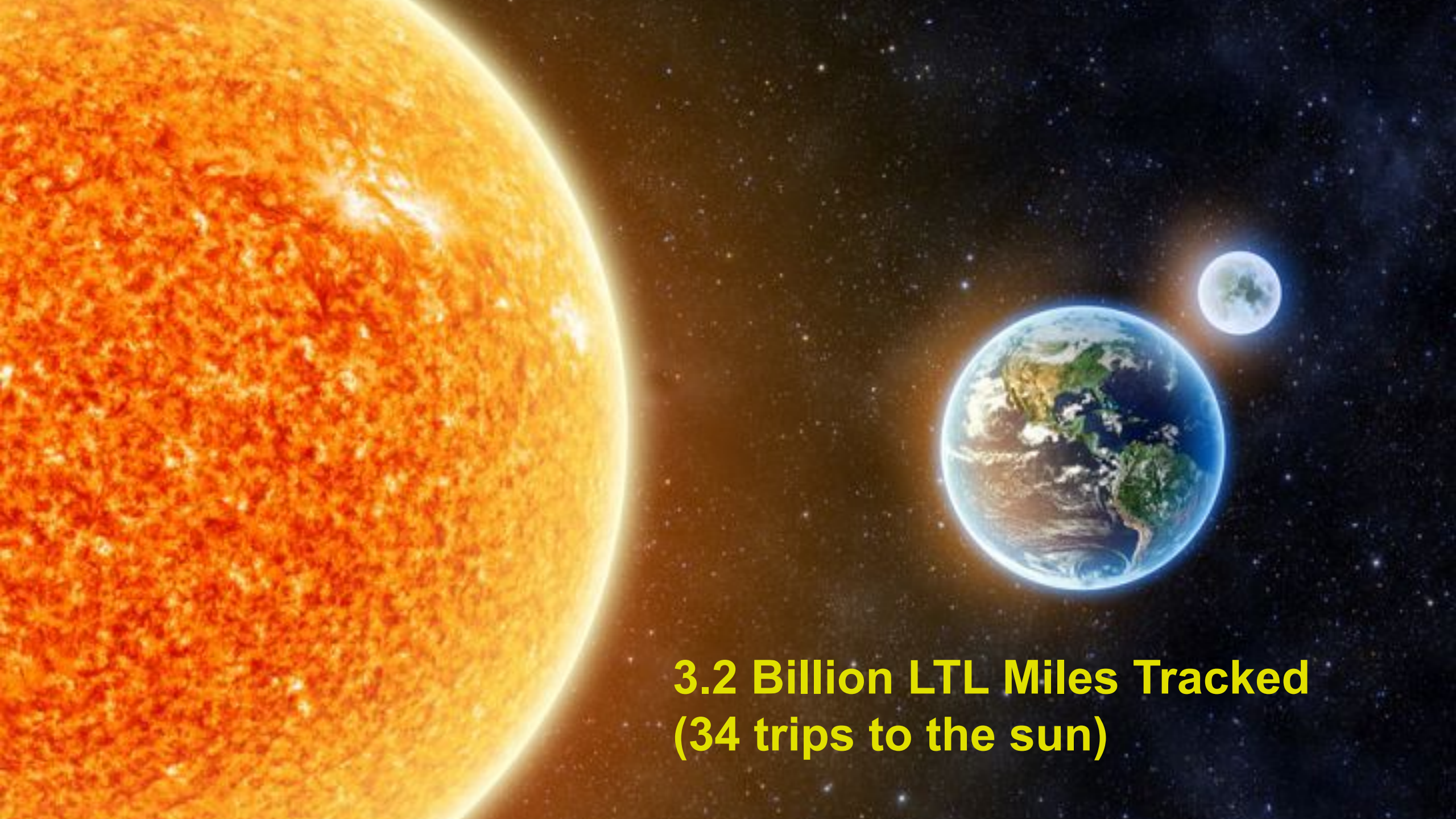




The LTL Revolution Is Here

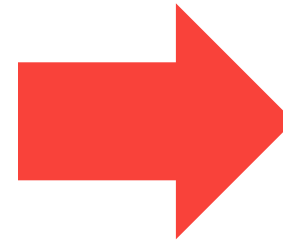
How FourKites Uses Machine Learning
to Deliver 6X More Accurate ETAs





**3.2 Billion LTL Miles Tracked
(34 trips to the sun)**

Type “Yes”



Today's Presenters



Sairam Pappu
Senior Product
Manager



Dan Buchholz
Solutions Consultant



Puneeth Narayana
Product Manager-
Data Science

State of the Industry

LTL is Notoriously Inefficient & Unreliable

Inefficient Operations

- Unreliable ETA windows
- PRO numbers unavailable until delivery
- Data silos between stakeholders

Wasted Money

- Manual, time-intensive process of matching alternative reference and PRO numbers
- Wasted labor and sub-optimal dock planning

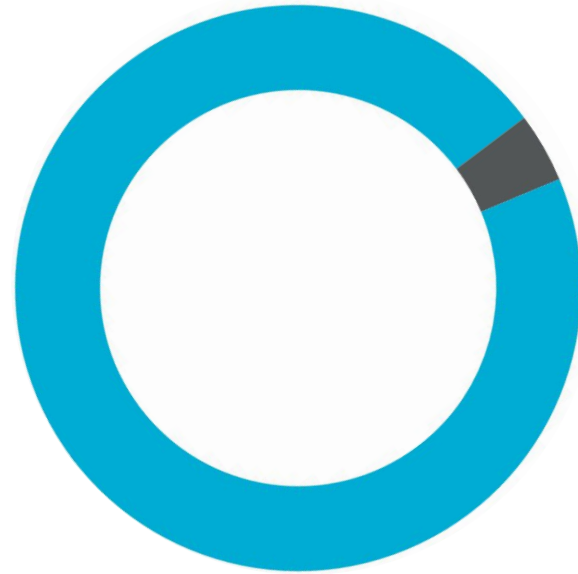
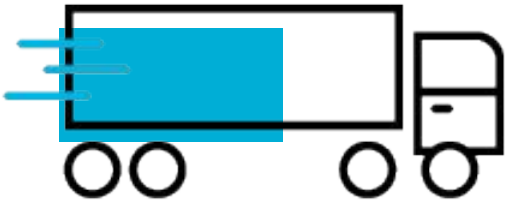
Poor Customer Service

- No visibility on inbound LTL
- Arduous, paper-based POD processes
- Documents received too late to note missing/damaged freight

Why the Time Is Now

COVID-19 has led to **increased demand** for emergency supplies

182% growth in FourKites' LTL volume over 2019



FourKites covers **96%** of the country's LTL freight

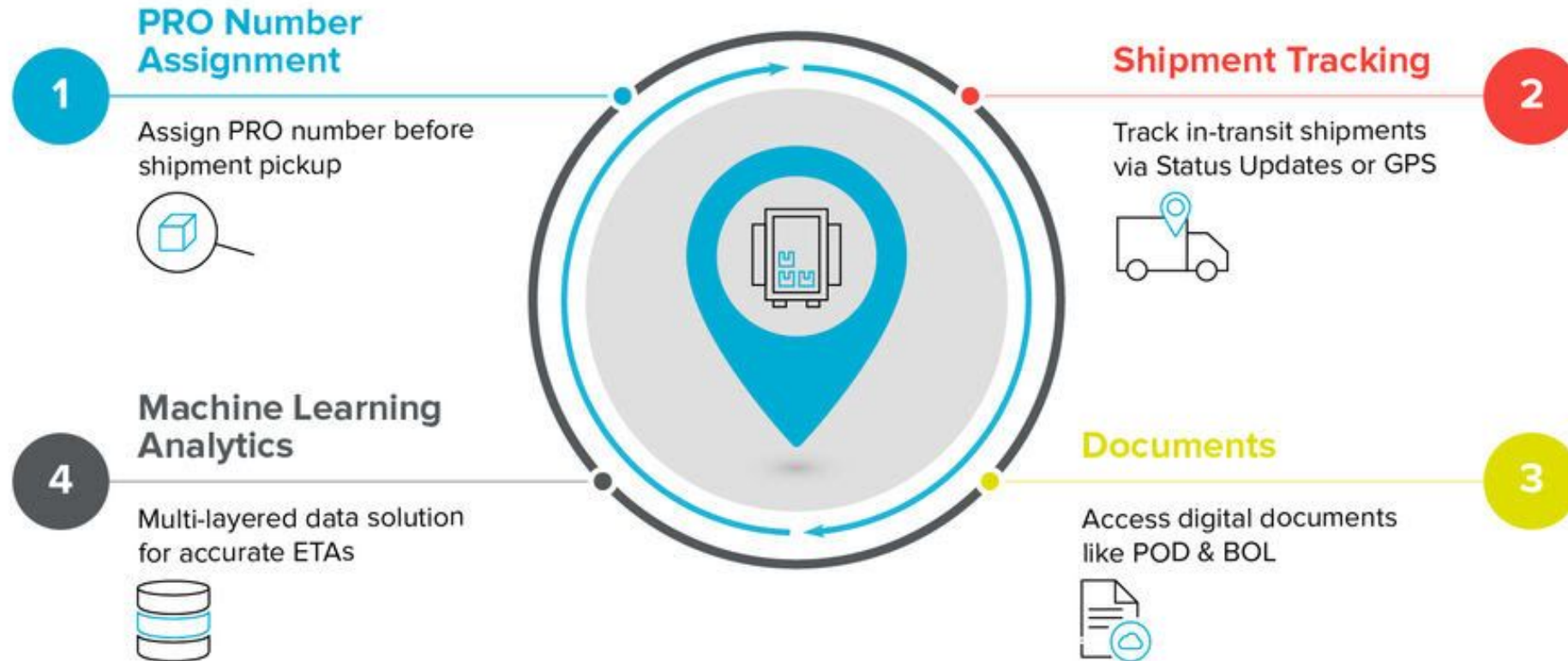
Dynamic ETA for LTL delivers **6X the accuracy** of industry-standard LTL ETAs

The LTL revolution Is Here

Drive efficiency, predictability and cost-savings throughout your supply chain with the only machine learning-powered Dynamic ETA for LTL



The FourKites LTL Difference



LTL Visibility Drives Efficiency & Cost Reductions

After implementing FourKites' LTL platform, one of America's largest food producers experienced **87% more accurate ETAs** when compared to industry standards, as well as a 1-hour arrival time window, compared to median industry-average windows of 600+ minutes.



Optimized Efficiency

- Accurate & reliable delivery windows
- Carrier & shipper PRO numbers available and accessible for all parties at load creation



Reduced Costs

- Eliminate manual processes to reduce time & freight loss
- Visibility into all loads enables optimized dock and labor planning



Improved Service

- Documents accessible to all stakeholders via cloud-based platform
- Shorting or damage surfaced immediately so teams can take action

Example of LTL Shipment -- ETA Lifecycle (1)

Each Carrier ETA is shown upon a subsequent status update, and the FourKites Predictive (AI) ETA with continually update and surface confidence on the prediction.

STOPS						
Pickup		Completed	Planned Arrival NA	Picked Up	   Add Files	
Delivery		On Track	Appointment Time 04/27/2020 10:00 PM PDT - 04/28/2020 09:59 PM PDT Wanted By 04/28/2020 09:59 PM PDT	Estimated Arrival Time 05/20/2020 17:00 PM PDT	Carrier ETA 05/20/2020 17:00 PM PDT	   Add Files
Other Details		FourKites ETA FK AI 93% 05/21/2020, 08:00 AM - 12:00 PM PDT				

Example of LTL Shipment -- ETA Lifecycle (2)

As the shipment progresses, the carrier is updating the ETA while the FourKites Predictive ETA remains confident with the predicted window.

STOPS						
Pickup		Completed	Planned Arrival NA	Picked Up		
						   Add Files
Delivery		On Track	Appointment Time 04/27/2020 10:00 PM PDT - 04/28/2020 09:59 PM PDT Wanted By 04/28/2020 09:59 PM PDT	Estimated Arrival Time 05/20/2020 22:00 PM PDT	Carrier ETA 05/20/2020 22:00 PM PDT	   Add Files
						Other Details FourKites ETA FK AI 93% 05/21/2020, 08:00 AM - 12:00 PM PDT

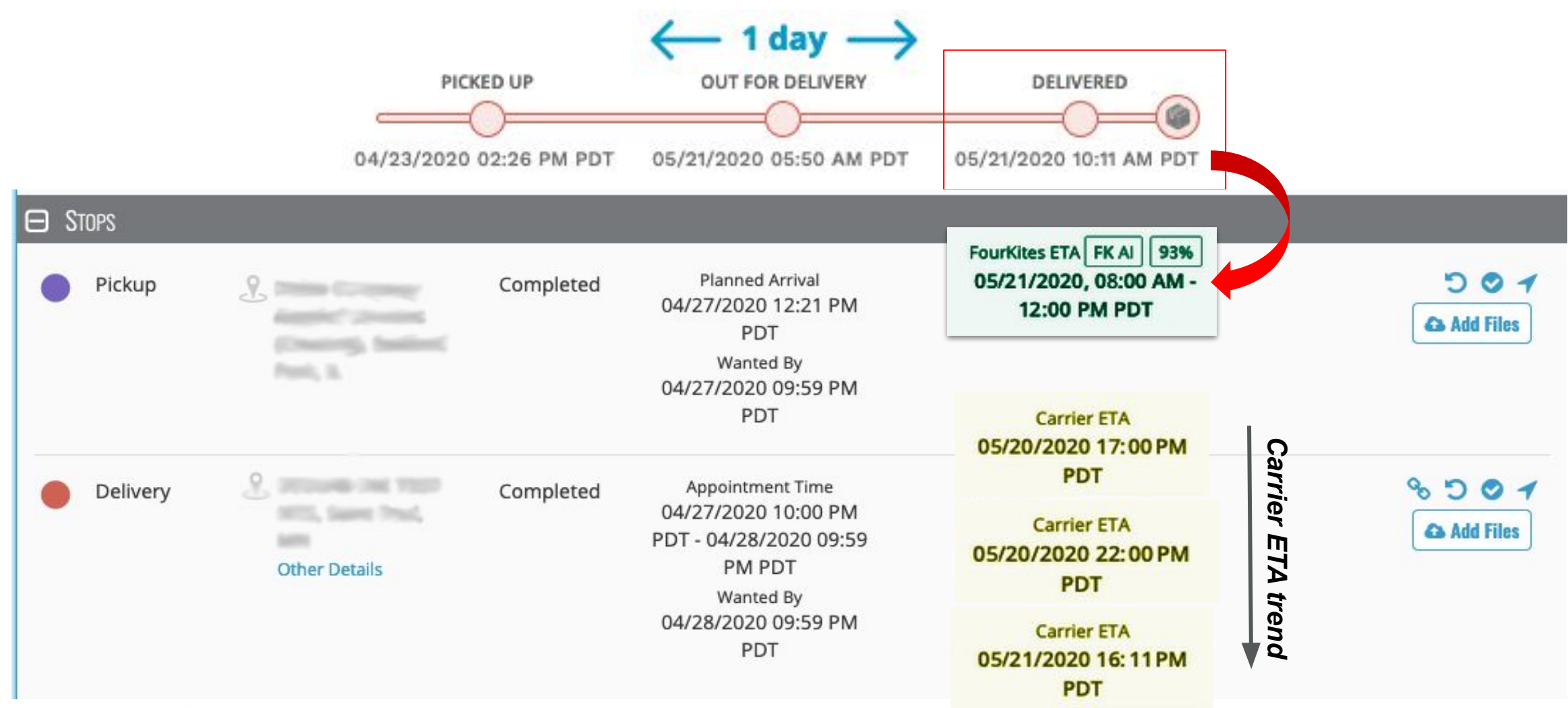
Example of LTL Shipment -- ETA Lifecycle (3)

Upon the next update from the carrier, the carrier's ETA is nearing the FourKites Predictive ETA window.

STOPS						
Pickup	 [Blurred Address]	Completed	Planned Arrival NA	Picked Up	   Add Files	
Delivery	 [Blurred Address] Other Details	On Track	Appointment Time 04/27/2020 10:00 PM PDT - 04/28/2020 09:59 PM PDT Wanted By 04/28/2020 09:59 PM PDT	Estimated Arrival Time 05/21/2020 16:11 PM PDT	Carrier ETA 05/21/2020 16:11 PM PDT	   Add Files
			FourKites ETA FK AI 93% 05/21/2020, 08:00 AM - 12:00 PM PDT			

Example of LTL Shipment -- ETA Lifecycle (4)

The shipment's final delivery timestamp fell within the original FourKites prediction.



Don't Just Take Our Word for It

Leveraging FourKites' LTL capabilities, one of America's largest food producers experienced a



67% reduction

in customer service calls



147% improvement

in customer service ratings.

"We're managing more than 400,000 active, temperature-controlled loads annually. With FourKites, we can identify and mitigate inefficient processes, unexpected delays, equipment failures and more as they occur. We can troubleshoot the loads that are predicted to be late, rather than focusing man-hours on shipments that we know will deliver on time."

Nick Cook
CIO and Vice President of Operations
Frozen Food Express

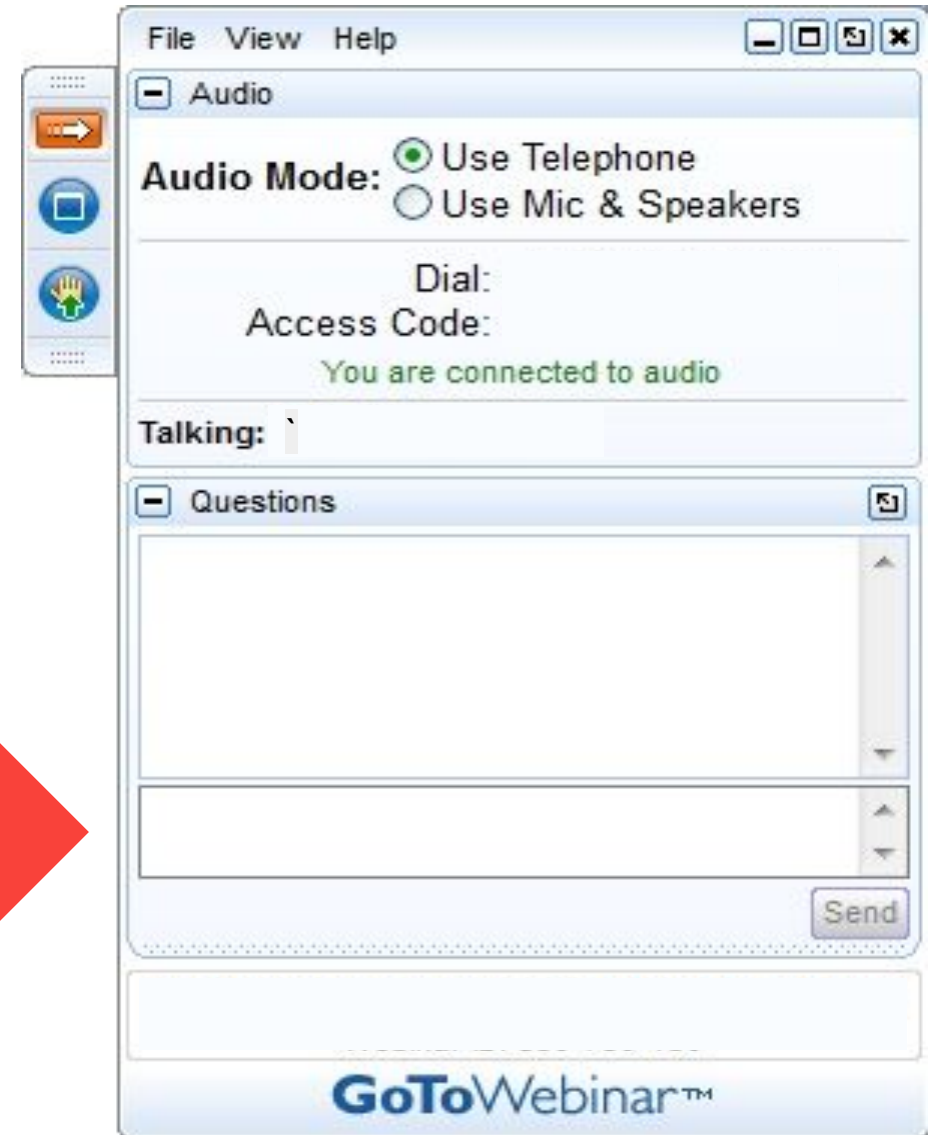
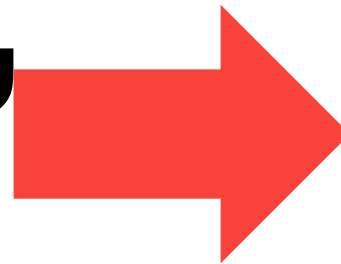


"Predicting accurate arrival times for LTL loads is a genuine breakthrough in real-time visibility. The ability to proactively manage exceptions for LTL shipments with FourKites means better planning, smoother operations and improved visibility for customers."

Dustin Braun
Senior Director of Logistics
Land O' Lakes



Type “Yes”



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CALL 1.888.466.6958

Thank You

