

5 Signs It's Time to Modernize Your Supply Chain Technology

Supply chain applications have changed so much during the past decade that using yesterday's applications could be stopping your business from achieving its full potential. Sure, those standalone applications might be doing a fine job of planning a load, optimizing a pick path, or executing an inventory purchase — but today, that's not enough.

True modernization and business advantage happens when supply chain and transportation management applications integrate within a network, leveraging

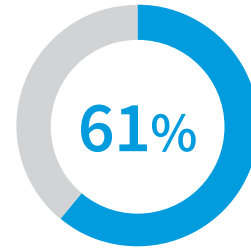
data from the ecosystem to provide easier access to services and collaboration with partners and carriers. With a platform solution like this, you can increase capacity, boost efficiency, and get lots of data that you can leverage to improve operations and customer experience.

Does your technology provide these benefits, or is your current system holding you back? Here are five signs that you need a more modern solution.

1 Your customers get annoyed with you.

As the world moves to smaller shipments — whether direct-to-consumer or direct-to-business — everybody wants to be able to go online and find out exactly where their order is, right now. Your customers know this is possible because they've all ordered items from Amazon and other distributors and received home delivery of packages with visibility into their order status and location. They don't understand why your business can't supply this kind of service when you ship to their business.

Visibility into inbound and outbound shipments is key to meeting expectations and building customers' trust. It's also important to the success of your business because dissatisfied customers are more likely to switch suppliers, while those who are delighted with their experience are more likely to stay, recommend you, and even pay a premium for your services.



Changing Priorities

61% of supply chain professionals agree that **customer experience will overtake price as the No. 1 brand differentiator.**

GET THE FACTS.

Read the 2019 Supply Chain Market Research Report.



2 Only two people in the world understand your system, and they're both about to retire.

If you're still relying on legacy, custom-configured technology, odds are that the people who built your solutions and support them are retiring — and nobody else knows the details of those configurations. Maybe the original supplier no longer supports the application, or maybe the applications are so heavily customized

that it's difficult to keep it running. If that's the case for your business, let's state the obvious: You need to sunset the technology proactively before the people who understand it aren't around to maintain it, and you're left with a system that could (at any moment) become a black box with your data locked inside.

3 Transportation costs are eating up your profit margins.

Transportation is a substantial chunk of the cost of doing business, and with many shippers operating at single-digit margins, cutting those costs becomes key to surviving and thriving. You can do this with a modern transportation management system (TMS).

For example, BluJay's Transportation Management platform is connected to its Global Trade Network (GTN), which together generate lots of data. This BluData is anonymized and harnessed to provide real-world rates, capacity, and other KPIs that give context to a shipper's own performance metrics. This data helps inform better decisions both in the moment and over time to pinpoint opportunities for long-term savings and understand trade-offs between cost and service.



Real-Time Benchmarking

[BluDex](#) is an aggregation of shipper and carrier market transactions for dry van and refrigerated shipments across North America. It tracks contract as well as spot markets.

4 You can't execute on new ideas and opportunities.

A nimble, frictionless supply chain allows you to act quickly on new opportunities. You must seize new ways of working to make logistics a competitive advantage rather than a cost center. For example, today's customers want options like parcels, cross-border trade, and last-mile delivery. If your existing system doesn't effectively support those options, you'll disappoint your customers.

Modernizing your supply chain technology with a cloud-based platform of integrated applications helps meet the new demands you've already identified and the ones even your customers don't know about yet.

5 Your inventory and inventory-handling costs are too high.

If you don't really have visibility into when inbound shipments are coming from suppliers, more safety stock must be carried to ensure enough inventory. On the flip side, improving inbound visibility allows you to reduce inventory, which will remove cost from your supply chain. Minimizing your safety stock reduces not just your carrying costs but also the risk of getting stuck with hard-to-sell stock if demand dries up suddenly, as it often does with seasonal or trend-driven items.



\$18 Million Savings for Ace Hardware

BluJay's Transportation Management solution provided the visibility and business intelligence [Ace Hardware](#) needed to improve freight routing, saving more than \$18 million in transportation costs while also reducing lead time and inventory levels.

The real giveaway that you need to modernize your supply chain: **You're reading this.**

Perhaps one of the most telltale signs that there are problems with your current supply chain is the fact that you've read all the way to the bottom of this list. If you have issues with supply chain visibility, you know the problem. We have the solution: We can help you move your current system — even if it's a messy hodgepodge of applications and islands of data — onto a streamlined, cloud-based platform that delivers low-cost, flexible support and visibility into your supply chain.



Find out more

Fully integrated, multifunctional supply chain execution platforms put you in control of your transportation networks, so you can respond proactively to customer demands and unexpected risks. For more information on how you can benefit from a cloud-based, all-in-one supply chain solution, visit BluJay online at www.blujaysolutions.com.