



Leaders in the Business of
Process Management Solutions

facts

Description:

Leading provider of integrated Business Process Management and Imaging solutions for the transportation industry.

Year Founded:

1973

Headquarters:

East Moline, IL

Workforce:

Approximately 50 employees

Number Of Customers:

300+ Trucking and Logistics Companies

Principal Officers:

Larry Kerr, President & Chief Executive Officer

Steven Schauer, Chief Technology Officer

Rita Hafner, Chief Financial Officer

Web Site:

www.ebeships.com

Media Contact:

Cindy Nelson

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Leaders in the Business of
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history

For more than 30 years, EBE has provided business & technology systems to the commercial market. Joe Kerr founded the company as Electronic Business Equipment (EBE) in 1973. During the initial years, the company evolved from selling word processing systems and calculators, to a provider of Novell networks. In the 90's, EBE developed competencies in document imaging and workflow solutions which led to a large client base throughout the Midwest, including many Fortune 1000 companies. The demand to automate repetitive tasks associated with accounts receivable and payable, human resources and customer service led to EBE's expertise in business process management. In the late 90's, EBE embarked on the transportation industry as it developed a billing workflow, remote scanning and rendition printing solution for an LTL client. This was the foundation for the launch and continued development of EBE's SHIPS enterprise business process management solution. Today, more than 300 transportation companies utilize SHIPS to improve operational efficiencies, deliver superior customer service and increase profitability. Clients range from the American Trucking Association's "Top 100" to carriers and logistics providers with fleets less than 30 trucks. Through conservative business practices, EBE has remained profitable throughout the course of its history while continuing to reinvest in its people, products and business partners.

09.01.73 – Founded EBE by Joe Kerr

07.11.78 – Founded IKAY Leasing to provide leasing services to clients

01.11.87 – First Document Imaging client

05.27.89 – First Workflow client

08.23.99 – First SHIPS client

01.01.00 – Begin development of additional SHIPS applications

03.18.03 – First Internet POD look-up installation

07.18.03 – SHIPS 2.0 released

06.22.03 – First SHIPSaway hosted ASP Internet client

01.20.04 – First Immediate Document Exchange Installation

- 01.31.04 – Larry Kerr named President and CEO
- 02.08.04 – 100th SHIPS client
- 08.19.04 – First Carrier Management application installed
- 11.19.04 – First Driver Settlement & Accounts Payable installation
- 03.26.05 – SHIPS 3.0 released
- 07.22.05 – First mobile communications integration installation
- 10.21.05 – First Driver Management installation
- 02.09.06 – First Safety and Violation Letter installation
- 02.25.06 – 200th SHIPS Client
- 05.16.06 – SHIPS 4.0 released
- 10.29.06 – First Driver Recruiting installation
- 03.16.07 – First Driver Performance installation
- 05.03.07 – First Internet Data Entry Application (iDEA) installation
- 08.22.07 – 300th SHIPS Client



Leaders in the Business of
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management team

Larry Kerr President and CEO

Larry Kerr has been the driving force behind EBE's business process management initiatives for the past twenty years. Throughout his career at EBE, Larry has been involved in all aspects of the business including sales, marketing, system design and project management. As the company matured, it became known as a systems integrator. Larry then led the transformation of EBE to its current form as the leading provider of enterprise business process management solutions for the trucking and logistics industry. His close client relationships and industry knowledge have served the company well as they have provided the insight to develop the most efficient workflow processes to reduce bottlenecks and improve operational efficiencies.

Larry holds a masters degree in Business from St. Louis University and a bachelor's degree in Business and History from St. Ambrose University.

Rita Hafner Chief Financial Officer

Rita Hafner has provided financial leadership for EBE for more than twenty years. After attending Western Illinois University, Rita began working in EBE's accounting department coordinating activities in accounts receivable, accounts payable, and IKAY Leasing - EBE's financial services division. Today, Rita manages the budgeting process and revenue targets while maintaining departmental responsibility.

Steven Schauer Chief Technology Officer/Director of Development

Steve Schauer has been with EBE for seven years managing development for the SHIPS solution. He is responsible for insuring the interoperability of all business process modules and data integrity. Steve has direct responsibility for the SHIPS .NET migration, scheduled for completion in first quarter 2008. Steve is also accountable for evaluating emerging technologies and solutions and determining their role within the SHIPS product line.

Steve holds a PhD. in Chemical Engineering and a Bachelors degree from the University of Iowa.

Cindy Nelson Sr. Director, Marketing and Business Development

As Sr. Director of Marketing and Business Development, Cindy Nelson provides the strategic sales and marketing direction for the company and manages all the marketing, communications and industry and public relations activities for EBE. She has 20 years of senior-level management experience in sales and marketing for Fortune 500 and mid-size technology companies bringing a strong expertise inexperience in brand management. Prior to EBE, Cindy spent three years at TMW Systems as Director of Marketing where she took the company to unprecedented brand awareness levels. She also served as Director of Sales, Marketing and Communications for various technology, web-development and IT consulting firms. She spent much of her early career in sales and product management for major computer hardware and software vendors.

Cindy is a graduate of Miami University with B.S degrees in Marketing and Management. She is a member of the Product Development Management Association (PDMA) and the Transportation Sales & Marketing Association.

Zak Benjamin

Director, SHIPS Product Development

Zak Benjamin has 15 years of experience in software development. He has been with EBE for nine years as the leading developer of core functionality for all SHIPS modules, including financials, brokerage and logistics, recruiting and driver management. Zak is also responsible for insuring development timelines and Quality Assurance standards are met.

Zak holds a bachelors degree in Computer Science from Iowa State University.

Tracy Deng

Director, Professional Services

Tracy Deng has been with EBE for five years. She manages the professional services group responsible for the implementation of SHIPS. Tracy works closely with clients and the internal development staff to ensure a successful implementation process. She manages all project timelines, making sure deadlines are met. Prior to EBE, Tracy worked for EDS managing implementation services.

Tracy holds a master's degree in Mathematics and a bachelor's degree in Computer Science.

Rob Deckard

Director, SHIPS Financial Solutions

Rob Deckard joined EBE seven years ago, commensurate with the first SHIPS installation. Prior to EBE, Rob spent 10 years as a successful sales executive in the recruiting and financial services industries. He is responsible for the SHIPS Financial solutions team and works closely with the managers of the Recruiting and non-asset based solutions group.

Rob holds a bachelors degree in Business Administration from the University of Illinois Edwardsville.

Ed Peck

Director, SHIPS Driver Recruiting and Driver Management

Ed Peck brings more than twenty-five years of driver recruiting experience to EBE. For nine years, Ed managed a direct driver placement firm that managed the recruiting, orientation and performance evaluation of drivers. Ed has played an integral role in product planning and communicating functionality to the product development team and EBE's clients.

Phil Roller

Director, SHIPS Brokerage and Logistics

Phil Roller has thirty-three years of experience with EBE. For the past twenty years he has developed expertise in document management and business process solutions. He is currently responsible for developing SHIPS Brokerage and Logistics solutions, which allow non-asset based logistics providers to streamline their operations through paperless processes.



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solutions

SHIPS

BUSINESS PROCESS SOFTWARE FOR THE TRANSPORTATION INDUSTRY

EBE's enterprise business process management solution, SHIPS is designed specifically for the transportation industry. SHIPS automates and streamlines the repetitive, labor intensive tasks associated with managing trucking and logistics companies. It is a completely integrated system utilizing a “**Process Manager**”- intelligent database, that gathers and analyzes data from dispatch, accounting, mobile communications, log scanning and other transportation related applications, calculates results, triggers action and provides reports- all in real-time. **SHIPS Imaging** software extends the value of the system by allowing personnel to retrieve and view scanned documents. As documents are scanned, they are indexed and bar coded for easy, quick access. Implementing SHIPS throughout the enterprise will lead to

- Reduced operating costs
- Improved cash flow
- Improved employee productivity
- Increased driver and customer satisfaction
- Improved regulatory compliance
- Higher driver retention

MODULES

SHIPS is a modular system allowing clients to implement the solutions that will provide the greatest benefits. Modules include:

- Financial (A/R, A/P, Collections)
- Recruiting and Human Resources
- Driver Performance Management
- Safety and Compliance
- Vehicle Maintenance
- Less than Truckload
- Brokerage and Logistics

Financials

The financial modules include Accounts Receivable, Accounts Payable and Collections. These modules automate back office operations such as matching PODs to invoices, billing, copying and faxing PODs to customers, eliminating potential bottlenecks that threaten profitability. Implementing financial modules will improve cashflow, reduce aged accounts, eliminate billing delays, reduce human error, reduce paper and storage space and improve overall company efficiency.

Recruiting and Human Resource Management

This end to end, integrated solution automates the repetitive processes associated with the recruiting cycle and maintenance of personnel information. Tasks such as filtering unqualified drivers, creating release letters, tracking missing documents, requesting information from candidates, and executing post hire activities are all more manageable with these modules. The system provides online capture of applicant information, automated qualification, background verification with interfaces to USIS, orientation tasks and post orientation activities. Information captured at the front end is automatically stored in driver master files through SHIPS integration capabilities, eliminating the need for re-keying of data and ensuring accuracy. The Recruiting and Human Resource modules increase recruiter productivity, speeds up the hiring process, and saves time and money and increases driver satisfaction.

Driver Performance Management

Driver Performance modules include Driver Contact, Contract Management and Document Renewal and Internet Settlement Look up. With the SHIPS Driver Performance modules, companies can efficiently gather, measure and take action on the abundance of data stored in disparate systems necessary to manage drivers. The Driver Performance process will provide a complete assessment of the driver, identifying items such as missing paperwork, hours of service compliance and all measured criteria monitored within the mobile communications system. When the system determines action is necessary, the Driver Performance process triggers events to communicate driver status to the appropriate individuals. The implementation of this module will lead to reduced driver turnover, improved regulatory compliance, increased driver and customer satisfaction, improved safety record and the identification of "At Risk" drivers.

Safety and Compliance

Through the integration of mobile communications systems, SHIPS Safety and Compliance workflows monitor and correct unsafe driver practices - in near real-time. Once non-compliant behavior is detected, triggers alert the appropriate personnel and corrective action can be immediately initiated. Safety and Compliance modules include: Log and Document Audit workflow, Interfaces to industry leading auditing services, Interface to online safety and learning tools and Violation letter management. Benefits of this solution include the ability to automatically identify and take corrective action on "At Risk" drivers, improve regulatory compliance, reduce driver turnover and improve driver communications.

Vehicle Maintenance

SHIPS Vehicle Maintenance workflow allows the management of VIR, roadside inspections, warranties, permits and maintenance history to be streamlined. This process ensures that proper maintenance is performed and necessary documents are available on demand. Modules with this solution include Repair Order Generation, Defect Repair Process, Comprehensive Reporting, Document Retrieval and License and Permit processing. The implementation of these processes improve safety performance, enhance driver satisfaction, improve regulatory compliance and reduce costs.

Less than Truckload (LTL)

THE LTL specific workflows are designed to meet unique needs of a fast paced, transaction heavy, multi-stop environment. Within this solution there are two distinct modules; Multi-Indexer and Delivery Set Printing. The multi-indexer module streamlines the scanning and cross referencing of the manifest and individual pro numbers by indexing multiple pro numbers to a single manifest. Delivery set printing creates an outbound manifest and supporting receipts. It automatically bar codes the delivery receipts, sorts by bill code and adds documents such as bills of lading or packing slips to support the delivery receipt.

Brokerage and Logistics

SHIPS Brokerage and Logistics solution streamlines processes and manages the time sensitive data and documents necessary to operate profitably. It automates labor intensive tasks such as sending and receiving rate contracts, maintaining carrier files and managing carrier settlements and shipper receivables. The SHIPS Brokerage and Logistics modules include: Contract management for brokers and 3PL's, Carrier Settlement workflow, Shipper Accounts Receivable workflow, Immediate Document Exchange between broker, 3PL, carriers and shippers and an FMCSE interface.



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systems integration partners

To maximize value, protect our clients technology investment and improve efficiency, EBE has partnered with many of the industry leading suppliers of dispatch, mobile communications, accounting, log scanning and other transportation related applications and services:

Dispatch

- CLI
- DataTrac
- Fountain Head
- Innovative
- MTI
- RoadVision
- TMW Systems
(TMWSuite, TruckMate, TL 2000)
- Varipro Systems

Mobile Communications

- GeoLogic
- PeopleNet
- Qualcomm

Accounting

- MAS 90-200-500
- Microsoft Dynamics GP (Great Plains)

Safety and Compliance

- CMOV
- ITI- (ProTread, Tread-1)
- JJ Keller
- Rapid Log
- USIS

Fuel Tax

- OTS

Third Party Scanning

- Flying J
- Pilot
- TMI

Factoring Services

- GE