Fulfilling Destiny: A Strategic Guide for Choosing a Modern TMS

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Why Legacy Systems Are Fading Fast

Saying "the TMS is Dead" is an exaggeration. However, the transportation management system (TMS) has reached a pivotal point. The traditional client-server architecture is fading into oblivion, and multi-tenant software-as-a-service (SaaS) platforms are rapidly evolving to fulfill TMS's destiny.

Trucking and logistics companies tethered to a traditional TMS are at a crossroads. They can adopt new web-based applications from their current vendor piecemeal or embrace a modern TMS solution to be at the forefront of this evolution.

This guide shows how breakthroughs from a complete, fully integrated SaaS-based TMS can fast-track success by simplifying deployment and maximizing return on investment (ROI).

Executive Summary

The primary advantage of a modern, cloud-based TMS is multi-tenant architecture. This allows customers to share a single application instance and maintain separate databases while adding new features to better manage the order lifecycle through:

- **Seamless API integrations between systems**
- **Advanced load planning for operational control and visibility**
- **Scalable and configurable mobile and back-office solutions**
- **Continuous technology innovation**

One API-Driven

API-driven architecture is the keystone of a multi-tenant TMS. It allows a platform to connect with third-party applications without delays or costly upgrades. The applications can seamlessly input and extract data from a TMS, process it, and return the output to users in their native environment.

With a traditional client-server TMS, customers run multiple software versions. When a vendor adds new integrations, they are typically available for the latest version. Meanwhile, customers running older versions must make additional investments and experience delays to have the same functionality.

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In contrast, multi-tenant platforms have customers on a single version and use a standard set of protocols for API integrations. Once established, new connections with ELDs, trailer tracking, fuel cards, accounting systems, and more systems are available to all customers immediately for no additional cost.

Cloud-based TMS platforms also utilize enterprise-grade infrastructure, such as Amazon Web Services (AWS), that offers authentication and authorization mechanisms for API connections. This adds advanced, multi-layered security frameworks that protect sensitive operational data, surpassing the security of traditional on-premise solutions.

Two Load Planning Capabilities

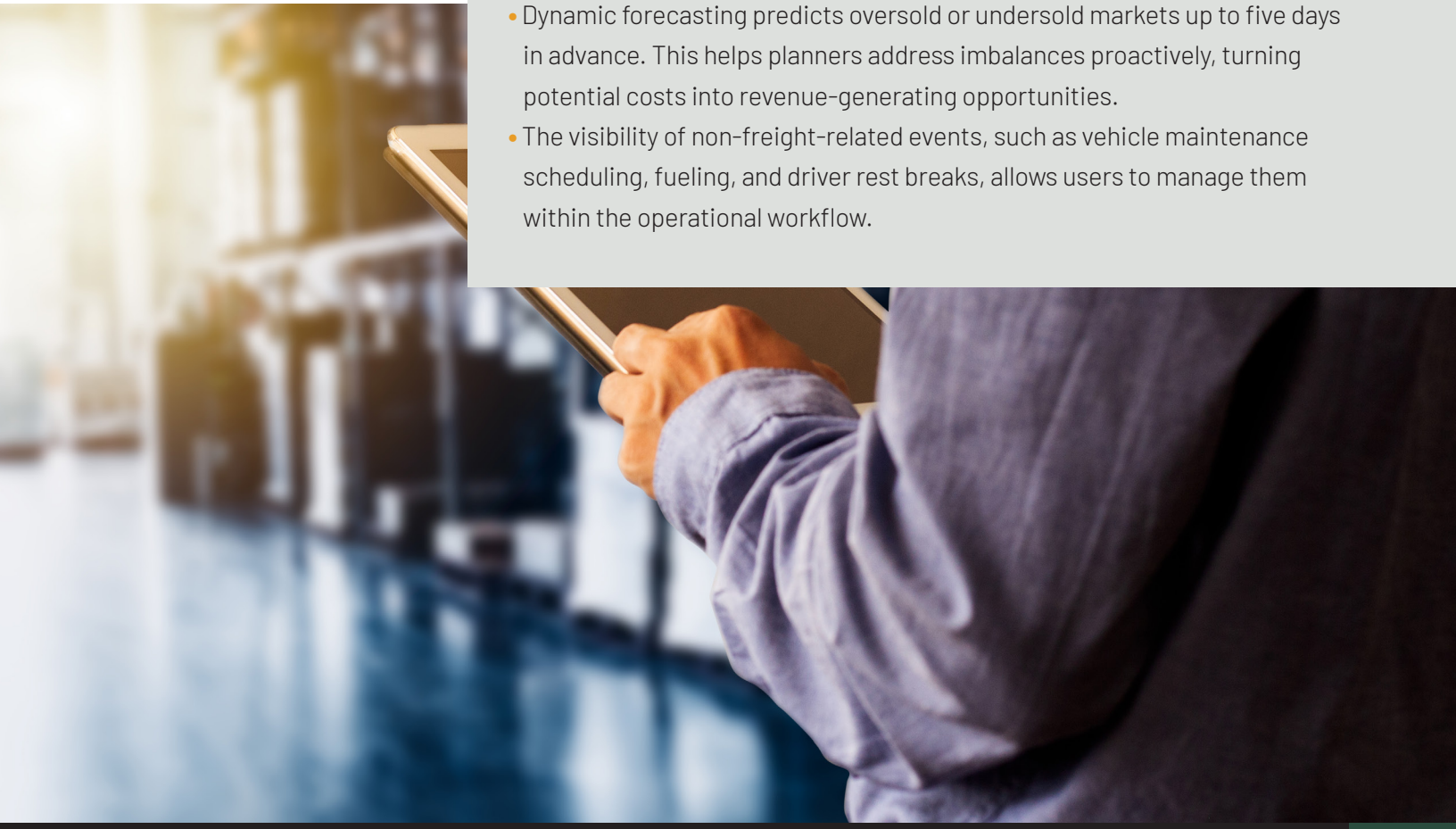
Load planning is the pinnacle of the TMS hierarchy—the prime mover of everything in the order management lifecycle. When done correctly, fleet and order management becomes straightforward and optimized to fuel success.

Next-generation TMS platforms are uninhibited by legacy code and grid-style planning screens. Transportation providers can make a quantum leap in functionality, intuitive visualizations, and data intelligence with them.

Map-based visual interfaces, rather than grids, create a holistic approach to order management. On one screen, users of all experience levels have everything they need to make informed decisions.

For example, the Magnus Platform has a purposefully designed load planning screen that condenses and presents all pertinent information using:

- Maps and visual dispatch applications with data-rich context.
- Key performance indicators (KPIs) show decisions impact utilization and costs to make better decisions.
- Dynamic forecasting predicts oversold or undersold markets up to five days in advance. This helps planners address imbalances proactively, turning potential costs into revenue-generating opportunities.
- The visibility of non-freight-related events, such as vehicle maintenance scheduling, fueling, and driver rest breaks, allows users to manage them within the operational workflow.



Three Operational Configurability

Transportation companies have diverse and dynamic business needs. As conditions change, a modern TMS platform with multi-tenant architecture can be highly adaptable and configurable to meet current and future requirements.

While all customers run a single application instance, a multi-tenant architecture allows each company to customize features and workflows for greater operational visibility and control. Tailored user experiences help move orders efficiently, on time, and error-free through the system.

A modern, SaaS-based TMS such as the Magnus Platform breaks traditional constraints by being dynamically configurable for specific industry segments, from automotive logistics to general truckload freight. This ensures alignment with market and customer operational requirements without expensive custom coding to address unique demands.

Magnus provides an automated rules engine that allows customers to self-manage when and how they accept and decline order tenders.

Order acceptance is an area where custom workflows matter. For example, the Magnus Platform delivers complete EDI management, eliminating the need for customers to manage system integrations to receive and respond to orders from trading partners; Magnus does that for them at no additional cost.

Additionally, Magnus provides an automated rules engine that allows customers to self-manage when and how they accept and decline order tenders.

Another key tenet of a flexible TMS is a fully integrated mobile application. A complete mobile platform with tailored workflows allows transportation providers to extend the office to drivers, inside and outside the cab, for improved order management using:

- Accurate delivery records, real-time exception reporting, and document capture.
- Performance tracking and hours-of-service monitoring.
- Automated ETA management for proactively resolving problems.

Four Continuous Innovation

Software updates from a modern TMS solution are much smoother than a traditional system. A multi-tenant architecture keeps customers on the same software version, so when new features and upgrades become available, they can access them immediately without extra charges or disruptions.

Continuous enhancements keep companies at the technological forefront. New releases are smaller and easier to digest than a traditional client-server model, whereby vendors push out significant new version releases annually.

Additionally, SaaS-based platforms are accessible from any device. This is critical as workforces continue shifting towards a decentralized model. Plus, the software is easier to use and more configurable, helping drive user adoption and recruit and retain back-office talent.

A modern TMS's connectivity advantages include accessibility to reporting tools. This makes it easier to plug and play third-party tools like Power BI and Tableau to build custom reports for managing data and making intelligent decisions at all levels, from the frontlines to the C-suite, regardless of industry experience or job tenure.

For example, the Magnus Platform subscription includes a user-friendly BI platform for connecting with third-party reporting tools to spot trends and analyze results quickly.

Economic Transformation

Modern SaaS TMS platforms offer numerous technological upgrades while reducing costs by eliminating upfront hardware, software licenses, and implementation investments.

Also, companies no longer need IT specialists on staff to maintain on-prem servers and quickly restore service in a disaster. Magnus, for example, backs up customer data in 5-minute increments and quickly switches customers to a different environment, if needed, to speed up recovery time.

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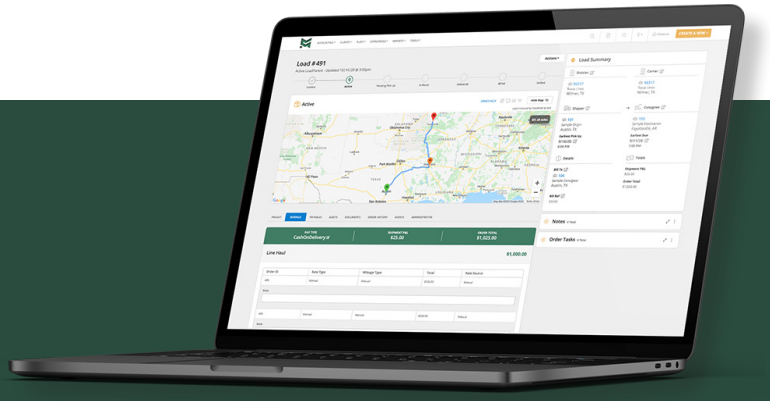
Lastly, modern platforms have flexible pricing models that allow companies to align technological investment with growth or scale down without incremental costs. Magnus's simple pricing model is based on the number of active assets in a fleet. This directly aligns a subscription with a customer's revenues, making the enterprise-class technology affordable to companies of all sizes.

Embracing Technology Evolution

The TMS landscape is experiencing a strategic evolution. The market acknowledges that traditional on-premise, client-server solutions are dated. However, more motivation is needed for transportation providers to adopt a multi-tenant platform. Fortunately, modern, SaaS-based TMS platforms also create compelling value and immediate ROI.

Strategic Imperative: The most significant risk is resistance to technological change. The time for strategic transformation is now.

Magnus Technologies brought this guide to you.



About Magnus Technologies

The Magnus Platform simplifies transportation with dynamic, industry-first capabilities for the trucking and logistics industry. These include order management, load planning, freight visibility, and exception management. The platform also has a clear innovation roadmap to continue adding value.

A subscription to the SaaS-based enterprise platform includes ongoing updates at no additional cost, keeping customers at the forefront of the industry. Magnus offers many benefits to carriers and logistics providers for switching from outdated TMS platforms, including:

- Predictable subscription pricing that eliminates upfront and variable expenses.
- Integrated Mobile Driver App that automates driver communications, document capture, and more.
- The Magnus Carrier Advantage network for conducting secure freight transactions with trusted business partners.

Visit www.magnustech.com to learn about the latest advancements in the cloud-native Magnus Platform for trucking fleets.

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