



Overview of Distribution Data Incorporated

Distribution Data Incorporated (DDI) was started in 1985 with the major goal of providing a 100% customized freight invoice processing and payment service. We are the only major firm in our industry actively growing today that began as strictly a freight payment start-up. As our expertise grew, we realized there was a significant need for logistics consulting to coincide with freight invoice payment. Additionally, the potential existed for DDI to develop programs using our industry knowledge to create win-win situations for our clients. DDI personnel have been in the industry for many years serving in a variety of capacities. We bring a wealth of experience to our clients and years of expertise are represented in finance and accounting, transportation and audit, programming, operations and customer service.

Today, DDI is a total transportation management and information processing company, providing complete and customized freight bill payment and reporting, transportation savings programs, specialized programming, broker services, small package analysis, and accounting support services. Our professional staff members and services help firms achieve their major goals in transportation budgeting, as well as the development and generation of manageable transportation data.

In 2002, DDI purchased and occupies its own 3 story, 34,000 square foot facility in Cleveland's southwest airport-commerce area. This is DDI's corporate office (and only office). We are centrally located to service clients all over the U.S. and continue to broaden our marketing efforts across the country. By having a single location, we enjoy the benefits of having all our resources in one physical location.



DDI Divisions



Logistics Management Group – The primary focus of our Logistics Management Group is to design and implement specific cost reduction programs for our clients in all transportation modes, including international. DDI’s no-risk logistical consulting services are provided to the client at no out of pocket cost and are designed to provide companies the opportunity to significantly reduce transportation expenses. Whether DDI designs a cost-savings distribution plan managed by our in-house consultants, routes vendor shipments to ensure compliance with your corporate contracts, or brokers international shipments, we serve as an extension of your transportation department to provide savings based on dollars and time. Our compensation is a result of client actual savings.

Freight Payment Group – DDI processes millions and millions of freight bills each year with hundreds of millions in payments. Our service has evolved into a financial and data generation service, with the actual payment aspect becoming a byproduct. We find current and prospective clients are concerned about financial stability, accounting and accrual information, identifying and measuring the float component, data accuracy, EDI data match programs and exception processing. DDI’s reputation is well-known as a customized and “exception” processor. Through open dialogue with our clients about their goals, we design processes and create programs that solve client problems.

Customized Software and Support Group – Our in-house programming staff designs, tests and supports our software for all DDI internal divisions, as well as our end-user clients. We create solutions for client problems in the transportation arena. This creative thinking enables us to continually enhance our current functions to meet industry changes and to provide solutions to specific client requests. DDI has designed several software packages available for clients to use in data analyzing and reporting, as well as packages that obtain rate and lease cost carrier output. We use a mixture of mainframe, PC, and web-based platforms to perform the freight invoice processing and payment functions. The mainframe is used for data entry and the core processing functions. The PC platform is used for audit, small package reporting, and all electronic communications including EDI and data transfer to/from clients via FTP, email, etc. Both platforms have a great deal of capacity in processing and storage resources, and are easily upgraded.

Accounts Receivable Processing – Our newest division, the ROI Assist Program (Receivable Operations Improvement) is designed to reduce accounts receivable outstanding days and accelerate customer payment cycles. Through a combination of email technology, expanded database information, and a robust on-line reporting tool, clients can generate significant savings by shortening the number of outstanding days on customer invoice payments. Additionally, the program can save even more money by having DDI perform the remittance receivable function, which includes low cost bank lock-box fees.



Logistics Services

(Our most popular services)

- The 2 Hour Challenge - Freight cost reduction (all modes including international)
- Transportation management outsourcing (all modes including international)
- 1-800 Routing Service Call Center & Brokerage Group
- Blending multiple supply chain requirements into one policy
- Metrics development and tracking
- Centralized data management and evaluation
- Product classification review
- Routing guide creation – corporate and locations
- Site evaluation and selection
- International and domestic air-freight Services
- International ocean-freight services (door to door)
- Contract negotiations with transportation providers
- Routing compliance
- Vendor compliance reporting

Freight Payment Services

- Various “Float” and no float payment cycles
- Bill of Lading and Purchase Order Match programs
- Receipt of EDI freight invoices
- Pre-Audit, Post-Audit and Split-Audit programs
- Customized Data Capture
- Double key punch of paper freight invoices for accuracy
- Customized Validation Programs
- Duplicate detection by Pro# and BL#
- Customized Accounting and Reversal programs
- Vast reporting, including corporate analysis and accruals
- A variety of report generation options
- Payment Inquiry via the Internet
- Onsite storage of freight bills
- Online Bill of Lading/Purchase Order entry and modification
- Refunds Plus - small package processing

Software Products

- Web Rate - Least cost carrier rating
- Inbound Routing - Compliance tool for suppliers
- Freight Quote for Sales Reps - Web based tool for accurate freight quotes
- Online report generation
- Online freight bill exception resolution
- ROI Program - Accounts Receivable Assistance

**The above is a basic list of services. It is not all inclusive.
DDI can perform many customized processes and services that are unique to a specific client.**