

# DEDICATED TRANSPORTATION SOLUTIONS

A private fleet without the hassles of managing one

# Meet the Ryder Dedicated Team

*For more than 85 years, Ryder has been helping customers throughout North America by delivering the flexible, customized solutions needed to keep freight – and business – moving. We know owning and managing a fleet today is more expensive – and time-consuming – than ever. That’s why our team customizes a strategic solution for you, with just the right mix of trucks, drivers, fleet maintenance, routing, scheduling, management, and administrative support. This provides the benefits of a private fleet without having to manage one.*

**STEVE SENSING**

President, Global SCS

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**STEVE MARTIN**

Senior Vice President, DTS

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**BRIAN DALATRI**

Vice President, DTS Management

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**AL PINTO**

Vice President, DTS Management

.....

**THOMAS REGAN**

Vice President, DTS Management

.....

**TODD SKILES**

Sr. Vice President, Sales & Marketing

.....

**BILL TOERPE**

Vice President, DTS Sales

.....

**JIMMY MEADOWS**

Vice President, DTS Sales

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**ROGER WELLING**

Group Director Sales, DTS

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**JONATHAN CROWTHER**

Group Director Sales, DTS

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“We take our experience and leverage it to create an advantage for companies to drive value in their supply chains. We approach every relationship with the spirit of continuous improvement using LEAN practices. We take the trust we have developed with our clients and embark on a journey that continually optimizes their network, driving more value for our partners.”

– Steve Sensing, President Global SCS

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# Why Ryder Dedicated?

As a fully diversified transportation and supply chain solutions company, Ryder offers customers the ability to fully integrate their operations to allow end-to-end visibility, increased efficiency, and a lower cost to operate.

Ryder Dedicated Transportation Solutions offer a unique solution for your business, built on best in class engineering, driver excellence, operational expertise, and fleet management to help you overcome challenges in today's transportation industry.

Through our work with customers in more than 17 different industries such as building & construction, oil & gas, dairy, metals, and consumer packaged goods to name a few, we are able to use best practices we've developed and create a unique solution that fits your specific needs.

In turn, you get a flexible, safe, and compliant fleet with trained drivers that keep your products moving, your business competitive, and your customers satisfied.

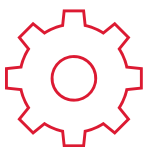
## How Ryder Dedicated Transportation Works for You

Industry challenges such as the driver shortage, capacity constraints, increased freight rates, stringent regulations, and network visibility make investing in your fleet expensive and time-consuming. With Ryder Dedicated Transportation Solutions, we help you overcome these challenges through:



### DRIVERS

We recruit, hire, train, and manage drivers specifically for your business



### ENGINEERING

Enhance service, optimize inventory, and improve operating margins



### ON-TIME DELIVERY

Improve performance with a reliable fleet and drivers



### REGULATIONS

We ensure your fleet and drivers are compliant with all regulations



### LIABILITY

Ryder assumes all your risk from accidents, breakdowns, or unforeseen driver issues



### PREDICTABLE COSTS

Save with one predictable monthly cost versus multiple invoices from multiple vendors



### UPTIME

Reduce breakdowns and mechanical issues that keep your fleet idle



### RIGHT-SIZE FLEET

Business intelligence and analytics provides you a fleet fit to your needs

# Dedicated Fleet Management

Our Ryder Dedicated Transportation Solutions work with you to manage your transportation network, giving you more control of your business. Through IT engineering we assess your current network to right-size your fleet and save you money on idle assets. You also gain the flexibility to ramp up your fleet during peak periods and scale back down during normal season. Through routing and scheduling, you'll save money on fuel costs, empty miles, and ensure your goods are getting to their destination when expected.

**By working with you to manage your transportation network, you gain the ability to:**

- Focus more on your core business while improving on-time delivery
- Reduce operating costs
- Have a fleet and drivers that are responsive to your business
- Upgrade your fleet

# Integrated Transportation Network

Whether you have a fleet, use for-hire carriers, or both, finding the best combination of use at the lowest cost to operate gives you an optimized network. Through IT engineering we assess your current network to right-size your fleet with trucks customized for your business, which saves you money on idle assets. This allows you to have flexibility to adapt to your company's strategy, changing needs, and a variety of constraints and variables.

**Taking all variables into account Ryder Dedicated Transportation Solutions create:**

- Flexibility to manage demand
- Cost savings with strategic network adjustments
- Transparency through innovative technology
- Increased efficiency thanks to route optimization
- Collaboration to optimize your transportation network

## Drivers – The face of our business and yours

According to the American Trucking Associations, the current driver shortage is more than 65,000 drivers and growing rapidly. By 2020, experts predict the industry will be short by 175,000 drivers, which will be catastrophic. Such a shortfall would amount to a 20 percent gap between demand and supply. And with only 11,000 new drivers being added annually, there are not nearly enough new drivers to keep up.

With Ryder Dedicated, we hire, train, and manage drivers specifically for your business. We are an employer of choice for drivers, which is shown by our robust network of more than 8,200 dedicated drivers. Our driver turnover rate is three times less than the industry average, thanks to best-in-class recruitment, training, and retention programs. Ryder Dedicated allows you to rest easy, knowing you'll have the professional drivers and available vehicles you need, when you need them.

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“Customers trust Ryder to transport their freight safely and on time. And, Ryder provides us with the best equipment, training, and support to ensure we execute for our customers. Ryder always puts safety first, and understands that my family is as important as my career.”

– Willie Anderson, Ryder Driver

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## Safety and Compliance

At Ryder, safety comes first. As the industry leader in safety and compliance, we are well-known for our exemplary driver training, safety webinars, compliance services, and safety products. That's why we were the first logistics company to be awarded the National Safety Council's Green Cross for Safety medal.

### Ryder's Safety and Compliance Services:

- RyderDrive™, our mobile application for drivers that delivers digitized trip management while simplifying administrative tasks
- Help drivers navigate daily challenges safely
- Provide affordable, accessible safety management training online
- Improve compliance with safety programs, mock audits, and electronic logs
- Avg. 3.4 million miles traveled without incident
- In-cab technology and incident management

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Crashes can be disastrous in so many ways. Regulatory violations can cost thousands of dollars.

So do what you can:

**Reduce your risk with Ryder.**

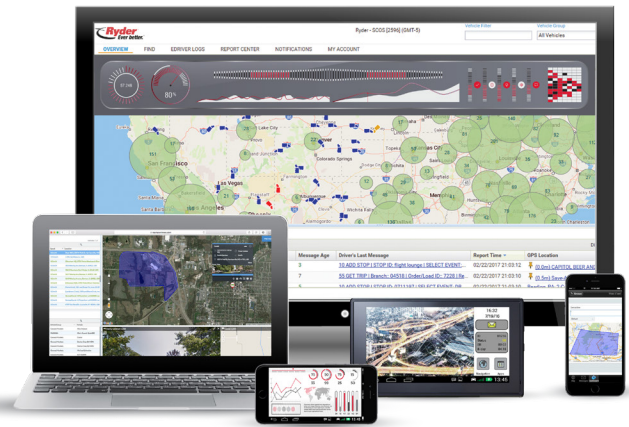
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# Business Intelligence

With Ryder's business intelligence capabilities, you benefit from applications, infrastructure, tools, and best practices that enable us to optimize your data and performance. Our on-site Customer Logistics Manager at your location leads a four-step approach – descriptive, diagnostic, predictive, and prescriptive – that transforms big data into business intelligence to your specific location level. The result of this intelligence is the backbone for continuously improving your transportation from asset utilization to optimal lane rates and routes.

At Ryder, technology is at the heart of so much that we do for you. From optimizing routes and enhancing safety to our innovative technology, you receive actionable business intelligence to help your network run smoother.

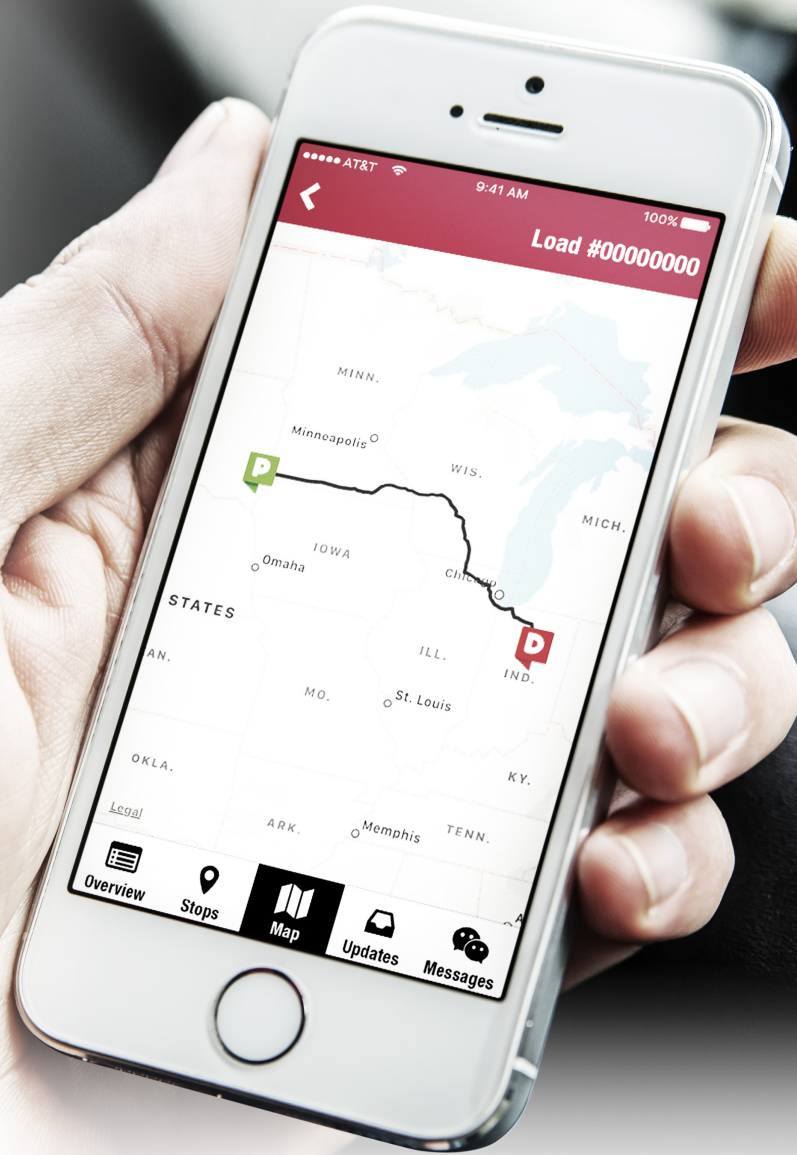
Through engineering, Ryder Dedicated Transportation Solutions deliver a customized plan to capture and analyze data that tracks your freight, mileage, location, on-time performance, fuel efficiency, and more ensuring an optimized network at the lowest total cost.



# RYDERSHARE™

Our innovative, neutral integration technology tool RyderShare™ gives you real-time visibility between all transportation modes, along with the ability to manage issues by exception, from a single source with desktop and mobile access.

RyderShare™ provides the ultimate in load location visibility, tracking, and customized communications from one source. The cloud-based solution gives you actionable analytics with dashboard and diagnostics for on-time performance, load validation, and customized reports. It's the only digital platform in the industry that gives the transparency and collaboration necessary for all stakeholders to see and act on the delivery of their products. This ensures you execute on key performance metrics and helps you plan for future shipments.



## VISIBILITY

Real-time map views



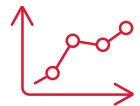
## TRACKING

Estimated time of arrival



## ALERTS

Identification, notification, and reporting of shipping exceptions



## ANALYTICS

Dashboard and diagnostics for on-time performance, reports, and load validation

# Engineering

Today's market is pressuring companies in several ways. You may be forced to decrease overall supply chain costs. You could be looking for ways to reduce your carbon footprint. Or, you may simply wonder if there's a better way to use transportation to support business objectives.

Ryder Dedicated provides transportation network engineering services that address those needs, and resolve them.

Our design process combines customer ship-level detail, customer business rules and industry expertise with best-in-class decision-support tools to provide you with the optimal transportation plan.

From defining the scope of the issue to implementing the solution, Ryder Dedicated works with you to drive success.



## The Technology we Utilize

### JDA Supply Chain Strategist:

- Optimal facility location and count
- Inventory deployment assignments
- Aggregate transport costs and service levels

### JDA TMod:

- Optimal mode selection
- Multi-stop truckload and continuous move
- Optimal cost and service selection

### ILPS (Ryder proprietary):

- Dedicated fleet design
- Fleet planning
- Driver and equipment utilization
- Center of gravity

### TMW Systems Appian:

- Dedicated fleet design
- Street-level routing
- Driver and equipment utilization
- Fleet rationalization

### Llamasoft (IBM LogicNet):

- Integrated supply chain optimization
- Facility location and count
- Transport design and modal selection
- Inventory planning and simulation
- Landed cost

# Ryder Dedicated Transportation Solutions by the Numbers

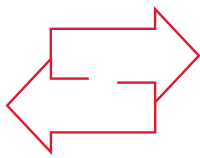
Get the benefits of a private fleet without the hassles of managing one



**8,200+**  
DRIVERS



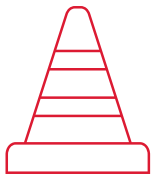
LOWERED COST  
THROUGH  
ADMINISTRATIVE  
SUPPORT



**100+**  
LOGISTICS  
ENGINEERS



**400+**  
DEDICATED FLEETS



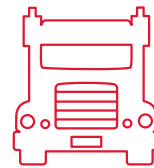
**0.27**  
ACCIDENTS PER  
MILLION MILES  
TRAVELED



**99%**  
ON-TIME  
DELIVERY



ROUTE  
PLANNING



**8,100+**  
DEDICATED  
VEHICLES



UP TO  
**25%**  
IN NETWORK  
SAVINGS

## Ryder System, Inc.

Businesses trust Ryder because we have the experience, expertise, and resources to manage their most critical fleet, transportation, and supply chain functions better than they can on their own. We are the only fully integrated transportation and supply chain logistics provider in the industry. Regardless of the size of your company or what industry you serve, Ryder has a solution to help you with your most complex transportation or logistics challenges.

We are the only provider that offers a unique portfolio of solutions in fleet management, dedicated transportation, and supply chain management. Through these solutions, we touch peoples' lives in ways they probably don't realize – the coffee they drank this morning, the cereal they ate for breakfast, the car they drove, the computer they use at home or in the office, and the products they picked up at the drug store on the way home.

With our combination of know-how, processes, engineering, and infrastructure, we help customers mitigate supply chain disruptions related to everything from natural disasters, to roadway and port congestion, to parts availability and vendor production issues. Ryder enables companies to outsource many of these challenges to a partner with the experience, resources, and expertise to drive effective solutions while increasing business speed, reliability, and efficiency.

Find out how Ryder can help you. Call us at **1-888-686-7542** or visit [ryder.com/solutions/dedicated-transportation](https://www.ryder.com/solutions/dedicated-transportation).





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