

Relief for budget-busting fuel costs



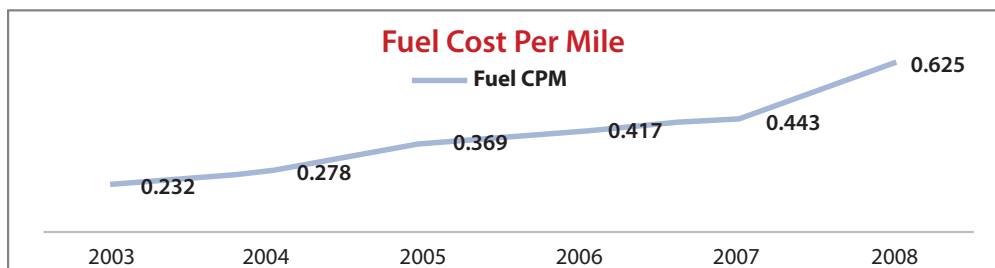
It is certainly not news to fleet managers that skyrocketing fuel prices are destroying their budgets. In the past five years, diesel costs have nearly tripled from \$0.23 to \$0.62 per mile. Fuel costs in 2003 typically comprised about 18 percent of a fleet's operating costs. Today that percentage is closer to 45 percent. Now, more than ever, it is absolutely imperative that companies do everything possible to maximize the efficiency of their transportation solution.

For more than 25 years, leading fleet operations have turned to JDA Software for efficient planning solutions. That experience has shown, however, that many clients do not take full advantage of all of the benefits available to them. As businesses change and grow, so do the requirements of the transportation network. What worked in the recent past may not meet your business needs today. As a result, Fleet Management system configurations should be reviewed and updated, often significantly, every two to three years to ensure that the system is delivering the maximum possible value to your business.

JDA Software in partnership with Apollo Logistics Solutions, leverages extensive knowledge gained from working with well over 100 different fleets to offer a Fleet Management Assessment service. The Fleet Management Assessment service is a short-duration, low-cost service that typically delivers ROI of several hundred percent within the first year. We will evaluate your current business processes, existing software solutions and system utilization. Through the examination of these processes and systems, we develop a comprehensive plan to help your organization gain the maximum value from your existing tools.

The Fleet Management Assessment will help you:

- Ensure that the daily operational plan is optimized
- Analyze your current business practices that are impacting fleet efficiency
- Test and calibrate planned transit and delivery times
- Analyze your use of on-board computer and integration capabilities
- Evaluate your weekly schedules for efficiency
- Train your users fully in all aspects of the system
- Explore and educate you on the strategic planning capabilities of the system



CPM (cost per mile) based on national average fuel prices from www.eia.doe.gov and a fleet average of 6.5 mpg.

The Fleet Management Assessment service follows a five-step methodology:

1. **Preparation** – We work with your team to understand your critical success factors, define the project requirements and finalize the assessment scope.
2. **Baseline** – We profile your current operation and develop benchmarks on key performance metrics. We also assess your user skill sets and identify key business practices impacting the fleet efficiency.
3. **Tuning** – Following benchmark development, we work directly with your users to tune system settings and parameters to ensure that the solution being produced is as efficient as possible while remaining executable.
4. **Training** – Throughout the project, our experts will work directly with the users to ensure they have the skill sets and knowledge levels needed.
5. **Recommendations** – We produce full documentation showing efficiency improvements and cost savings based on the benchmarks. In addition, we also provide process and solution improvement recommendations that will help you reach your goals.

About Apollo Logistics Solutions, LLC

Apollo Logistics Solutions is a specialty consulting firm focusing on private fleet management and related systems. We have developed a profound reputation for delivering high quality services, and enabling our clients to obtain the maximum possible benefits from their fleet management software. In our 35 years of fleet management experience, working with over 125 different client fleets, we have consistently demonstrated the ability to help those clients attain peak efficiencies.

As our name indicates, our goal is to provide our clients with well-rounded solutions. We strive to identify the needs of our clients, and to work in partnership with them through effective knowledge transfer and rapid deployment of projects and systems.

In recent engagements with companies who have been using their routing software for many years, Apollo clients have seen savings of:

Client Industry	Mileage Reduction	% Improvement	Annual Fuel Savings*	Variable Cost Savings†
Food Service	355,000	15.3%	\$221,875	\$612,375
Grocery	142,000	2.9%	\$88,750	\$244,950
Retailer	60,000	9.2%	\$37,500	\$103,500

*Projections based on mileage reduction at \$0.625 per mile. Rate per mile calculated by Federal On Highway average fuel price as of 04/16/08 from www.eia.doe.gov and an industry average of 6.5 mpg.

†Variable Cost Savings are based on average variable Cost Per Mile data from different Apollo clients. Primary components of variable CPM data are labor, fuel and R&M. These cost savings represent operational expenses only and do not include fixed equipment or other infrastructure costs.



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