




THE 5 SUPERPOWERS SOFTEON DELIVERS FOR THEIR 3PL CUSTOMERS TO HELP DRIVE SPEED & PROFITABILITY



From the beginning, Softeon's Warehouse Management System (WMS) was designed to support the demanding needs of the 3PL industry. Our WMS platform helps some of the world's most advanced 3PLs win new business and drive higher profitability.

Read on to discover the unique superpowers we provide that fuel their operations.

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1. Billing Management

Let's start with an easy one here - having a robust and flexible billing management system integrated directly into your WMS is crucial. Softeon's billing management system is designed specifically for 3PL providers who need to manage complex billing structures while handling multiple clients with varying contract terms, billing rates, and services. With Softeon's solution, all transactions—from storage fees to value-added services—are tracked and invoiced, reducing the risk of errors and disputes. This isn't just automation; it's precision and clarity in financial operations, essential for maintaining profitability and building strong client relationships.

Softeon's advanced billing management capabilities go far beyond basic invoicing. Our system offers real-time rate calculation, customizable billing rules, and automated charge capture for all warehouse activities. This means our customers efficiently manage a diverse portfolio of clients, each with unique billing requirements, without sacrificing accuracy or speed. Additionally, Softeon's system provides comprehensive reporting and analytics, empowering 3PLs to gain insights into revenue streams, identify trends, and make data-driven decisions to optimize their operations and pricing strategies.

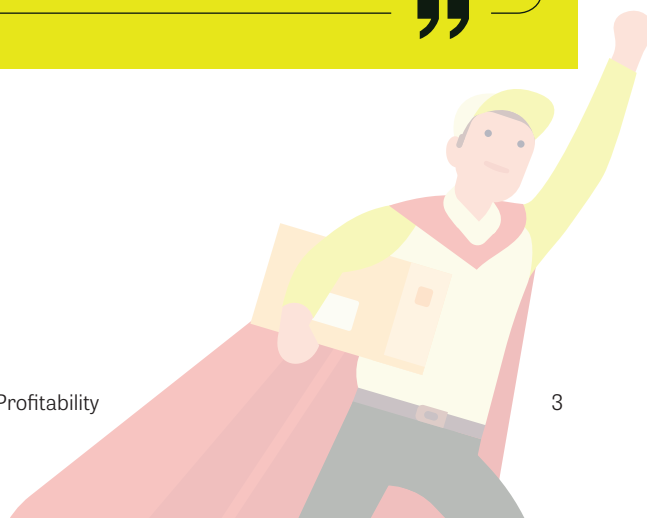
By integrating Softeon's world-class billing management system within your WMS, you enhance

transparency and trust between your 3PL business and your clients. With detailed and accurate billing information at their fingertips, your clients can easily verify charges and fully understand the cost structure of the services they receive. This transparency not only minimizes the likelihood of billing disputes but also strengthens client relationships by fostering trust and confidence in your operations. In a competitive industry where margins are tight, Softeon's ability to deliver clear, accurate, and timely billing becomes a key differentiator for 3PLs.

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2. Cut and Paste Technology

“Cut and paste” is a feature of everyday life. We use it to speed up and simplify our workload. Think of Softeon’s “cut and paste” technology like the way you effortlessly copy and reuse your best ideas in a document—saving time, ensuring consistency, and getting it right the first time, every time. Softeon’s “cut and paste” technology, a key feature of our 3PL Configurator functionality, is revolutionizing how third-party logistics providers manage their operations. This innovative tool allows 3PLs to seamlessly copy the configurations of existing sites and customers, enabling them to replicate successful setups across new facilities with speed and accuracy. By eliminating the need to start from scratch, Softeon’s technology reduces the time and effort required to launch new sites or onboard new customers, allowing companies to accelerate growth and respond quickly to new opportunities.

When opening a new facility, our customers rely on this functionality to replicate the exact configurations that have proven effective in other sites. This not only speeds up the setup process but also ensures that best practices are consistently applied, reducing the risk of errors and ensuring a smooth transition. By using a proven template, our customers maintain the same high standards of service across all their locations, which is critical for building and maintaining customer trust. We have customers that have opened new facilities in less than 3 weeks.

In addition, Softeon’s 3PL Configurator significantly accelerates the customer onboarding process. By quickly copying the configurations of existing customers, 3PLs can bring new clients online faster, minimizing downtime and ensuring a seamless integration. This speed and efficiency are critical in today’s competitive market, where the ability to onboard new customers quickly can be a decisive factor in winning business. Softeon’s technology not only enhances operational efficiency but also gives 3PLs a competitive edge by enabling them to scale their operations rapidly and consistently, meeting the demands of their customers.



Bring New Clients Online Faster

	One of North America's fastest-growing 3PLs featuring a top 50 dedicated fleet, innovative cloud-based technology ecosystem, and a nationwide distribution and fulfillment network.	Among the largest family-owned 3PLs in the United States, with over 50 years of experience and 33M square feet of warehouse space.	3PL provider with a comprehensive distribution network spanning the entire Northeast corridor, offering state-of-the-art warehouse management and a fully integrated suite of advanced technologies.	3PL helping retailers overcome inventory challenges during store openings and remodels, while reducing FF&E program costs by 10% or more.
Initial Building	5 months 600k sq ft	6 months 850k sq ft	4 months 280k sq ft	5 months 380k sq ft
Subsequent Building	TBD New Customer	2-3 months	2 months	2 months (Building 6 was 19 days)
Adding New Clients	TBD New Customer	1-2 weeks	2 weeks	3-4 weeks
Total Buildings	5	70	6	7
Length of Relationship	since 2024	since 2017	since 2014	since 2023





3. One WMS for all Facility Types

Our Warehouse Management System (WMS) stands out in the 3PL industry by offering a single, unified solution for all facility types. Unlike many of our competitors, who rely on multiple WMS solutions to handle the varying complexities of different facilities, Softeon provides one robust system that can seamlessly manage everything from small, less complex sites to high-volume, highly automated facilities. This means our customers can standardize their operations on a single platform, reducing the complexity and cost associated with managing multiple systems across their network.

The versatility of Softeon's WMS allows 3PLs to grow and adapt without the need for costly and disruptive system upgrades. As your business expands and you take on larger or more complex facilities, Softeon's WMS scales effortlessly to meet your needs. There's no need to switch to a new system or undergo a time-consuming migration process. This continuity not only streamlines operations but also ensures that your team can continue working within a familiar environment, enhancing productivity and minimizing the learning curve associated with new software.

By unifying all facility types on a single WMS, Softeon enables 3PLs to achieve greater operational consistency and efficiency. With one system in place, you can apply the same processes, reporting, and metrics across your entire network, simplifying management and decision-making. This unified approach also enhances data visibility, providing you with a comprehensive view of your operations and enabling more informed, strategic decisions. Softeon's one-WMS solution is designed to grow with your business, providing the flexibility and scalability you need to thrive in a competitive market.

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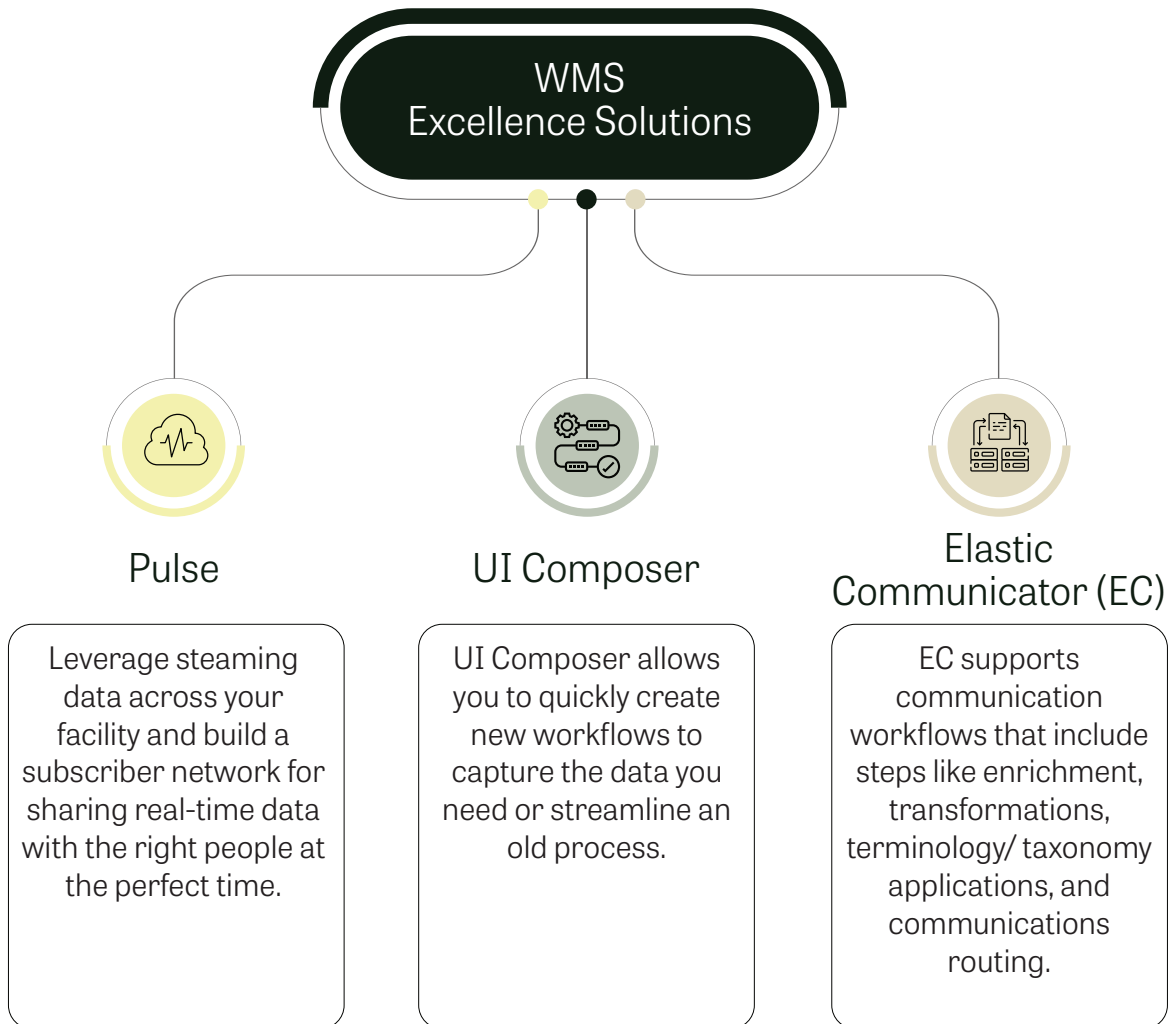
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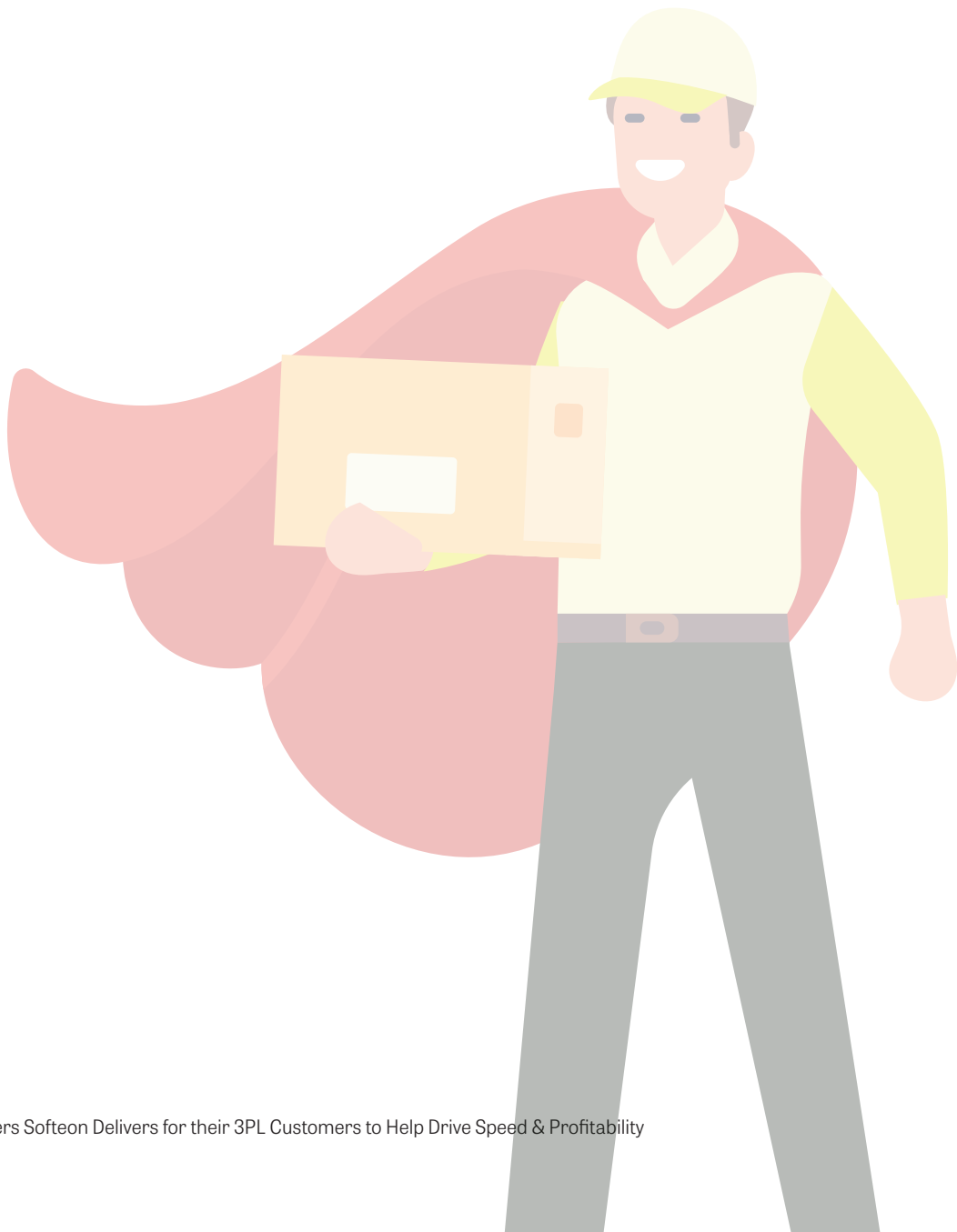
4. Integration Workbench

Softeton's Integration Workbench is a powerful tool designed to streamline and accelerate the integration process for our customers. Whether you need to connect with material handling equipment, robotics, or external systems like Transportation Management Systems (TMS) or Enterprise Resource Planning (ERP) solutions, Softeton's Integration Workbench makes it easy and efficient. This robust platform provides the flexibility and scalability needed to handle the diverse and complex integration requirements of modern 3PL operations, ensuring that your systems work together seamlessly to optimize your operations.



At the heart of Softeon's Integration Workbench is the Elastic Communicator, a unique feature that sets our solution apart. The Elastic Communicator allows you to use any communication protocol, giving you the freedom to integrate with a wide variety of systems without being constrained by specific technologies. This flexibility is crucial in today's fast-evolving logistics landscape, where new technologies and systems are constantly being introduced. With Softeon's Elastic Communicator, you can easily adapt to these changes, ensuring that your integration processes remain future-proof and aligned with your operational needs.

Softeon's ability to transform any language and quickly leverage it within your operation further enhances the value of our Integration Workbench. This capability means that regardless of the data format or protocol used by external systems, Softeon can seamlessly integrate and utilize the information within your WMS. This not only speeds up the integration process but also ensures that your operations can immediately benefit from new systems and technologies. By providing a versatile, reliable, and rapid integration solution, Softeon's Integration Workbench empowers 3PLs to stay agile and competitive in a market that demands constant innovation and efficiency.





5. Composable Workflow

Softeon's composable workflow capabilities are designed to give our customers unparalleled flexibility and precision in defining the perfect functional fit for their operations. In today's competitive 3PL environment, the ability to tailor workflows to meet the unique needs of each client is a significant advantage. Softeon's technology empowers 3PLs to build these customized workflows rapidly, ensuring that every aspect of their operation aligns perfectly with the specific requirements of their customers. This adaptability not only enhances operational efficiency but also strengthens customer satisfaction by delivering a tailored service experience.

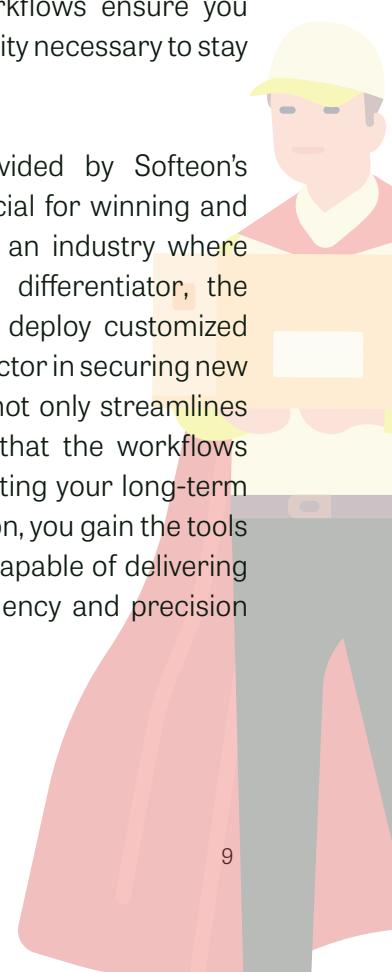
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Softeon's composable workflow means creating custom solutions without writing a single line of code. Our intuitive, user-friendly interface allows your team to quickly assemble and modify workflows, adapting to new customer demands or operational changes with ease. This no-code approach dramatically reduces the time and resources required to implement changes, enabling you to respond to market demands faster than ever before. Whether you're onboarding a new customer or adjusting processes for an existing one, Softeon's composable workflows ensure you can move with the speed and agility necessary to stay ahead of the competition.

The speed and flexibility provided by Softeon's composable workflows are crucial for winning and onboarding new customers. In an industry where time-to-market is often a key differentiator, the ability to quickly configure and deploy customized workflows can be the deciding factor in securing new business. Softeon's technology not only streamlines this process but also ensures that the workflows are robust and scalable, supporting your long-term growth and success. With Softeon, you gain the tools to build a truly agile operation, capable of delivering tailored solutions with the efficiency and precision that today's customers demand.





Conclusion

Softeon's suite of advanced tools empowers 3PLs to streamline operations, boost profitability, and maintain a competitive edge in an ever-evolving industry. From comprehensive billing management to rapid customer onboarding, seamless integrations, and customizable workflows, these five “superpowers” deliver the speed, flexibility, and efficiency required to meet the demands of modern logistics. By leveraging these capabilities, 3PLs can confidently scale their operations, win new business, and deliver superior service to their clients. To learn more about how Softeon can drive your success, reach out to us today for a personalized consultation or a demo of our solutions.

About SOFTEON

Softeon is a WMS provider focused exclusively on optimizing warehouse and fulfillment operations. For over two decades now, we have been helping our customers succeed. Investing in R&D enables us to develop software to solve the most complex warehouse challenges. Softeon is laser-focused on customer results, with a 100% track record of deployment success. We believe warehouse leaders shouldn't have to settle for a one-size-fits-all approach to technology. For more information, please visit www.softeon.com.

LIMIT
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Softeon's WMS Powers the Industry's Top 3PLs

