



LEAD

Lead Freight Solutions (LFS)

Integrating Operations Through Freight Management Modules

9 November 2022



Introduction to Lead Management Pte Ltd.



- Established in 2013
- Nature of Company – IT Solutions for the Logistics industry

Our Vision

We will use technology to elevate our customers experience, and to enable and empower their growth.

Our Mission

To be a trusted logistics IT solutions provider, providing first-class products and services for the benefit of our customers.





Introducing LEAD Freight Solutions (LFS)

- Launched in 2019, LEAD Freight Solutions (LFS) is a Freight Management System built from the ground up to automate freight operations and raise the productivity and accountability of the freight operational process. The application takes into account the complexities and non-linear processes associated with freight operations.
- It is built on the concept of data reusability at every stage of the end-to-end freight process, from sending a quotation to the customer, to the booking and execution of the shipment, to tracking the shipment, and to creating and executing the invoices for billing.
- This application is cloud-ready and can be easily deployed and scaled with the necessary security protocols to work from remote locations.

Possible Pain Points

S/No	Issue	Problem?
1	Freight Quotations	<ul style="list-style-type: none">• A considerable amount of time on RFQ through email, phone calls and sometimes face-to-face meetings before the final quotation to customers.• Information disparate required for quotes and required effort to put together to generate the necessary quotes.
2	Freight Operations	<ul style="list-style-type: none">• Spending considerable time transferring physical documents to operations for processing of the shipment.• A reasonable amount of time is required to attend to customer enquiries on the status and location of their shipments or send them documents.• Manual inputs of their bookings into the system from emails or phone calls.
3	Customer Invoices	<ul style="list-style-type: none">• Invoices are sent out by post or scanned and sent through emails. Often these get lost, or customers claim they have not received them. Unproductive time spent to resent again.
4	Tracking	<ul style="list-style-type: none">• Certain customers stipulate tracking updates as a pre-requisite to being awarded their business.
5	Syncing with Other Apps	<ul style="list-style-type: none">• A system that does not have APIs for data exchange resulted in more manual data entry.
6	Finance	<ul style="list-style-type: none">• Detaching and filing freight documents received from customers as opposed to receiving information in digital format and being able to attach it to a booking.
7	Reports	<ul style="list-style-type: none">• Management reporting is generated with data from current invoices and billings, which takes considerable time to process and format.

Introducing LEAD Freight Solutions (LFS)

Modules and features.

CRM and Admin Panel

1. Creation/management of Customers.
2. Management of staff/access rights.
3. Setup/dropdown lists configuration.

Quotation Module

1. Preparation of quotations for customers.
2. Storage of rates for preparation of quotations*.
3. Storage of supplier information for rates.

Booking Module

1. Creation/execution of bookings from quotations.
2. Creation of waybills and FWBs/FHLs.
3. Automated sending of EDI information to CCN*.
4. Booking record makes available for downstream collaboration*.
5. Admin backend for management of AWB inventories.
6. Sending of pre-alerts.
7. Creation of pickup and delivery jobs and auto-updating of statuses*.

Tracking Module

1. Tracking of shipment milestones*.

Invoicing Module

1. Creation/execution of freight invoices.
2. Sending of invoices to customers.
3. Management of vendor invoices.
4. Syncing with accounting system*.

* Based on CCN Cube subscriptions collaborated through CUBEforall platform.

Modules & Features of LFS - Bookings

Create Freight Quotations

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DashboardCustomersQuotationsBookingsInvoices

Save Quotation

Navigation

- Customer Information
- Quotation Information
- Freight Rates
- Origin Charges
- Destination Charges
- Carrier Charges
- Additional Charges
- Attachments

Special Instructions

Enter special instructions here...

Customer Information

Customer

Select... ▾

Customer Name

Mr ▾

First name

Last name

Job Title

Department

Email

Phone Number

HP ▾

65 ▾

Address 1

Address 2

City

State

Country

Modules & Features of LFS - Bookings

Create and Execute Bookings

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DashboardCustomersQuotationsBookingsInvoices

Save Booking

Navigation

Booking Information

Cargo Information

Freight Rates

Origin Charges

Destination Charges

Carrier Charges

Additional Charges

Attachments

Special Instructions

Enter special instructions here...

Booking Information

Customer

Select...

Customer Name

Mr

First name

Last name

Job Title

Department

Email

Phone Number

HP

65

Address 1

Address 2

City

State

Country

Modules & Features of LFS - Shipments

Tracking of Shipments

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DashboardCustomersQuotationsBookingsInvoices

Save Invoice

Navigation

- Customer Information
- Line Items
- Freight Rates
- Attachments

Customer Information

Tracking Results

Keyword: 10550246420

SHIPMENT DETAILS

Master Air Waybill Number	House Air Waybill Numbers	Job Numbers	Customer's References	Picked Up Date	Delivered Date
10550246420	RBE50246420	AIA21FLY221000047699,AIA21FLY221000047700			

SECTORS

Flight Number	Origin	Destination	Quantity	Weight	Estimated Time of Departure	Estimated Time of Arrival	Actual Time of Departure	Actual Time of Arrival	Status
AY1546	BRU	HEL	1.0	115.0	25 Oct 2022 07:15 PM	27 Oct 2022 06:20 PM			pending
AY0131	HEL	SIN	1.0	115.0	25 Oct 2022 07:15 PM	27 Oct 2022 06:20 PM			pending

Address 2

City

State

Country

Modules & Features of LFS - Invoices

Invoicing of Freight Services

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DashboardCustomersQuotationsBookingsInvoices

Save Invoice

Navigation

Customer Information

Line Items

Freight Rates

Attachments

Customer Information

Customer

Select... ▾

Customer Name

Mr ▾

First name

Last name

Job Title

Department

Email

Phone Number

HP ▾

65 ▾

Address 1

Address 2

City

State

Country

Reporting

[illegible]



Boost Your Productivity and Efficiency with LFS

Electronic data and documents can collaborate across other applications and services on CUBEforall.

A cloud-ready FMS solution allows for remote execution of shipments and Business Continuity, especially during pandemic/force majeure events.

All billings require a quotation to be raised, so billing is clear and transparent and fewer discrepancies with the customer.

The system increases productivity through the concept of data reusability. Data needs only to be keyed in once and flows through the whole system, from quotations to invoices.



Boost Your Productivity and Efficiency with LFS

All integrations with EDI providers, custom front-ends, transportation applications, and accounting systems further enhance productivity and can be achieved on CUBEforall platform. Customers are able to execute more shipments with the same amount of resources.

Ability to automate and generate reports for commercial/business strategy purposes.

System is built from the ground up, taking into account the complexities, and non-linear processes associated with freight operations.



Optional Components

Customer dashboard for each tenant.

Integration on CUBEforall for trade net submission and pulling of permits and status

Web plugin for receiving of RFQ and tracking display on CUBEforall.





Sign Up With Us Today

- We offer a free trial period for 3 months for the first 50 subscribers only.
 - For subscription and technical queries – please email hello@cubeforall.com
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