

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	 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	• 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	 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	Certain customers stipulate tracking updates as a pre-requisite to being awarded their business.
5	Syncing with Other Apps	A system that does not have APIs for data exchange resulted in more manual data entry.
6	Finance	 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	 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

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

Quotation Module

- Preparation of quotations for customers.
- Storage of rates for preparation of quotations*.
- Storage of supplier information for rates.

Booking Module

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

Tracking Module

1. Tracking of shipment milestones*.

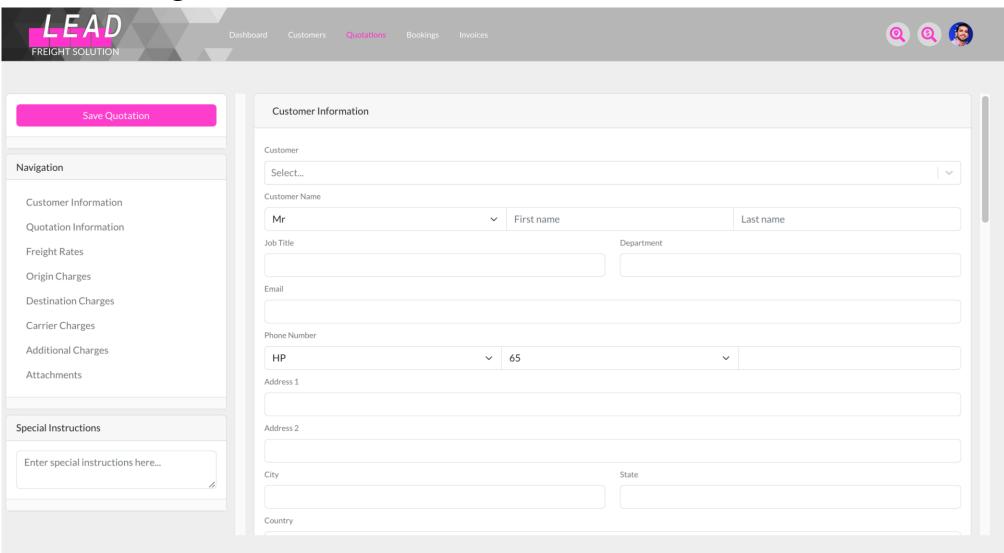
Invoicing Module

- 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.

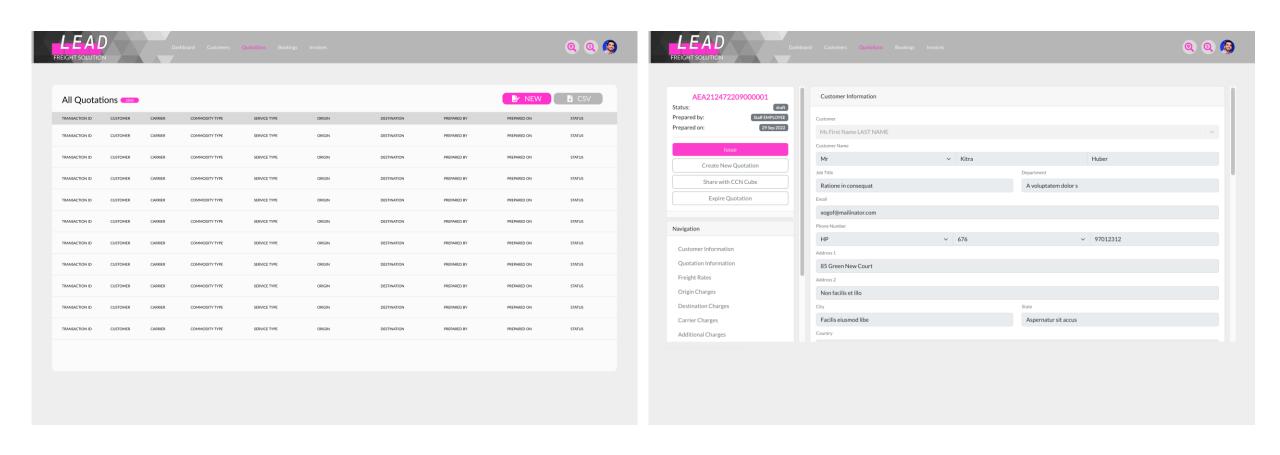
Modules & Features of LFS - Bookings

Create Freight Quotations



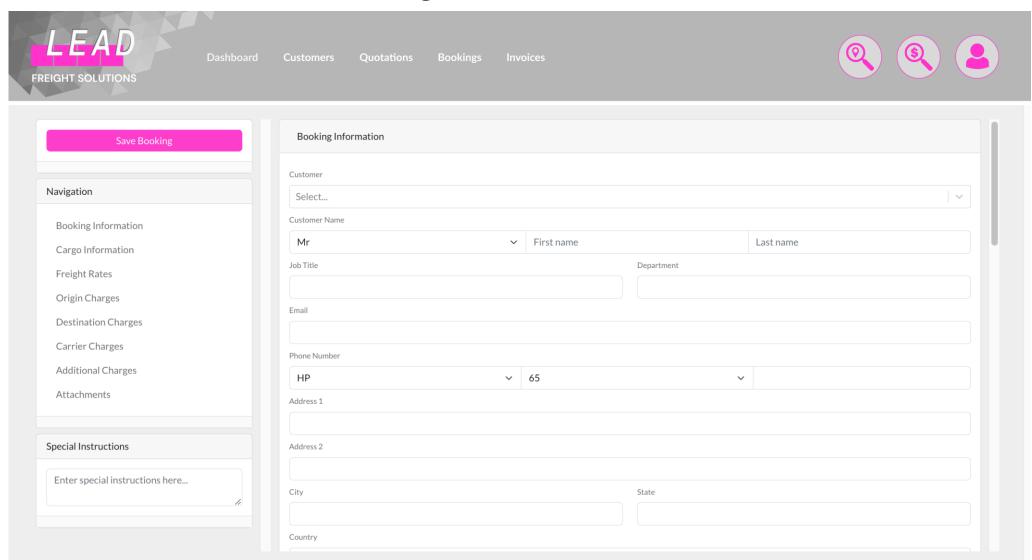
Modules & Features of LFS - Bookings

Create Freight Quotations



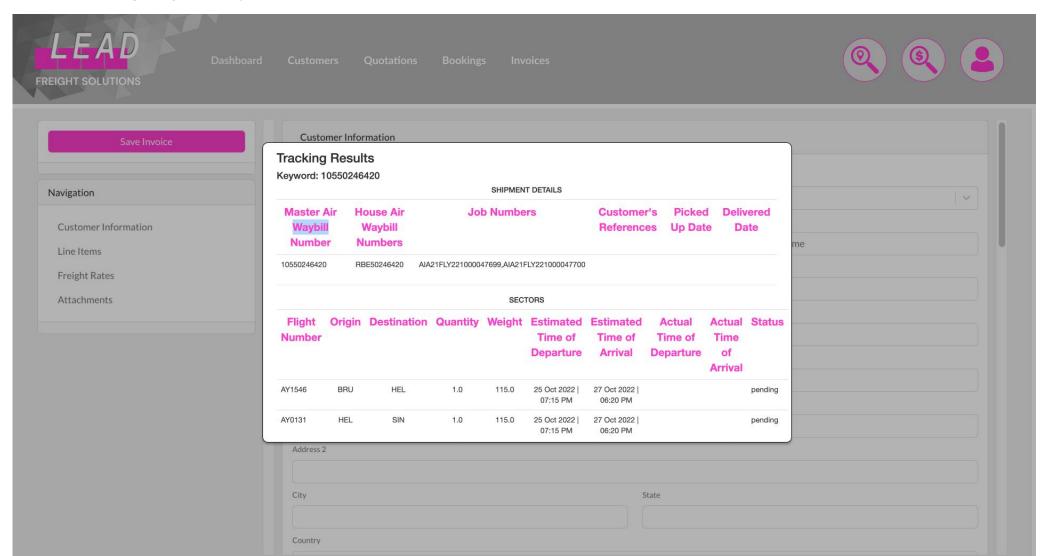
Modules & Features of LFS - Bookings

Create and Execute Bookings



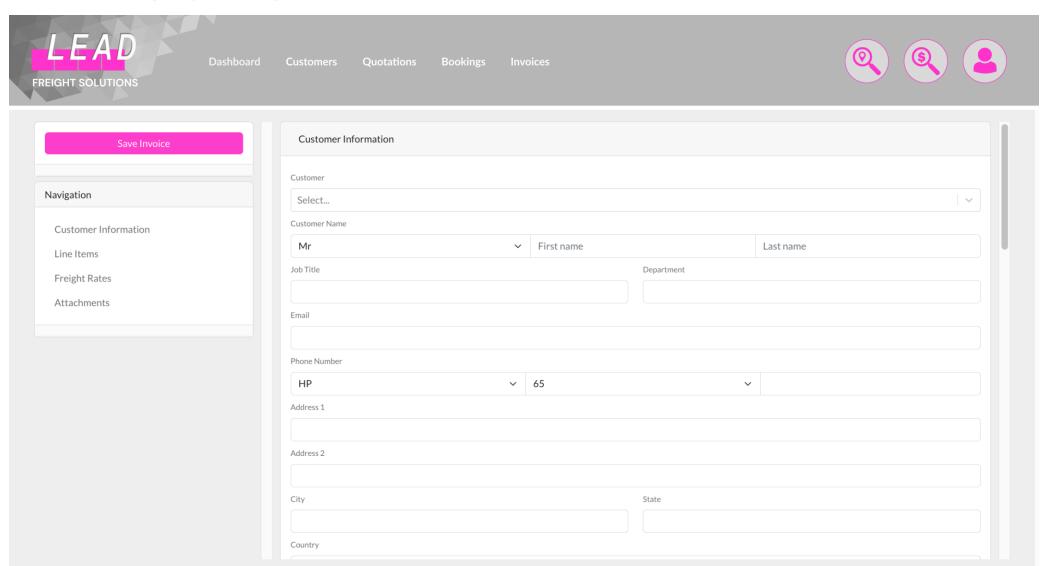
Modules & Features of LFS - Shipments

Tracking of Shipments



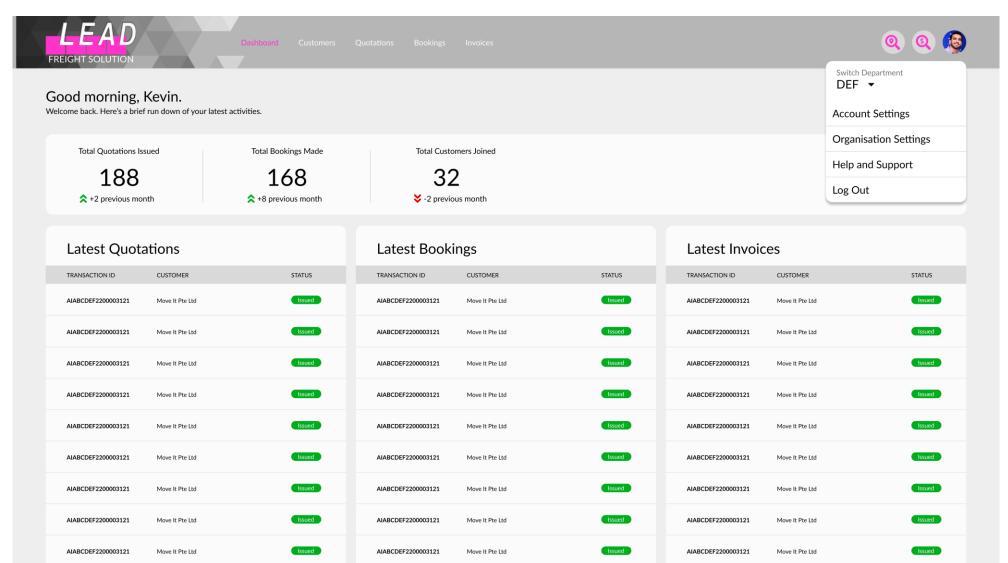
Modules & Features of LFS - Invoices

Invoicing of Freight Services



Modules & Features of LFS - Invoices

Reporting



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.

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- 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