

# **Transportation Bid Selection Project**

**Matt Hale**

# team

- ✱ Myself
- ✱ Kristina Cannon
- ✱ Jason Vogel
- ✱ Stuart Brown

The logo for Alix Partners, featuring the word "Alix" in a dark blue serif font with a stylized blue swoosh above the letter "i", followed by the word "Partners" in a dark grey serif font.

# opportunity

- \* Medium sized manufacturing firm
- \* Bids from transportation companies have been obtained for each route
- \* We have historical data that can help inform our decisions
- \* Opportunity to minimize shipping & related costs, resulting in savings to company

# requirements

- ✱ Ease of use
- ✱ Scalability
- ✱ Reusability

# approach

- \* Decided to use Access
- \* Sort & Select approach
- \* Each step removes some of the non-optimal shipments

# constraints





- ✱ Each lane is subject to a maximum that can be sent with one bidder
- ✱ Some bids will be excluded

# implementation

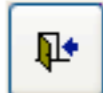
- \* Bid & Historical data is in Excel or CSV format
- \* Must match historical records to our list of shipping lanes to be able to compare it
- \* Must validate all entries
- \* VBA behind buttons

# Float N' Joy

## Transportation Bid Selection Tool

-  Update Historical Data
-  Import Lane, Bid & Vendor Data
-  Set Exclusions & Options
-  Run Reports

**AlixPartners**

 Exit



## Update Historical Data

---

This tool can accept historical data in Excel and Comma-Separated-Value format. If you need help with formatting data for this tool, please click the question mark.



Formatting Data Help



Data Format Example

What would you like to do?

**Add new historical data to database (Append)**





Clear data and start over (Replace)

Select File To  
Import

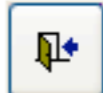


# Float N' Joy

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**AlixPartners**

 Exit

## Update Lane Data

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This tool can accept lane data in Excel and Comma-Separated-Value format. If you need help with formatting data for this tool, please click the question mark.



Formatting Data Help



Data Format Example

What would you like to do?

**Add new Lane data to database (Append)**

Clear Lane data and start over (Replace)

Select File To  
Import

Skip this step and  
move on to Bid data



## Update Bid Data

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This tool can accept bid data in Excel and Comma-Separated-Value format. If you need help with formatting data for this tool, please click the question mark.



Formatting Data Help



Data Format Example

What would you like to do?

**Add new bid data to database (Append)**

Clear bid data and start over (Replace)

Select File To  
Import

Skip this step and  
move on to Vendor  
data



## Update Vendor Data

---

This tool can accept vendor data in Excel and Comma-Separated-Value format. If you need help with formatting data for this tool, please click the question mark.



Formatting Data Help



Data Format Example

What would you like to do?

**Add new vendor data to database (Append)**

Clear vendor data and start over (Replace)





Select File To  
Import

Skip this step

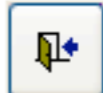


# Float N' Joy

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 Exit

## Set Exclusions & Options

---

**1**

Exclude Bids

**2**

Set Options



## Exclusions

To exclude bids from each lane, click the lane ID number below, then de-select bidders in the right pane.

### Lanes

ID	OriginCity	DestinationCity
10766	MEXICALI	RAWDON
10767	ANJOU	EDMONTON
10768	CRANSTON	ANJOU
10769	CRANSTON	EDMONTON
10770	DAVENPORT	ANJOU
<b>10771</b>	<b>WHITINSVILLE</b>	<b>PHILADELPHIA</b>
10772	WHITINSVILLE	CHICAGO
10773	WHITINSVILLE	LAS VEGAS
10774	CRANSTON	WOBURN
10775	CRANSTON	SMITHFIELD
10776	CRANSTON	THOMPSON
10777	CRANSTON	EAST RUTHERFORD
10778	CRANSTON	THOROFARE
10779	CRANSTON	LANKHURST
10780	CRANSTON	BROOKLYN
10781	CRANSTON	BRISTOL
10782	CRANSTON	RICHMOND

### Bidders

ID	Bidder Name
<b>553</b>	<b>TTS LOGISTICS, LLC</b>
<b>544</b>	<b>MOE-MENTUM TRANSPORTATION</b>
566	CRST Logistics
<b>564</b>	<b>M.A.D. Logistics</b>
571	Tech Transport Inc
546	Crete Carrier Corporation
551	Heartland Express
<b>556</b>	<b>US Xpress, Inc.</b>
561	Landstar Inway, Inc.
560	Swift Transportation Corporation
575	NFI Industries
578	Covenant Transport
554	Knight Transportation Services, Inc.
569	J. B. Hunt Transport, Inc.
567	Werner Enterprises
583	westwood cartage inc.
547	CH Robinson

Finished



## Set Exclusions & Options

---

**1**

Exclude Bids

**2**

Set Options



# Set Options

---

## Cost Of Capital & Shipment Value Options

Weighted Average Cost Of Capital:  %

Set Individual Lane  
Shipment Values

## Logistical Availability Rules

**Set the amount that can be awarded to each bidder for each lane below:**

Cheapest Shipper:  % of shipments

2nd Cheapest Shipper:  % of shipments

3rd Cheapest Shipper:  % of shipments





**Enforce these rules for lanes with a minimum of:**

shipments per year

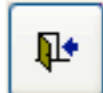


# Float N' Joy

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**AlixPartners**

 Exit

## Run Reports

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**Bid Selections by Lane**

**Bid Selections by Bidder**

**Historical Lane Statistics**

**Cost Comparison**



Exit

# Bid Selection Report

By Lane

Prepared: 5/9/2008

## Float N' Joy

Vendor ID	Total Cost	FlatRate	Transit Time	Shipments
<b>10766</b>	<b>MEXICALI,MX-RAWDON,QC</b>			4 shipments annually
557	\$20,537	\$4,099	3	4
558	\$32,277	\$4,880	5	0
567	\$37,159	\$4,282	6	0
Lane Average	\$29,991	\$4,420	5	4
<b>10767</b>	<b>ANJOU,QC-EDMONTON,AB</b>			152 shipments annually
557	\$15,934	\$4,975	2	106
561	\$25,318	\$3,400	4	23
550	\$27,018	\$5,100	4	23
Lane Average	\$22,757	\$4,492	3	152
<b>10768</b>	<b>CRANSTON,RI-ANJOU,QC</b>			68 shipments annually
563	\$5,943	\$464	1	48
574	\$5,979	\$500	1	10
582	\$5,979	\$500	1	10
Lane Average	\$5,967	\$488	1	68
<b>10769</b>	<b>CRANSTON,RI-EDMONTON,AB</b>			8 shipments annually
563	\$28,212	\$6,294	4	8
558	\$30,337	\$2,940	5	0
560	\$31,387	\$3,990	5	0
Lane Average	\$29,979	\$4,408	5	8
<b>10770</b>	<b>DAVENPORT,IA-ANJOU,QC</b>			12 shipments annually
558	\$12,607	\$1,648	2	12

Friday, May 09, 2008

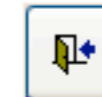
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Lane Statistics





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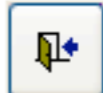
Exit

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**AlixPartners**

 Exit

# Float N' Joy

PWord : Form

Application Setup Protected Area

Enter Password:

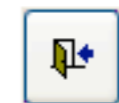
Tool



Set Exclusions & Options



Run Reports



Exit

# Setup Database

This tool is designed to be reusable and distributable by Alix through the use of the options below.

Company Name:

## Cost Of Capital

Use CoC in selecting bids

Use calculated cost of capital

Use set dollar amount per day

Default Shipment Value:

Default WACC:  %

Default Dollar Amount Per Day:

**Save Database Setup**

**Cancel And Go Back**

**Change Setup  
Password**



Q & A