Schneider is the leading multi modal transportation provider in North America

- Head quartered in Green Bay, WI.
- **88** years in business
- Truckload, Intermodal and Logistics services
- We have about 8300 customers across various portfolios.

As a strong technology driven company, we received a business intelligence group (BIG) innovation award in 2020. In the same year we were also the winner of CIO 100 Innovation award.
THE OPTIONS YOU NEED WITH THE TRANSPORTATION AND LOGISTICS EXPERTISE TO PERFORM AS PROMISED

**DEI:**
Schneider named a Best Employer for Diversity by Forbes

**Community Involvement:**
In 2021, our Schneider Foundation donated more than $2.25 million in grants to support and provide relief for local communities – that’s the Schneider way.

**Truck Driving is for Veterans:**
Schneider is one of the nation’s largest and most decorated employers of current and former military personnel. We’re proud to offer great truck driving jobs for military veterans that recognize their service.

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**Intermodal**
- Bulk
- Express Services
- North America Cross-Border
- Regional
- Transcontinental
- Rail Dray

**Truckload**
- Bulk
- Dedicated
- Long-Haul
- North America Cross-Border
- Regional
- Expedited
- Power Only

**Logistics**
- Cross-Dock Logistics
- Port Dray
- Supply Chain Management
- Transloading and Distribution
- Brokerage
- Warehousing

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- Approximately 10,200 company tractors
- Approximately 72,500 company trailers and containers
- Approximately 2,150 owner-operator business relationships
- Over 64,000 qualified carrier relationships
- Approximately 17,000 associates worldwide
- 1935 operations in United States
- 1992 operations in Mexico
At Schneider, we’re committed to reducing our carbon footprint and creating a more sustainable future for the transportation industry. We’re adding 92 Freightliner eCascadias to our Southern California intermodal operations. The new eCascadias have the potential to avoid over 81,000 pounds of carbon dioxide emissions per day which over the course of a year is equivalent to removing 2,400 gas-powered cars from the road.

CO₂ Real Life Example:

- 100 orders per week in SoCal 120 mile dray (60 miles each way)
- $100 \times 120 = 12,000$ miles / 7 MPG = $1,714$ gallons of diesel per week
- $1,714 \times 22.46$ pounds of CO₂ per gallon = $38,496$ pounds of CO₂ per week
- $38,496$ pounds of CO₂ / 2,000 = $19.25$ tons of CO₂ savings per week

This savings equates to:

- 43,348 Miles driven by an average gasoline-powered passenger vehicle
- 713 Propane cylinders used for home barbecues
- 2,124,283 Smartphones being charged
Tech investments are a catalyst for profitable growth as an Enterprise through our focus on automation, intelligence and aggregation.

- Driving growth through our Schneider FreightPower® marketplace by investing in seamless digital connections and transactions with shippers and carriers.

- Implementing the Mastery operating platform as a catalyst for our automation and simplification efforts.

- Expanding revenue management efforts to enhance decision-making by enabling data science across pricing and order acceptance and to balance visibility across capacity type.

- Driving simplification and automation throughout the enterprise by leveraging Application Programming Interfaces (APIs) and
**Schneider Technology Landscape**

- **Freight Power - Self Service Online Marketplace**
  - Provides shippers' instant access to reliable capacity and carriers access to quality freight.

- **Multiple TMS and Order Systems**
  - Line of Service based (Currently)

- **Multiple Cloud Solutions (Azure, Oracle, Google, Amazon)**
  - SaaS
  - PaaS
  - IaaS

- **Custom Build**
  - Data Science (D4)
  - Revenue and Network Management
  - Telematics
Digitalization Use Cases

WAREHOUSE ON WHEELS (WOW) FOR LEADING EV MANUFACTURER

GATE AUTOMATION FOR MAJOR RAIL HUB
Warehouse on Wheels (WoW)

**Opportunity:** Win contract by meeting requirements of a leading EV manufacturer with the ability to fully manage the freight end to end. Carrier, 3PL and Yard Management

Real Time Visibility - polling @ 15 minutes

Time Sensitive Events -

- 4 Hours from load acceptance to Delivery
- 30 Minutes from load acceptance to In Transit for ‘Hot’ loads
- Pull and Push to multiple customer TMS to extract tenders
- Once manufactured and then straight out the door to the assembly plant
- Failure can shut down assembly line
Solution – This could not be done without modern Automation

✓ IOT - tractor and trailer position polling
✓ Auto Acceptance of tenders
✓ Auto Arrive and Depart based on Geo Fences
✓ Auto Notifications
✓ Trailers pools - loaded and ready
✓ APIs - Pulling tenders from multiple Customer TMS
✓ 500 LPD and growing
✓ Freight Power Portal for Visibility and Tracking
✓ Visibility needs to be just as good as if product was still in their warehouse.
• **Opportunity:** “*We have an app for that...*” Multiple customers requesting SNDR drivers to use ‘app’ on the in-cab tablet (>15 apps)

• Large Rail provider working gate automation and requesting all carriers to use their app

  • Automatic Ramp Gate Entry and Exit
  • Visibility of Ramp Information and Container Parking Spot
  • Poor Driver Experience
    • Enter data multiple times
    • Figure out which app to use on which load
    • Data Accuracy and timeliness
    • Driver Wait times
API Gate Automation

Solution: API First approach

- Co-Develop APIs to Exchange data prior to arrival
- Driver simply crosses Geo Fence, data is automatically sent and received
- Scan QR code to open gate – preapproved
- Bonus functionality for driver
  - Ramp map
  - Phone number for Assistance
  - Park location
  - Ability to update the drop location
Thank you!
Questions….