

Global Link Logistics Boosts Productivity by 50% with Management Dynamics' Transportation Management Solution

Leading Ocean Freight Forwarder Optimizes Customer Service

ATLANTA, GEORGIA – May 6, 2008 – Management Dynamics, a leading provider of global trade management solutions, today announced that Global Link Logistics, the leading provider of import logistics services to North American furniture industries, has implemented Management Dynamics' Transportation Management solution to provide its customers with flexible and competitive routing and rate options. This scalable web-based solution has enabled Global Link's sales team to deliver more customized proposals attributing to higher customer service levels and repeat business.

Designed as a Web-native, functionally rich and intuitive application, Management Dynamics' Transportation Management solution stores each service contract electronically, describing every term with a powerful rules engine to create 'calculable contracts'. The user can compare full bottom-line rates across multiple service contracts, modes of transport, routings and service levels. Fully integrated with all carriers' governing rules tariffs, the solution evaluates all potential routings from available bullet rates to more complex multi-factor combinations of outport arbitraries, alternate port-to-port rates, and inlands.

Since implementing Management Dynamics' Transportation Management solution to centrally manage its 10 carrier contracts, Global Link Logistics has significantly improved productivity by reducing time spent routing shipments by 20% and time spent auditing carrier invoices by 30%.

"With our business growing quickly, we needed a scalable solution that was also easy to maintain yet powerful enough to support our complex contracts," said Hessel Verhage, vice president of trade and operations, Global Link Logistics. "Management Dynamics had the best solution on the market that enabled our sales team to respond faster to customer requirements, prepare winning quotations with multiple rate and routing options, and ultimately provide the best customer service in the industry."

As a result of Management Dynamics' Transportation Management solution, Global Link Logistics has seen several significant benefits, including:

- **Improved Quote Accuracy** – With central and secure online access to its carrier service contracts and fully integrated with all carriers' governing rules tariffs and up-to-date assessorials, Global Link has precise visibility to its buy rates and can better manage customer pricing.

- **Enhanced Customer Service** – A robust multi-factor search engine evaluates multiple rate and routing options based on user-specified search criteria, enabling Global Link to respond 20% faster with differentiated proposals that offer more choice and better value to the customer.
- **Reduced Over-billing** – Access to complete, accurate and up-to-date information on bottom-line freight costs, allows Global Link to audit freight bills 30% faster and eliminate carrier overcharges thus avoiding misquotes.
- **Improved Productivity** – As an intuitive, web-based application, Global Link sales and customer service users can quickly become proficient with the quotation management tools within days, thus improving productivity and boosting close rates.

“Leading logistics providers are powering growth by automating the contract-to-quote-to-pay process and realizing both higher sales productivity and higher levels of customer satisfaction and retention,” said John Preuninger, President, Management Dynamics. “We are delighted that Global Link Logistics selected our solution to optimize their customer service operations and help grow their forwarding business.”

About Global Link Logistics

Based in Atlanta, GA, Global Link, a Golden Gate Logistics company, is among the ten largest Asia to North America ocean freight forwarders as well as the leading furniture freight forwarder from China to the U.S. The flagship of Global Link’s success is its Single Point Customer Service. This direct contact and personalized service allows Global Link to support its customers’ goals of reduced landed cost, speed to market and enhanced supply chain tracking and visibility for optimum operational performance, while shipping direct to any destination in the contiguous U.S. and many Canadian points through a logistics network dedicated to service. To learn more about Global Link Logistics, please visit www.globallinklogistics.com or call (770) 938-2656.

About Management Dynamics, Inc.

Management Dynamics is a leading provider of global trade management solutions that improve the performance of global supply chains for importers, exporters, logistics service providers, and carriers. The company’s solutions synchronize the flow of information among trading partners, optimize supply chain execution decisions, and streamline import and export processes to ensure regulatory compliance and minimize cost and risk involved in cross-border transactions. Management Dynamics’ time-proven solutions are used by more than 13,000 global users at some of the world’s most successful 3PLs, carriers, manufacturers, retailers, and high technology companies. For more information, please visit www.ManagementDynamics.com or call (201) 935-8588.

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