



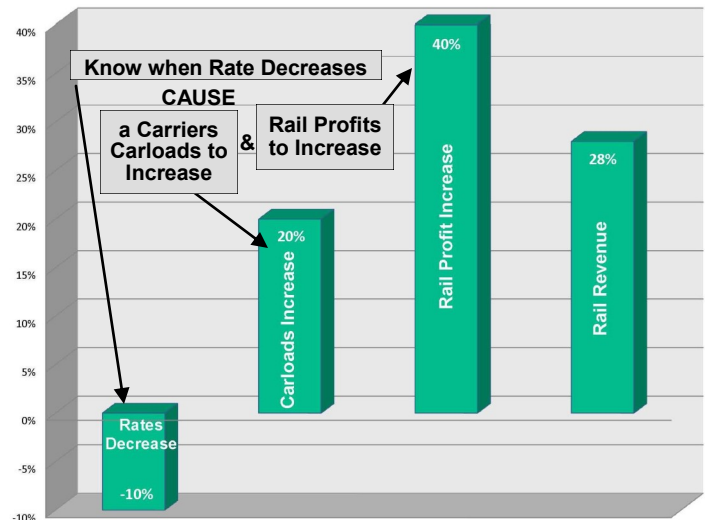
ORBE

The Bid Evaluation Program That Reduces Your Rail Expenses

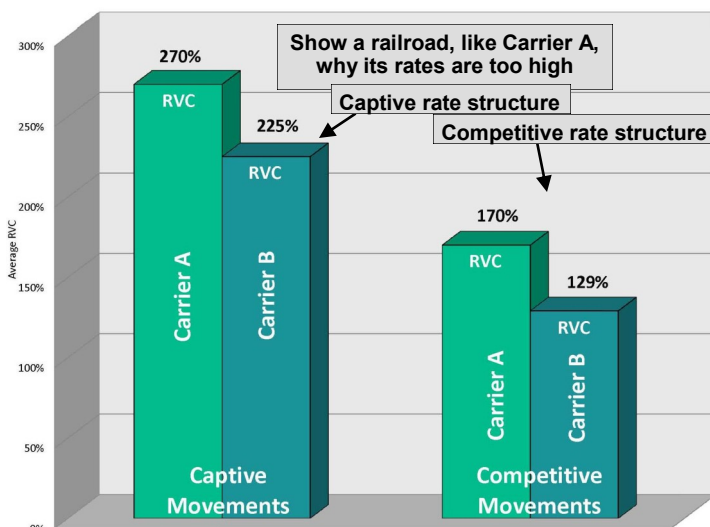
How ORBE Reduces Rail Expenses

- Obtain cost saving opportunities you never had before
- Quickly generate results for all your “what if” negotiation scenarios
- Automatically award traffic to your lowest bids
- Quickly determine the best bundle of movements for each railroad

ORBE uncovers win/win opportunities to reduce cost



ORBE produces many pictures that show how high rates hurt a railroad



Revenue to Variable Cost ratio (RVC) represents the railroads markup above variable cost.

How ORBE Works

For each movement ORBE calculates:

- Benchmark rates
- Rail cost and rail profit
- Cents per ton mile
- Percent change from current rates
- RVC's and much more

Powerful Summaries

ORBE summarizes movements for all of your “what if” scenarios to easily determine your best options for awarding carloads



ORBE

OPTIMIZED RAIL BID EVALUATION PROGRAM

**Reduce Your Rail Spend By More Than 5%,
While Providing Railroads Greater Profits**

What you receive from the ORBE

- Your lowest rail spend is automatically calculated based on the lowest bids
- Railroad's cost and profit are automatically calculated for all bids
- Opportunities for reducing rates on specific movements are automatically determined and win/win rate reductions are provided
- Optimized movement bundles are created that reduce your rail spend, while providing railroads greater profit
- The impact railroads minimum volume requirements have on your spend and rail profit.



Reports are generated that summarize rail spend, profit, average cents per ton mile and average Revenue to Variable Cost Ratios (RVC) for captive and competitive traffic:

- By Railroad;
- By Destination;
- By Plant;
- By Geographic Region; and,
- By Commodity;
- By Awarded Carloads & All Carloads Bid

Take your rail negotiations to the next level

ORBE quickly uncovers cost savings opportunities for you that can also increase profit for railroads.

Contact Escalation Consultants at 301-977-7459 to set up an appointment to see how the ORBE process will save you time and money