

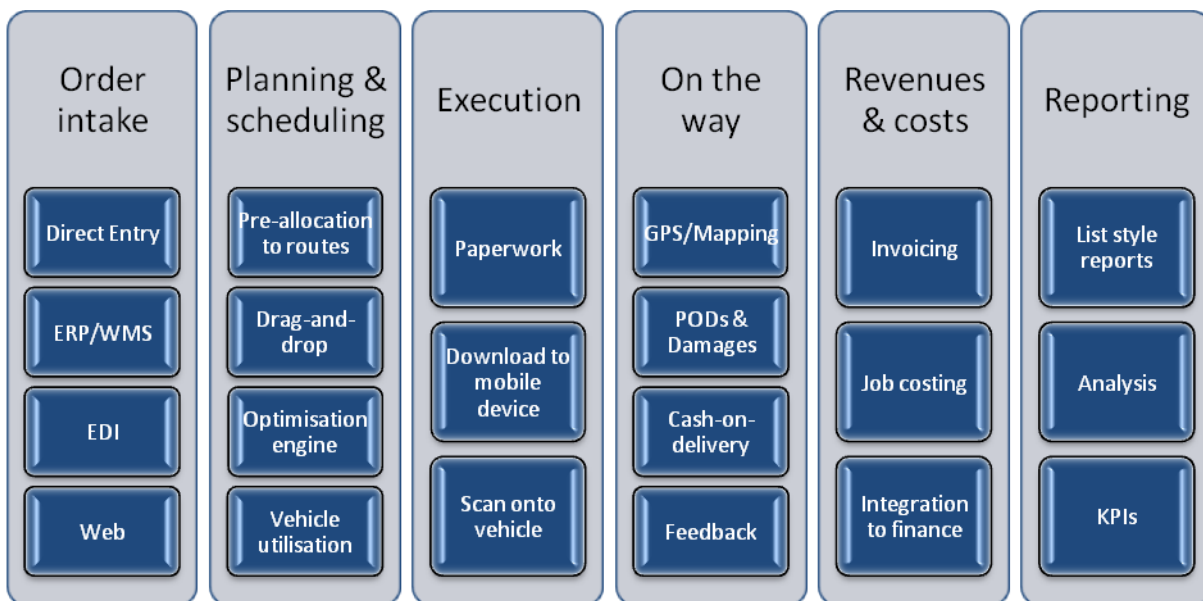


Imtech ICT Logistics Software is pleased to support DFF International and the RHA with the release of these updated 2012 Cost Tables.

Knowing your true costs is a fundamental aspect of any decision-making in business and these cost tables provide an excellent insight into typical costs for the different vehicle types used in the movement of goods by road.

Imtech helps support this ideal, first by providing software solutions that can measure actual costs for jobs, and then by breaking these down by route, customer, contract, vehicle, driver or indeed any parameter. This information gives transport companies the ability to make informed decisions about which jobs they should focus on and how they should be delivered.

Our LBASE software offers an end-to-end solution that addresses all aspects of operating transport, from quoting and order taking through execution and reporting. It does this by offering a solution that can work with all types of transport organisations from small, owner-managed businesses to large corporate firms. One of the things that sets Imtech apart is our focus on business need and delivery of system benefits rather than viewing technology as an end in itself. That said, our technology offers some of the latest innovations, such as real-time monitoring of vehicles and their calling points, allowing our customers significantly to improve the services they can offer their customers.



Scope of Imtech's transport management system



Imtech currently offers our LBASE TMS as "on-premise" (where the software is installed at the customer's office) or "software-as-a-service" or SaaS. This latter option, SaaS, has now overtaken the more traditional on-premise option as the preferred way of licensing and operating software, as it allows customers to get going on a new system without great financial risk or investment, and in a lot less time. From our side, it is far easier to support software that is managed in our own datacentres.

Our SaaS software, LBASE 5 Smart, allows customers to take a pre-configured solution and use it straightaway, only requiring a web browser and internet connection. It also allows for flexible and mobile working from your office, home, or on the move.

Coming back to costs, you will read in this document that every operator's costs are specific to their business and operation. Costs are a mixture of time **and** distance, and it amazes me that some operators still think in "£ per day" or "pence per mile". The best, and indeed only, way to find out what these costs are for your business, and your fleet, is to conduct your own survey. DFF and Imtech are working together to provide some useful tools to help you do this, and these are mentioned elsewhere in these tables. If you would like help and assistance then Imtech is joining with DFF to provide this service, starting with a free survey at your premises. Please get in touch with me or with Brian Fish at DFF if you would like further information about this survey.

Imtech's software solutions can help you measure your costs on specific jobs, but in order to do this our system requires the core information of cost per day and cost per mile. The combination of Imtech LBASE and quality cost data specific to your business and vehicles will provide the perfect solution to help you do better business.

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