



Silver Bullet Technologies

Fact Sheet

Logistics Business Software



SB RATE MANAGEMENT



Microsoft Business Solutions
ISV/Software Solutions

Automating the customer tariff rating process will eliminate errors, link quotes together and provide a coherent approach to a complicated process.

Operating System Requirements:

- Windows 2000 Server (service pack 4 or later)
- Windows 2000 Advanced Server (service pack 4 or later)
- Windows Server 2003 Standard Edition (service pack 1 or later)
- Windows Server 2003 Enterprise Edition (service pack 1 or later)
- Windows 2000 Professional or Windows XP Professional
- Processors Dual Xeon 2.4 GHz or equivalent single processor.
Be sure that you can upgrade to Quad processors.
- Disk configuration RAID 1 for operating system and applications (2 disks)
- RAID 1 for database log files (2 disks)
- RAID 5 (4 disk minimum) or RAID 10 (8 disk minimum) for SQL data files
- RAID 1 for Temp DB—optional but not recommended (2 disks)
- RAID 0 for full and transaction log SQL backups (2 disks)
- To attain 2000 transactions per day you may need to increase the number of disks in the RAID 5 disk volume. Having more available disks will improve SQL Server performance.
- We recommend using separate disks for database backups and transaction log dumps.
- We recommend using an Ultra SCSI-3 or Fiber controller.
- RAM 2 GB or more. If you have more than 2 GB of RAM, enable the 3GB switch, or the PAE switch, or both switches in the Boot.ini file if Windows Advanced Server and SQL Server Enterprise Edition are installed. Be sure that you can expand to 4 GB RAM, if necessary.
- Network card Dual 100-bit, 10/100 MB Ethernet or Fiber PCI NIC
- Be sure that your switch has the capacity to handle network traffic.

Rate Management is a critical task that **can** be effectively automated. Improvements in efficiency are dramatic when manual billing audits to monitor customer rates are eliminated.

- Link your invoices with your quotes and rest assured your customer is being billed according to expectation
- Make changes that are implemented systematically, according to your specifications
- Manage by exception where desired. Use alerts to keep rates from being changed outside a desired range.
- Multi segment route handling and multi modal
- Track business development effort with KPI's such as "quote to book"
- Log customer inquiries and track quoted items that were not purchased with reasons why the customer declined
- Keep an audit trail of all changes so you know who and when something was changed in a rate or an invoice
- Run KPI's in the context you find meaningful: by location, by individual, by customer, by destination, etc



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