

## I. OVERVIEW

Different clients have different needs so Iron Data provides two service offerings for bill payment. For clients who want to remit payment through their own organization, Iron Data transmits an electronic file that only includes invoices that have been approved for payment. This file can be customized to interface directly with your AP platform. We also offer bill payment services to the clients who want to take advantage of the savings and efficiencies they can gain through outsourcing this process.

## II. FEATURES

### No Float Policy

Many freight payment providers structure their fees based on the number of days they are allowed to “float” your money before releasing payment to the carrier, but Iron Data championed the “no float” service model. Iron Data guarantees that all reconciled funds will be released within two business days and independent audits have shown that 97% of the time funds are actually released within one business day. Most companies choose to outsource freight payment because of the cost savings, but if you have to allocate resources to administrate or constantly “monitor” the process to ensure your payment terms are being met and funds are disbursed on time then you have defeated the purpose of outsourcing.

### SAS 70 Type II Certification

Recently several audit and freight payment service providers have closed their doors, without warning, because they relied on a business model in which revenue was dependent on float, ultimately costing their customers millions. In order for current and prospective clients to have confidence that Iron Data has the controls in place to guarantee their data and funds are secure, we petitioned for and received a SAS 70 Type II certification. This certification is an auditing standard designed by the American Institute of Certified Public Accountants (AICPA) that provides, through an in-depth independent audit, an evaluation of all controls and processes. Our certification can play an integral role in your Sarbanes-Oxley compliance strategy.

### Disbursement Controls

Iron Data’s control measures were certified through SAS 70 to guarantee “best practice” is being exercised for funds we disburse. These controls include, segregated bank accounts, secured check stock, disbursement bank audit and reconciliation of checks through “Positive Pay”, weekly reconciliation of cash accounts, total segregation of accounting duties, two million dollar employee bond, and an annual independent financial audit performed by KPMG. In addition to receiving a Type II certification from SAS 70 we have also passed multiple independent process audits by customers and carriers.

### III. BENEFITS SUMMARY

**Escape “Float” Pitfalls** – Many service providers are still advocates of float models and put some level of controls in place to address concerns. Even with controls, the customer loses in a float scenario. If interest rates go up, your service provider revenues will go up but you will receive no additional benefits. If interest rates go down your service provider will be looking for a price increase or a renegotiation of the float terms to offset their loss of revenue. In this scenario you could potentially see a decline in your service level as your service provider tries to compensate for lost profits

**Reduced Costs** – The Institute of Management and Administration has estimated that it takes approximately eighty minutes to process, at an approximate cost of thirty dollars, to pay a single transportation payable. Iron Data provides you with a process that ensures minimal monitoring, payment release based on your terms, no pre-funding required, complete control of your freight account and the ability for your organization to reap the benefits of the earned interest. An independent client study showed a reduction in personnel cost of Seven FTE’s after bill payment was outsourced to Iron Data.

**On-Line Carrier Invoice Review** – Whether you choose to outsource your bill payment to Iron Data or not, we will provide your carriers with on-line access that enables them to review the disposition of an invoice. They can pinpoint exactly what stage an invoice is in regarding the payment process. The added benefit of this service equates to the amount of time and administrative costs that are saved when you no longer have to answer and research these inquiries.

### IV. PURCHASING OPTIONS

Iron Data’s services and solutions are bundled and typically offered for a single monthly fee or on a transaction basis, depending on the client’s preferences. In certain circumstances (such as claims management and content recovery) Iron Data will price on a “gain share” basis. Our customers have found that the savings they accrue by “going beyond the audit” and employing the full range of Iron Data value added services are far greater than would be delivered from the “audit” savings scenario alone.

### V. THE IRON DATA DIFFERENCE

Monitoring, controlling and optimizing enterprise-wide shipping used to be a global headache. Now, with Iron Data, it’s a cinch to audit, allocate, pay, ship, track, and analyze; all from one secure web site.

- **Multi-Mode Shipment Audit** – Accurate payment - pay only what you owe - Eliminate paper
- **Cost Allocation/GL Coding** – Increase efficiency – Reduce labor costs
- **Bill Payment & Disbursement** – No float – Avoid risk - Prompt & accurate payment
- **Business Intelligence & Reporting** – Control change - Optimize existing processes
- **Multi-Mode Claims Management** – Reduce labor costs – Includes Content Recovery
- **Desktop Shipping & Compliance** – Change enterprise shipping – Reduce freight costs
- **First & Last Mile Tracking** – Consolidate enterprise shipping – Track internal shipments & assets