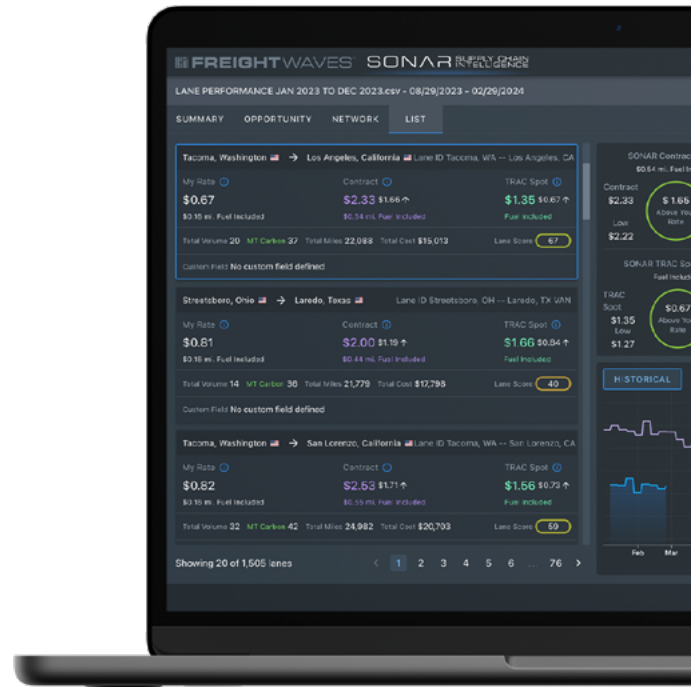


FreightWaves SONAR's Supply Chain Intelligence (SCI) tool is a groundbreaking data and analytics platform that empowers transportation planning, procurement and finance teams to balance the optimization of rates and tender reliability to increase the efficiency and utilization of their company's supply chains.

SONAR SCI delivers high-frequency supply chain market intelligence and freight pricing data analytics that empower teams to:

- Increase efficiency of performance analysis
- Assemble bids with confidence
- Create new revenue opportunities
- Forecast transportation spend with ease
- Minimize risks and costs

In order to provide SCI access to companies of all sizes and budgets, FreightWaves SONAR has created three packages.



One-Time Download

The one-time download provides users with an Excel (or .csv) file that includes spot and contract rates, along with lane score metrics (designed to identify lanes that may have tighter or looser market conditions and determine where it may be easier or more difficult to obtain coverage) for the lanes where data is available.

Designed for: The one-time download is ideal for small to midsize transportation teams or those who run annual RFPs to help inform contract negotiations.

Includes:

- Single file download (must specify lanes and timeframe)
- Explainer document detailing all of the data included in the download

Cost: \$15,000 (one-time cost); no service-level add-ons available

SCI Base Platform

The SCI Base Platform subscription includes access to the SCI user interface for:

- Spot, contract and lane score metrics for capacity insights
- A pre-formatted template for simple data upload and downloading capabilities

Designed for: The SCI Base Platform is ideal for teams who run regular RFPs or multiple mini-bids throughout the year and require more frequent benchmarking and market analysis.

Includes:

- Full access to SCI upload and download capabilities (up to five downloads per year); includes access to spot and contract rates, as well as lane score metrics
- Onboarding, training and email communications with the SONAR team
- Access to exclusive content for additional market analysis (Daily Watch Newsletter, Monthly Market Update Report, Quarterly Shipper Rate Report)

Cost: \$30,000 per year

SCI Enterprise Platform

The SCI Enterprise Platform subscription includes full access to the SCI user interface, as well as full-service support from the SONAR team for assistance using the platform and understanding the data.

Designed for: The SCI Enterprise Platform is ideal for organizations who want to keep a constant pulse on the market, both in terms of benchmarking and understanding where risks and opportunities lie in order to negotiate effectively and achieve the highest margins possible.

Includes:

- Full access to SCI upload and download capabilities (unlimited downloads); includes access to spot and contract rates, as well as lane score metrics
- Pre-formatted template for simple data upload and downloading capabilities
- Full onboarding, training and monthly/quarterly status meetings
- Dedicated customer success manager and access to market experts as needed
- Access to exclusive content for additional market analysis (Daily Watch Newsletter, Monthly Market Update Report, Quarterly Shipper Rate Report)
- Must include service-level package

Cost: Pricing based on tier; reach out to bd@freightwaves.com to speak with a member of our team

Optional Add-ons

The following products can be purchased on a one-time basis as a complement to the data provided in the packages listed above:

Monthly Market Update • \$5,000

This is a one time download of SONAR's standard Monthly Market Update report, which provides insights around the economic outlook, manufacturing, consumer conditions/retail, housing/construction, and a freight market overview.

Quarterly Custom Market Update • \$10,000

This report is a one-time download, providing a quarterly overview of data outputs that are agreed to by the customer and the FreightWaves SONAR team. This can include any commercially available data, as well as insights provided within SONAR.

Detailed SCI File Analysis • \$15,000

This is a one-time analysis using the SCI output and customer lane data. This analysis provides detailed insights on the difficulty of moving freight on specific lanes based on lane scores, tender rejection rates, and spot and contract rates. The Market Expert team creates a full analysis, which is discussed in detail during a joint call while also providing recommendations.

Customer-Branded Comprehensive Market Update • \$30,000

This is a one-time, customer-branded analysis and detailed market update that is suitable for distribution at the customer's discretion. It includes updates around predefined topics that are agreed upon by the customer and the SONAR team. This can include any commercially available data and insights available within SONAR.