

CargoWise Enables Growth for International Forwarders

- Industry up-and-comers go with CargoWise to manage expanding operations -

Sydney, November 18, 2011: CargoWise®, the global leader in logistics technology solutions has emerged as the technology of choice for logistics service providers wanting a comprehensive single platform solution to accommodate their expanding and diversifying business operations.

Among these companies is Valley Stream, NY based logistics services provider CargoTrans Inc. who recently signed an agreement with CargoWise to implement its market-leading ediEnterprise solution.

CargoTrans had been running several systems for the past 15 years and wanted a single integrated system that would meet all of their business needs and provide enhanced visibility to their growing client base. CargoWise's ediEnterprise offered exactly the integrated solution that CargoTrans was looking for.

"The reality is that CargoWise is one of the few technology suppliers in the market providing a bundled on-demand solution that is affordable and user friendly. We really felt they were the only fit," said Anthony DeFilippis, Manager of Business Development at CargoTrans.

Not only does ediEnterprise offer an incomparable level of integrated functionality, it swiftly delivers ROI to the customer upon implementation. This was experience of Los Angeles, CA-based Consolidators International Incorporated. CII started out as a consolidator of cargos to the South West Pacific region including Australia and New Zealand. As their operations expanded to include Europe, the Middle East, Asia and Latin America, CII quickly identified a need for a system capable of seamlessly integrating operations across multiple regions.

CII opted for the ediEnterprise solution, going live in June 2011; within 4 months they began to realize just how much the system could offer them.

Chief executive Julian Keeling explains why CII choose the ediEnterprise solution: "Like all small to mid-sized forwarders we have had to endure the pitfalls of suppliers with sub-standard software. After twenty years we thought the day would never arrive where we would handed the "Holy Grail" of all systems. After enjoying ediEnterprise for six months, we feel so fortunate.

"Our Australian and New Zealand agents are now using ediEnterprise and we are talking to our European agents about the joy of our experience in the hope they will see the light too! CII has leapfrogged into the 21st century and our customers now look at us differently. Of course the personal service is still there but thanks to ediEnterprise, our sophistication and attention to detail has them mesmerized. Richard White and his CargoWise team are amazing; the CII team cannot fault their assistance and response to queries!"

First time customers are not the only ones realizing increased benefits from ediEnterprise. Many current customers are taking advantage of innovative new CargoWise SaaS and cloud-based products to enhance their ediEnterprise system and improve their technology. New York based Norvik Cargo International Incorporated is a specialist in cross-trade intermodal shipments between Europe, China and India to Latin America and Africa. An ediEnterprise user since 2008, Norvik was

looking for a way to reduce technology infrastructure costs and maintain high standards of customer service, while expanding into a new business area.

Norvik turned to CargoWise Hosting to provide a solution. Norvik's President, Norman Coelho elaborates on the how they came to this decision:

"Managing a freight forwarding operation with offices in New York and Miami in the information age can be challenging. Having experienced down time using a terminal server we made the decision to migrate to CargoWise Hosting in December 2010. Since then our down time has been reduced by at least 80 % and, our customer satisfaction and overall productivity has significantly increased.

"CargoWise Hosting has provided increased security, faster internet access to ediWebTracker, and eliminated the need to perform frequent hardware and software updates. We've been able to free up valuable time and resources to concentrate on developing new customers and making sure our existing customers were satisfied.

"Currently we are in the process of expanding our business to include a customs brokerage division which will enhance our ability to service our customers in a comprehensive manner."

CargoWise's scalable logistics technology solutions enable LSPs of all sizes, serving diverse market segments to pursue their business goals and take advantage of all the opportunities on offer in a growing and competitive industry.

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ABOUT CARGOWISE®

CargoWise is a global leader in logistics technology solutions that improve visibility, efficiency, quality of service and profitability. CargoWise is renowned for its next-generation solutions, including ediEnterprise, the industry's only integrated single platform supply chain logistics management system with truly global capability.

With clients holding more than 80,000 licenses across a customer community of 4,000 sites in 75+ countries, CargoWise solutions are an integral part of the global supply chain. The company operates worldwide from offices across the U.S., Europe and Asia. For more information visit www.cargowise.com

CargoWise is a key product brand of WiseTechGlobal. WiseTechGlobal is an international technology development company dedicated to delivering innovative, market-specific software solutions worldwide. For more information visit www.wisetechglobal.com

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