

Recent Articles

European Challenges in a Global Economy

While Europe deals with the challenges caused by the global recession, many freight forwarders and logistics providers and increasingly focusing on robust IT strategies to create improved operational efficiencies and reduce costs. [More...](#)

Build on the Basics

Today's economic climate tells us that we need to operate smarter—to be prepared for rapidly changing market conditions if we are to enjoy business sustainability. A strong commitment to the basics should not be forgotten; but built upon. [More...](#)

Freight Forwarding Sales Process Requires a Higher Level of Professionalism in Today's Global Market

In today's complex global business environment, freight-specific sales and marketing tools are the key to a successful sales process. The forwarding and logistics market is an increasingly competitive industry that demands a new level of professionalism well beyond that of what a single sales manager can deliver.

Stand-alone CRM applications cannot offer the efficiencies and quality of an integrated sales process. The optimal solution system automates the sales process and creates management visibility throughout the supply chain, not horizontally, but *vertically*. This enables the sales process to flow in both directions between sales, operations and management.

A properly automated and integrated freight sales process optimizes management visibility across a variety of activity and manages it throughout the entire sales process.

*Read the entire article, including **Ten Tips for a Single Automated and Customer Friendly Integrated CRM Tool** at www.cargowise.com*

Optimizing Warehouse Operations with Integrated Technology

Integrating technology solutions into warehouse operations enables companies to operate leaner, provide improved storage capacity and reduce overhead and operating costs significantly. Forwarding companies are finding that technology can be an invaluable tool in warehouse optimization and can help position companies to be more competitive when inventory volumes return to normal.

An integrated WMS process will facilitate cost reductions and bottom line profitability. A significant advantage can be found in the reduction of errors, reduction in labor costs and a maximizing of warehouse floor space.

With a strategic focus companies can determine the long term benefit of an automated system and take the necessary steps to improve warehouse efficiencies and increase the value-added services that customers expect now and in the future.



Read the entire article at: www.cargowise.com

ediEnterprise Tips & Shortcuts

Turn on Training Mode

Ctrl + Alt + H will turn on Training Mode. Bubble options will appear on the screen to guide you through ediEnterprise.

Inserting the Date

T then Tab will insert the current date in a date/time field. **T+ a number** will add the number of days you choose to the current date. **T- a number** will subtract the number of days you choose from the current number.

Changing Grid Colours

ediEnterprise filter grid colors can be customized to display results in user-selected colors using the "Grid Colors" menu. For details on customizing colors see the update note [here](#).

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Update Notes...CASS Data Import

ediEnterprise now supports the data import of CASS Hand Off Cost files. This feature can be used to create AP Invoices, post Airline costs and reverse relevant accruals in ediAccountant from a CASS data file.

To read the Update Note on CASS Data Import [click here](#)



Training Videos Available at the Online Learning Centre

The ediEnterprise online learning centre has a number of FREE training videos to enhance your learning experience. Videos now available online:

General Functions	ediOrderManager
Organisations	ediWebTracker
ediCampaignManager	ediWorkflowManager
ediDocManager	ediTariff
ediOpportunityManager	

The Online Learning Centre can be accessed directly from ediEnterprise or via [My Account](#) on www.cargowise.com

INTTRA Booking Requests and Shipping Instructions now in ediEnterprise

ediEnterprise now offers integrated INTTRA booking requests and shipping instructions:

- Send electronic *Booking Request* messages to ocean carriers via the INTTRA multi-carrier e-commerce platform
- Receive booking responses with a status of acceptance or rejection
- Send electronic shipping/forwarding instruction messages to ocean carriers via the INTTRA multi-carrier e-commerce platform
- Receive acceptance or rejection status of previously sent shipping instructions
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INTTRA functionality is included as a standard component of the ediForwarder module.

For more information on INTTRA Booking Requests [click here](#)
For more information on INTTRA Shipping Instructions [click here](#)

