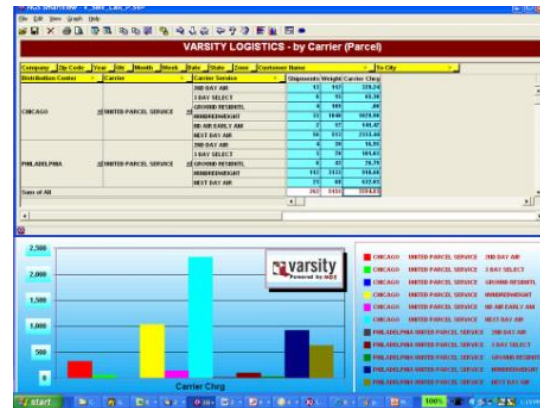
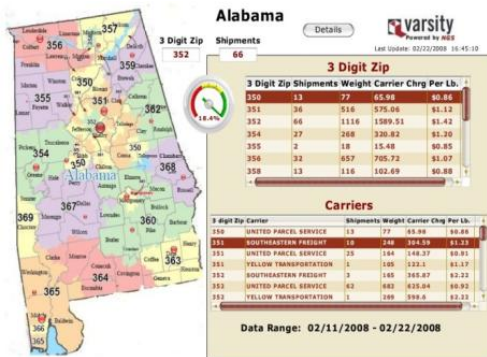
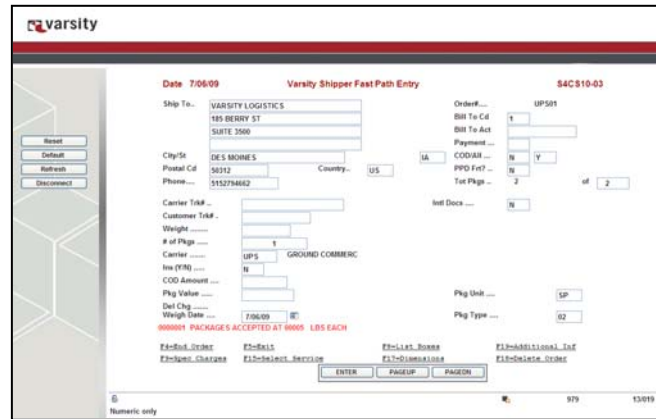




Technical Training Agenda

ON-LINE – March 1 - 5, 2010

Including training segment on installing soon-to-be released Graphical User Interface (GUI) and ShipView Plus



All presentations and training materials are provided by Varsity Logistics via FTP. Varsity encourages participants to prepare questions in advance to get the most from their training sessions.

All Times below stated as Eastern Time – Meetings will be hosted via WebEx.

Monday, March 1, 2010

Attendees *Time* *Topic*

- All 1:00 – 1:10 p.m. **Introductions/Agenda Review** (Presenters: Tom Reber & Roberto Ansaloni)
- All 1:10 – 2:00 p.m. **Product Demonstration** (Presenters: Charlie Hawkins and Mike Parrilli)
- All 2:00 – 2:30 p.m. **ShipView Plus** (Presenters: Charlie Hawkins, Mike Parrilli, NGSi, and Jim Niemeyer) – The first part of this session will consist of a presentation of the module and a demonstration of the product's features. The second part of this session will be an overview of the installation steps and technology involved in the development and implementation of the product.
- All 2:30 – 3:00 p.m. **Customer Support and Implementation** (Presenter: Laura Heindel, Tom Reber and Roberto Ansaloni) - This session will explain how Varsity handles technical support calls including how calls are logged into Varsity's automated system, escalation criteria, change requests, reporting bugs, and custom modification issues. There will also be a brief discussion of how Varsity incorporates changes and fixes into product enhancement files.
- Tech 3:00 – 4:00 p.m. **ShipSoft Technical Overview** (Presenter: Mike Reilly) - This session addresses technical aspects and development approach Varsity took to ShipSoft. Presentation reviews current enhancements to the base product, data flows, rate shopping interface, and processing results flow back and forth through ShipSoft and the interface.
- Tech 4:00 – 4:30 p.m. Break Out Q & A Session (Tom Reber, Roberto Ansaloni, Mike Reilly)

Tuesday, March 2, 2010

<u>Attendees</u>	<u>Time</u>	<u>Topic</u>
Tech	1:00 – 2:30 p.m.	Interfaces and Using the P-List Break (Presenter: Roberto Ansaloni) - This session will include a detailed discussion of the interface and how it can be adapted to meet customer needs. Discussions can center on points in the fulfillment process when the interface can be called, calculations that can be performed within the interface, and how the various P-List fields can be adjusted, re-mapped, or changed to modify the interface.
Tech	2:30 – 4:00 p.m.	International Shipping (Presenter: Roberto Ansaloni) - This session covers the international shipping process including the interface data requirements, document set-up, INCO Terms and Freight Forwarder shipments.
Tech	4:00 – 4:30 p.m.	Break Out Q & A Session (Tom Reber, Roberto Ansaloni)

Wednesday, March 3, 2010

<u>Attendees</u>	<u>Time</u>	<u>Topic</u>
Tech	1:00 – 3:00 p.m.	Control File Set-up (Presenter: Mike Reilly) - This session will review the ShipSoft system setup requirements and options available.
Tech	3:00 – 5:00 p.m.	ShipTalk Transmission Review (Presenter: Mike Reilly) - This session will focus on the Varsity Carrier Compliance Kits (CCKs) and their manifest upload features. Attendees will learn how to set up the transmission itself, ensure the manifest records are correctly built and formatted, and troubleshoot the process as the upload is performed.
Tech	5:00 – 6:00 p.m.	Break Out Q & A Session (Tom Reber, Roberto Ansaloni, Mike Reilly)

Thursday, March 4, 2010

<u>Attendees</u>	<u>Time</u>	<u>Topic</u>
Tech	1:00 – 3:00 p.m.	ShipPack Technical Overview (Presenter: Roberto Ansaloni) - This session will cover the features of Varsity's Pick/Pack Module including item-level detail, bar code labeling, ASN creation, Shipment, order reconciliation, and parcel nesting.
Tech	3:00 – 3:30 p.m.	Varsity GUI Overview (Presenter: Jim Niemeyer) - In this session, attendees will see a demonstration of the Varsity GUI product and an overview of the underlying technology, IBM products used, and GUI install requirements.
Tech	3:30 – 4:00 p.m.	Using Alternate Billing Options (Presenter: Roberto Ansaloni) - In this session, attendees will learn how to set up alternate billing shipments such as 2nd and 3rd party, COD, and Consignee billing.
Tech	4:00 – 4:30 p.m.	Break Out Q & A Session (Tom Reber, Roberto Ansaloni, Jim Niemeyer)

Friday, March 5, 2010

<u>Attendees</u>	<u>Time</u>	<u>Topic</u>
All	1:00 – 1:45 p.m.	Non Rated & Rated Carriers (Presenter: Jim Reveal) - In this session, attendees will learn how to create, configure, and maintain new carriers in ShipSoft. Other areas covered include creating Bills of Lading, labels, and PRO number assignment.
User	1:45 – 2:45 p.m.	ShipSoft-Freight Technical Overview (Presenter: Jim Reveal) - This session will explore the Varsity multi-modal rating engine and shipping solution for freight shippers who ship within North America – specifically outbound shipping process for LTL and TL shipments.
User	3:00 – 4:00 p.m.	ShipSelect Technical Overview (Presenter: Jim Reveal) - This session evaluates different options within ShipSelect including user-defined weighted criteria such as cost, preference, transit time, past performance, mode selection, and service type.
Tech	4:00 – 4:30 p.m.	Break Out Q & A Session (Tom Reber, Roberto Ansaloni, Jim Reveal)