



Derby City Logistics, LLC.

Prophesy OnDemand, web-based solution increases efficiency and helps Louisville, Kentucky based trucking company nix manual processes.

Company

Founded by George S. Hunter III, Derby City Logistics, LLC began as a small trucking company based out of Louisville, Kentucky. At its startup, the company consisted of two employees and a fleet of three trucks.

It wasn't long before Derby City Logistics found great success within the trucking industry and began to expand due to the company's belief that the customer comes first and their strict motto, "We're on time, every time." In order to keep up with the growing demand for its services, the Derby City Logistics team knew it was time to purchase a software system that would increase the business' efficiency.

Finding the Right Solution

Before purchasing Prophesy OnDemand, the team at Derby City Logistics spent much of their time dispatching manually. Casey Robinson, Derby City Logistics Operations Manager, shared, "Everything was manual. Drivers were paid a flat rate and the payroll was outsourced."

Casey wasn't the only one that noticed how much time and money the outsourced, manual labor was costing the company. To help solve this problem, George Hunter Jr., Derby City Logistics Owner, began searching for software packages online. In no time, George came across Prophesy OnDemand and was impressed by its features. George was especially fascinated with the solution's ability to track company productivity and handle growth at at such an affordable price point. He made the decision to subscribe to Prophesy OnDemand in May of 2013.

Implementing the System

In order to ease the transition from manual work to Prophesy OnDemand, many employees took advantage of Prophesy's training services. Among these employees was Casey Robinson, who participated in one-on-one training over the telephone. "I found our training very useful since I was able to take part in a one-on-one session and the trainer was able to shadow my computer and guide me step by step," said Casey.

"The Prophesy team ensured that I received proper training that was personalized to my needs." During training, Casey enjoyed the extensive coverage of order entry as well as billing and trip settlements. This personalized training helped Derby City Logistics use Prophesy OnDemand in a way that was most tailored to the wants of their company.

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Results

Derby City Logistics now has over 10 employees and manages a fleet of nine over-the-road trucks, along with leased units, that primarily haul automotive freight and general commodities regionally and locally. The company focuses its time on truckload, LTL, 3PL (third party logistics), dedicated freight, and yard management services.

Today, Derby City Logistics is subscribed to a two user version of Prophesy OnDemand Carrier Edition with QuickBooks and mileage

integration. Casey explained, "Prophesy OnDemand organizes our business from top to bottom and allows us to really focus on the one-on-one client relationships that we strive to maintain."

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Employees at Derby City Logistics are continuing to utilize the many Prophesy OnDemand features. "It definitely helps us keep track of the company's productivity," stated Casey. Since implementing the software, Derby City Logistics has continued to expand and has high hopes for the future. "We are growing and expect to triple in size over the next couple

of years," Casey said. Prophesy OnDemand will continue to assist the company throughout this major expansion.

Prophesy looks forward to helping keep Derby City Logistics efficient, productive, and "on time, every time" for years to come.



TO LEARN MORE ABOUT PROPHESY'S INDUSTRY PREFERRED SOLUTIONS

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ABOUT ACCELLOS

Accellos is a global provider of software solutions specifically designed for the unique needs of logistics service providers and midsized businesses. Over 4,000 companies trust Accellos to be the technology backbone of their global supply chains. Accellos provides solutions for warehouse management systems (WMS), third party logistics (3PL), fleet management, transportation management systems (TMS), trading partner integration (EDI), retail store operations, automated barcode data collection, parcel shipping, transportation optimization and supply chain business intelligence. Accellos solutions are built on the AccellosOne platform, a modern technology platform featuring a user-friendly interface and simplified technical administration.



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