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IAS Introduces ChassisManager and First Customer, HRCP, Launches Service at Port of Virginia Tuesday, August 14, 2012

NEW YORK / OAKLAND, Calif. / NORFOLK, a. - International Asset Systems® (IAS), the leader in cloud-based solutions for intermodal transportation and global cargo container shipping, announces ChassisManager™, a solution for chassis providers to simplify the rental process and maximize asset utilization. ChassisManager helps chassis providers grow new chassis revenues, reduce chassis expenses, and ensure a stable supply of chassis assets to meet market demand all while making it easier for chassis users to secure the equipment they need.

"Ocean carriers continue to rapidly move away from chassis ownership and direct provisioning. In order to ensure a smooth transition from the old ocean carrier provisioning model to the new motor carrier based model, and to ensure a safe, consistent and reliable source of chassis to meet on-going customer demand, a mutually beneficial platform is required. ChassisManager meets this need and is coming to be accepted as the solution that the industry requires," said Christopher Mazza, SVP of Business Development at IAS. "Even though chassis are a critical component in the intermodal chain of containerized cargo, many motor carriers and other chassis users do not know what to expect in terms of chassis availability, prices, and exceptions in the new chassis provisioning model. We address these issues with the ChassisManager solution."

The solution launches in conjunction with the first customer, Hampton Roads Chassis Pool (HRCP), onboarding motor carriers into the new system. The new HRCP model has been established in response to changes in the chassis provisioning model and the desire of HRCP to continually meet their customers' needs. The new HRCP will leverage ChassisManager to streamline motor carrier registration, enable pre-bill review, dispute resolution, invoicing, and payment for chassis rental. HRCP is currently registering chassis users at <https://chassismanager.interasset.com> and will begin event management and invoicing in early October.

"We always strive to meet the needs of our customers. As the ocean carriers engage in the new chassis provisioning model we have collaborated with IAS to ensure a safe, seamless and smooth transition. ChassisManager meets the needs of our valued motor carrier partners and provides services to meet their needs as the chassis model changes," said Art Ellermann, GM of HRCP.

ChassisManager utilizes the IAS cloud infrastructure and InterAsset platform and expands the IAS solution portfolio to include high-level chassis rental functions, such as:

- Chassis user registration and administration - establishes and enforces chassis user acceptance criteria and business rules; integrates with industry-specific insurance compliance clearinghouse.
- Event management - receives event data from the chassis pools as they release and accept equipment; generates exception reports to monitor compliance and to correct errors for improved billing accuracy.
- Pre-billing and invoicing - generates invoices to motor carriers for their use of chassis; stores rates, billing rules, and billable events; integrates with chassis owners' systems; incorporates pre-bill functionality that enables motor carriers to dispute incorrect underlying activity rather than charges on generated invoices.
- Collections - accepts payment using ACH, credit cards or other commonly accepted methods; provides on-line invoice resolution; tracks collection efforts.

This new chassis-sourcing model for the US places chassis provisioning into the hands of the motor carriers who provide and control container transport and delivery. Motor carriers will derive significant benefits by sourcing chassis on a "pay-as-you-go" basis, allowing them to improve revenue on per-trip billing. Chassis users will be able to keep the chassis for multiple moves, which reduces terminal area congestion and pollution and facilitates the re-use and street-turns of ocean carrier equipment. Dry runs and empty legs to return chassis to terminals will be reduced, saving time and money and enabling green transportation goals. Significant operational savings will be derived from process automation, simplified invoice remediation, and real-time availability of rented fleet activity.



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