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## **54% of Logistics Professionals Are Now Using a Transportation Management System. Up from 15% In 2005**

***AscendTMS survey shows that TMS software use has more than tripled from 2005.***

Brandon, FL – July 15, 2015

InMotion Global, Inc., the developers of the widely popular AscendTMS™ Transportation Management System, today announced the results of their largest survey to-date of logistics professionals regarding the use of transportation management systems (TMS) in daily business operations.

The survey, conducted by telephone with 1,000 transportation professionals over a 30 day period, showed that TMS use has more than tripled in the last 10 years.

The survey was conducted for AscendTMS to establish what new cutting edge features TMS users want to see.

The highlights of the survey are:

- 54% of logistics professionals are using some sort of TMS software today - up from just 15% in 2005.
- Of the 46% not using a TMS within their business today, more than half expected to be using one within the next 12 to 24 months.
- The most common reason for not using a TMS was cost (43%), closely followed by complexity (32%).
- Freight brokers with over 10 employees were the most likely to be using a TMS system (77%)
- Freight brokers with less than 10 employees used a TMS only 56% of the time. This number falls to 23% if they have under 5 employees.
- Trucking companies were most likely to use a TMS if they had more than 20 trucks in service (89%). For those with under 10 trucks, the percent using a TMS falls to just 31%. For those with under 5 trucks in service TMS use was only 16%.



- Shippers and manufacturers used a TMS system primarily for LTL shipments (47%). However, that number rises to 73% if the shipper moved an average of 30 or more truckload shipments per week.
- No single TMS provider held more than 8% of the market for freight brokers, carriers or shippers.
- Home-grown TMS systems accounted for 6% of TMS systems in use today, and 3% of survey respondents use a freight module as part of another system (such as an ERP or sales management system).

Chris Parker, Chief Operating Officer of InMotion Global, stated, "In 2005 approximately 15% of our survey respondents were using a TMS. We believe that the steady adoption of TMS technology to 54% of industry participants today is driven by the pressing need to keep up with the competition, who have readily embraced TMS technology over the last few years. Also, we see climbing expectations for real-time logistics information from logistics vendors and their clients."

Tim Higham, InMotion Global's CEO, stated, "The excuses for not using TMS technology today are clearly running out. Those companies that resist TMS technology are simply going out of business. With web based software delivery, zero cost TMS solutions like AscendTMS, and mobile enabled TMS applications, today's logistics professional has never had more powerful technology at their fingertips should they choose to use it. I expect that when we conduct our survey again in 2025, ten years from now, TMS technology adoption will be closer to 100%".

Survey respondents also stated that they were looking for more than just logistics management technology. They are looking for TMS systems that can access other products and services needed to run a full-service logistics operation, from driver tracking, to rate indexes, and factoring services. "Today's logistics professional is much more sophisticated than they were ten years ago." Parker said. "They are used to one-stop online services, with access from any location and on any device. Anything less just won't cut it anymore."

**About InMotion Global:**

InMotion Global, Inc. provides the free, patent-pending Transportation Management System, InMotion Global TMS® with its companion web-based load tracking portal, LoadLink™, to shippers across the United States. InMotion Global TMS® provides enterprise level TMS features at zero license cost. The company offers two versions of InMotion Global TMS® - Enterprise for large shippers and Lite for small to mid-sized shippers. Both versions are free. InMotion Global, Inc. is headquartered in Saint Petersburg, Florida. Learn more at [www.TheFreeTMS.com](http://www.TheFreeTMS.com) or at [www.InMotionGlobal.com](http://www.InMotionGlobal.com).