



Tompkins Ventures



March 2024

Tompkins Ventures: The Home of Innovation

Advances in freight billing and payment, industrial exosuits and interactive eCommerce platforms.

From freight auditing to exosuits to generative AI, Tompkins Ventures has your innovations covered

Each month, the Tompkins Ventures Home of Innovation Newsletter highlights three innovations that can function as your enterprise's bridge to competitive advantage and profitable growth.

This month, we focus on Freight Audit and Payment services (including Post-auditing), industrial exosuits and interactive eCommerce.

Freight Audit and Payment services have expanded to include deep analytics that assess your freight spend, increase overall operational efficiency and enhance vendor relationships. Industrial exosuits literally take the strain off your employees' backs, reducing injuries and increasing productivity. Our interactive eCommerce platform combines generative AI with DIY commerce tech to offer capabilities previously available only to big brands.

Innovation 1: FBAP & Post-auditing

- Save 3%-40% off your transportation budget just by outsourcing payment services. Typically, 5%-10% of shipping invoices are inaccurate.
- Negotiate shipping contracts from a data-infused position of strength.
- Post-auditing adds big payoff for zero cost.

Customer Success

- Communications equipment company: Reduced number of carriers and logistics providers from 100+ to less than 12. Global parcel savings of 22.1%, domestic LTL savings of 57% and domestic truckload savings of 44.4%.
- Apparel industry manufacturer: Freight rate renegotiation sliced 23% off global transportation expenses.

FBAP and Post-auditing

Innovation 2: Exosuits Beat Exoskeletons

- Modular exosuit system reduces back muscle strain and fatigue by up to 40%. Workers prefer exosuit over rigid exoskeletons.
- Flexible, lightweight (3-pound) system uses no motors or batteries.
- Spinal compression force, low back discomfort and knee discomfort all reduced by double digits.

What users say

- Warehouse associate: “For the first time in a long time, I’m not going to be hurting walking out of this building.”
- Grocery retail worker: “My performance is better now. I’m less tired after work, and my back is not tired at all compared to how it was before.”

Industrial Safety - exosuit

Innovation 3: Interactive eCommerce Platform

- Experiential commerce platform frees brands from tech built for SMEs or large retailers.
- Create relevant content faster with generative AI, content that builds community and drives commerce.
- Midmarket brands get the best of both worlds: the convenience of DIY commerce tech (like Shopify) combined with the power of custom builds – without hiring expensive tech talent.
- Streamline operations and adaptability with a full-stack tech platform that offers comprehensive solutions for content management, community engagement and commerce.
- Use capabilities previously available only to big budget businesses.

[Interactive eCommerce Platform](#)

CONTACT

For FBAP & Post-auditing, industrial exosuits or our interactive eCommerce platform, contact:

Mike Royster, Chief Executive Officer

mroyster@tompkinsventures.com

Tompkins Ventures, 3505 Canter Ln, Raleigh, North Carolina 27604, USA

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