

MERIDIAN ANALYTICS

SERVICE PROPOSAL

Enterprise Analytics Platform Implementation

Prepared for Greenfield Logistics, Inc.

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Executive Summary

Greenfield Logistics processes over 2.4 million shipments per quarter across 18 regional distribution centres. Today, operational reporting relies on a patchwork of spreadsheets, a legacy BI tool nearing end-of-life, and manual data pulls from three separate warehouse management systems.

This proposal outlines how Meridian Analytics can unify Greenfield's data landscape into a single, real-time analytics platform — giving leadership live visibility into fleet performance, warehouse throughput, and cost-per-shipment trends without waiting for month-end reports.

Our goal: reduce Greenfield's reporting cycle from 14 business days to real-time, while cutting analytics tooling costs by an estimated 40%.

14→0

Days to real-time reporting

~40%

Projected tooling cost
savings

3→1

Unified data source

Meridian has delivered comparable implementations for four logistics operators, including NorthStar Freight (12 centres) and Pacific Route Holdings (22 centres). Each project achieved time-to-first-value under 30 days and full rollout within the contracted timeline.

The engagement outlined in this proposal spans 14 weeks, covers all 18 distribution centres, and includes platform licensing, implementation, training, and 90 days of dedicated post-launch support.

Scope of Work

1 Discovery & Data Audit (Weeks 1–3)

- Map all active data sources: WMS-3, SAP TM, and the Excel-based fleet tracker
- Catalogue 120+ existing reports and identify the 30 most-referenced metrics
- Document data quality gaps and propose a cleansing strategy
- Deliver a signed-off data model and connector architecture

2 Implementation & Integration (Weeks 4–10)

- Deploy Meridian platform to Greenfield's Azure environment (EU-West region)
- Build and validate connectors for all three source systems
- Configure 12 executive dashboards and 18 centre-level operational views
- Implement role-based access for 240+ users across four permission tiers
- Set up automated anomaly alerts for cost-per-shipment and SLA compliance

3 Training & Launch (Weeks 11–14)

- Deliver four instructor-led training sessions (exec, ops, analyst, admin tiers)
- Run a two-week parallel period with legacy tooling for validation
- Provide go-live support with a dedicated on-site engineer for launch week
- Hand off to 90-day post-launch support with named account manager

PROJECTED TIMELINE



Week 1

Week 7

Week 14

Investment

Pricing reflects a 14-week implementation for 18 centres and up to 250 named users. All amounts are in USD.

ITEM	DETAILS	AMOUNT
Platform License (Year 1)	Enterprise tier, 250 seats	\$168,000
Implementation Services	Discovery, build, integration	\$87,500
Custom Connectors	WMS-3, SAP TM, Fleet Tracker	\$22,500
Training Program	4 sessions, materials, recordings	\$12,000
Post-Launch Support (90 days)	Named AM, priority SLA	\$18,000
Total First-Year Investment		\$308,000

Year 2+ renewal: \$168,000/year (platform license only). Volume discounts available for multi-year commitments. Implementation fees are one-time. Travel and expenses for on-site launch week billed at cost, estimated \$4,500.

Based on Greenfield's current tooling spend of ~\$520,000/year across three platforms, this engagement projects a net savings of approximately \$352,000 annually from Year 2 onward.

Payment Schedule

MILESTONE	TIMING	AMOUNT
Contract signature	Upon signing	\$92,400 (30%)
Discovery complete	Week 3	\$92,400 (30%)
Go-live acceptance	Week 14	\$123,200 (40%)

Terms & Conditions

Contract Duration

12-month initial term, auto-renewing annually. Either party may terminate with 90 days' written notice before renewal.

Service Level Agreement

99.9% platform uptime. Anomaly alerts delivered within 60 seconds. Dedicated support response within 2 business hours.

Data & Security

SOC 2 Type II certified. Data encrypted at rest (AES-256) and in transit (TLS 1.3). Deployed within Greenfield's own Azure tenant.

Intellectual Property

Greenfield retains ownership of all data and custom configurations. Meridian retains platform IP. Custom connectors are jointly owned.

Next Steps

We are ready to begin as soon as the contract is executed. To move forward:

- 1.** Review this proposal with your procurement and IT teams.
- 2.** Schedule a technical deep-dive with our solutions architects (available within 48 hours of request).
- 3.** Return the signed agreement by October 31, 2025 to lock in Q4 implementation start.

For questions, contact Jordan Reeves at jordan.reeves@meridian-analytics.io or +1 (415) 555-0192.

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Authorized Signatory
Greenfield Logistics, Inc.