

# MD Logistics Is Using Descartes Foreign Trade Zone™ (Descartes FTZ™) Solution to Handle High-volume FTZ Clients

MD Logistics, an Indiana-based Logistics Service Provider (LSP), is using Descartes Foreign Trade Zone™ (Descartes FTZ™) solution, allowing the company to operate a fully compliant FTZ subzone and offer its customers comprehensive FTZ management services.

"Most FTZ software contemplates that the licensee, typically a manufacturer or importer, will be the only user. Descartes separates itself from all other vendors by offering a solution that already includes the logic whereby 3PLs can use the software to service multiple customers simultaneously."

"Descartes allows a 3PL to add and remove customer solutions as needed. It is flexible, easily integrated and offers maximum automation, allowing us to handle high-volume clients," said John Sell, Vice President of Retail and Transportation Solutions for MD Logistics.

Sell continued, "Compliance was a primary factor in selecting Descartes FTZ solution, however, cost-effectiveness and the ability to opt for a Software as a Service (SaaS) version also were major considerations. We preach the importance of outsourcing business processes to experts and follow this philosophy in our own business operations."

Descartes FTZ solution can help logistics service providers, like MD Logistics, manage the entire customs-controlled inventory process. The solution provides robust functionality combined with rich content, rule-based integration tools and electronic connectivity across trading partners and regulatory government agencies.

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#### Company Profile

MD Logistics  
Logistics Service Provider

#### Descartes Solutions

Descartes Foreign Trade Zone™  
(Descartes FTZ™)

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#### John Snell

Vice President of Retail and  
Transportation Solutions  
MD Logistics