

UPS/FedEx Contract Negotiations



You Need Our Experts on Your Side of the Negotiating Table

We've successfully coached thousands of clients through small parcel contract negotiations and collectively saved them more than \$1 Billion, with typical savings between 15%-40%.



- ✓ The best part about our process is that it works.
- ✓ We do what we say we'll do, otherwise our clients don't pay a penny.
- ✓ Time is money and efficiency is key to our success.
- ✓ We help clients get results within just a few weeks.
- ✓ We're so confident in our **four step proven process** that we'll guarantee the results.

Benchmarking

Negotiation success starts with the data. We conduct a thorough analysis of the client's parcel shipping history and match that with our proprietary knowledge of market-appropriate rates.

The savings are often in the details, and our rigor along with our expertise allow us to determine where savings potential exists. We do all of this work upfront before signing any client agreement.

This process takes one week.



Negotiation Strategy



**Negotiation
strategy
questionnaire**



**Build
communications
platform with
financial
business case**



**Set
negotiation
schedule**

Armed with data, we move to strategy. We probe what is most important for our client's success. We know getting a good deal is only beneficial to our client if it aligns with their priorities.

Once we understand our client's priorities, how can we level the playing field? What's the business case that creates a compelling financial rationale for the carrier? Finally, how can we set a negotiation schedule that works in our favor? What schedule will allow sufficient time for proposal analysis, but also move expeditiously to capitalize on negotiation momentum?

Behind-the-Scenes Negotiation Analysis and Advising

We are a constant advisor throughout the negotiation process, working with our client behind the scenes to review, evaluate, and analyze carrier proposals.

Using our analysis to uncover opportunities and limitations of the proposals, we craft responses and alternative proposals for the client to send back to the carriers, until we've gotten to their best offer.

Following our negotiation schedule to maintain the appropriate sense of urgency around the negotiation process, this phase typically takes two to three weeks.

- 1** *Review carrier proposals. Analyze and identify shortfalls. Respond to carriers with areas for improvement.*
- 2** *Review carrier response. Evaluate response. Identify additional opportunities.*
- 3** *Present last response to carriers. Get best and final offer from carriers.*

Compare Value and Implement

This final step typically runs 2-3 weeks.
Our total playbook process is 6-8 weeks.



**Analyze
final offers**



**Award
carrier
contract**



**Implement
new rate
agreement**



**Realize
savings**

With both best and final proposals in hand, we project the value for each, along with the trade-offs, bringing clarity to our client's decision-making process.

Once a decision is reached, the client can execute a rate agreement and begin to implement.