

LTL/FTL Negotiation and Managed Services

You Need Our Experts on Your Side of the Negotiating Table

We've successfully coached hundreds of clients through LTL negotiations and collectively saved them more than \$500 Million, with typical savings between 15%-40%.



- ✓ The best part about our process is that it works.
- ✓ Time is money and efficiency is key to our success.
- ✓ We help clients get results within 8-10 weeks.
- ✓ Our market expertise and advanced analytical bid tools are second to none.
- ✓ We're so confident in our **proven process** that we'll guarantee the results.

Benchmarking

Negotiation success starts with the data. We conduct a thorough analysis of the client's LTL shipment detail 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.

- 01** Run analysis of company's shipment detail and tariffs
- 02** Establish baseline
- 03** Project market-appropriate rates—freight, fuel, accessorials fees for LTL & FTL
- 04** Present savings results



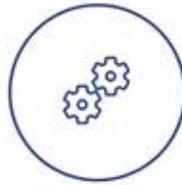
Negotiation Strategy



Review bid and negotiation strategy



Prepare bid package and submit to carriers



Complete bid and negotiation

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?

Bid Negotiation Analysis and Advisement

We are constant advisors throughout the bid evaluation and negotiation process, working with our client to review, analyze and develop a solid negotiation strategy.

We use our advanced analytical bid tool to evaluate multiple carrier scenarios, enabling a targeted negotiation strategy and provide detailed feedback to each carrier so they can refine and present their best and final offer.

1

Review round one proposals. Analyze and develop negotiation strategy.

Conduct face to face negotiations with carriers providing feedback on initial proposals.

2

3

Review final proposals from carriers and award business.

Finalize and implement all contracts.

4

Compare Value and Implement

This final step typically runs 2-3 weeks.
Our total playbook process is 8-10 weeks.

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.



Analyze final offers



Award carrier contract



Implement new rate agreement



Realize savings