



Your Freight, Your Way

# MANAGED SOLUTIONS. MAXIMUM EFFICIENCY.

Powerful TMS Technology | Freight Solutions | Human Capital





# FREE UP YOUR TEAM, FUEL YOUR STRATEGY

Focus on what matters. We'll handle the rest.

Count on our collaborative outsourcing approach to expertly handle the heavy lifting in your transportation network while ensuring you retain strategic control. With over 15 years in the industry and seasoned logistics professionals at the helm, our expertise encompasses a range of tasks, including:



**Contract Management**



**Load and Route Optimization**



**Mode and Carrier Selection**



**Shipment Execution**



**Carrier Payment**



**Track and Trace Services**



**Supplier Management**



**Reverse Logistics**



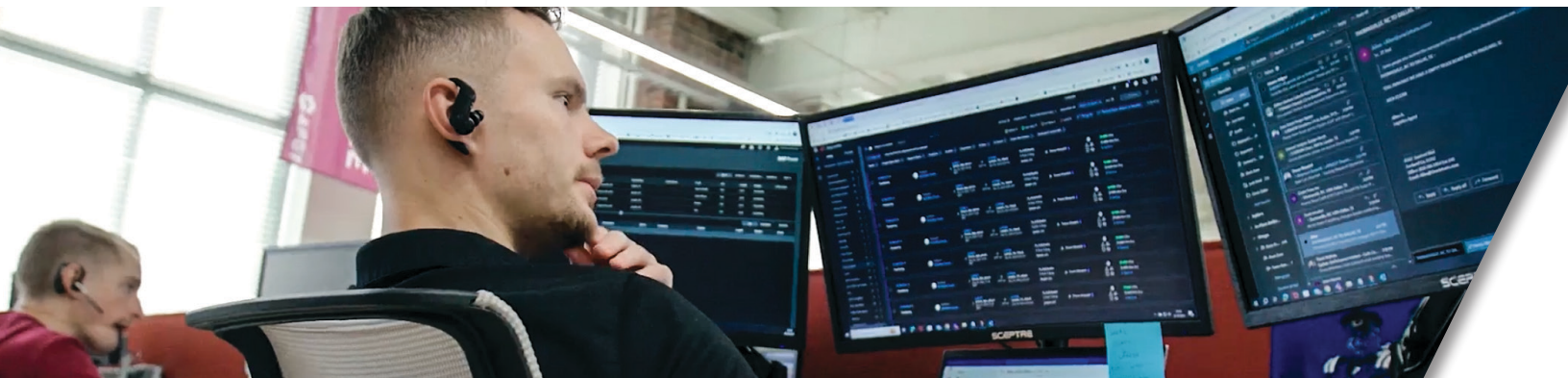
**Claims Management**



**Performance Measurement**

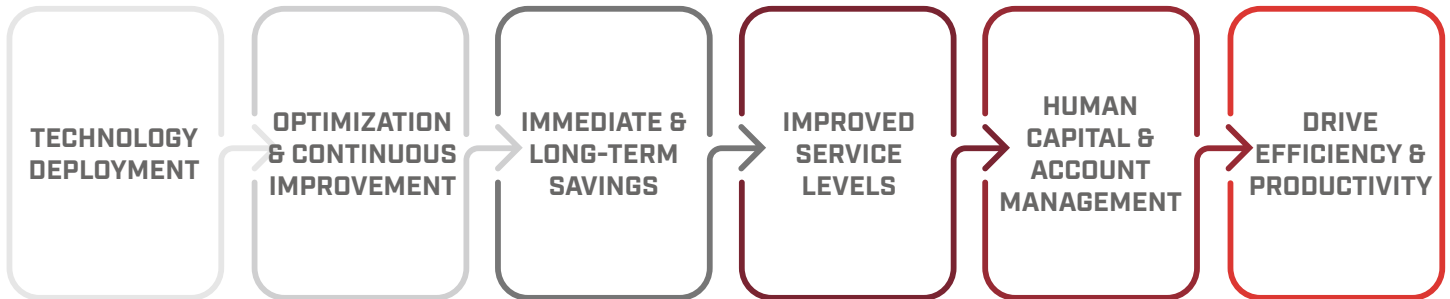
Outsourcing labor-intensive tasks is a strategic move that empowers you to optimize your resources effectively. By entrusting us with the execution within the freight network, you gain immediate access to invaluable business intelligence, empowering you and your internal staff to make informed, profit-driving decisions in real time.

With Spot as your partner, you leverage cutting-edge technology and expertise, retain full control over your broader supply chain strategy and the key performance metrics that drive success, and empower your team to concentrate on high-level strategic initiatives.



# BENEFITS

Why More Shippers Are Outsourcing Today.



## Beyond Tracking

Gain access to our state-of-the-art transportation management system (TMS), MySpot for Shippers, and cutting-edge technology at little to no cost, depending on your chosen solution model. Our technology is the cornerstone in driving cost savings, imperative for businesses to uphold a competitive edge. Beyond just tracking metrics, our TMS captures, analyzes, and delivers crucial business intelligence, empowering you to make data-driven decisions and foster continuous improvement. By partnering with a provider committed to developing and investing in its own TMS solution, you benefit from the latest innovations without shouldering the financial burden of software procurement, deployment, maintenance, and upgrades.



## Smarter Routes, Streamlined Shipping

Outsourcing allows you to concentrate on your core strengths while directing time, capital, and resources toward essential business functions. Witness cost savings propelled by benchmarking, route optimization, and increased productivity. When you integrate MySpot for Shippers technology and our strategic approach into your freight network, expect to see these savings amplify. Further efficiencies emerge through advanced load and route optimization, mode selection, LTL reductions, multi-stop truckloads, and a commitment to continuous innovation.



## Adaptable & Risk-Mitigated

A partnership with Spot means tailoring metrics and KPIs to align precisely with your priorities, alongside designing powerful reporting and continuous improvement strategies. Our adaptable solutions prioritize risk management, enabling swift adaptation to market fluctuations while mitigating service-level disruptions.



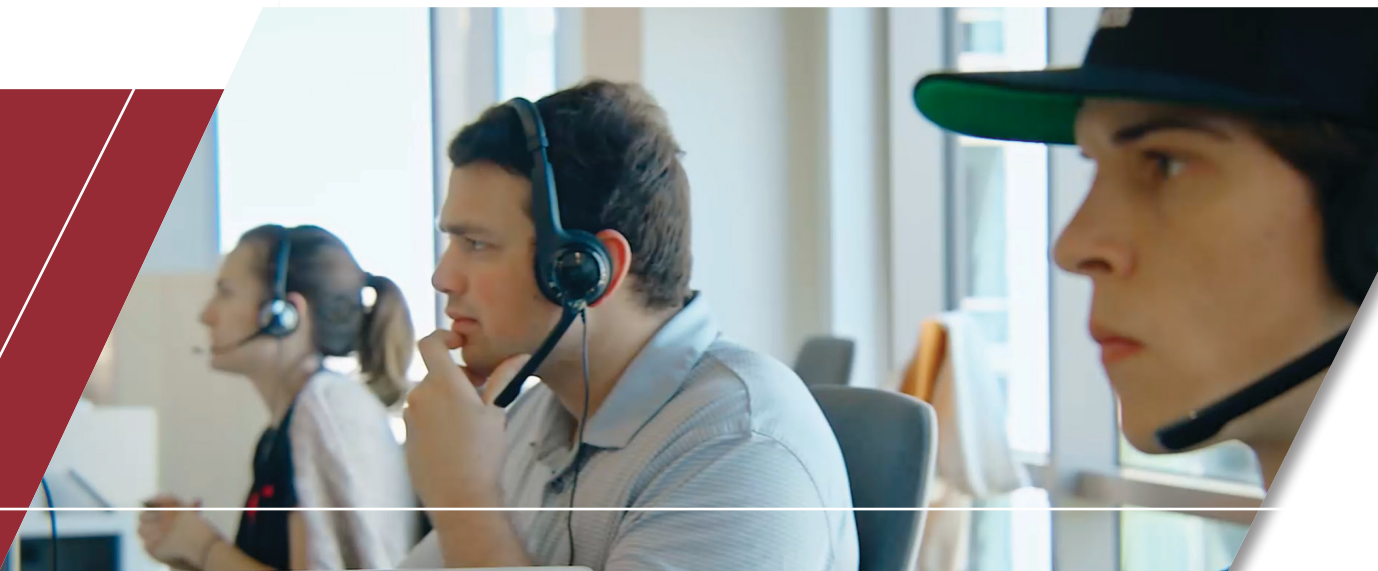
## Expand Your Fleet, Not Your Payroll

We offer an expansion of your logistics departments without the overhead of additional payroll or training. We assemble a dedicated account management team around your business, functioning as an extension of your staff to swiftly address emerging challenges. This team spearheads strategic planning, performance measurement, reporting, and optimization, fostering close alignment between your goals and our execution.



## Multimodal Expertise & Optimization Performance

Tap into our wealth of expertise and technology to select the mode that balances cost, service level, and customer satisfaction. Many businesses grapple with the complexities of managing optimization strategies internally; we implement optimization strategies integrating benchmarking, mode optimization, consolidation, and multi-stop truckloads where applicable.





# CHOOSING THE RIGHT FIT

Our service models combine technology, talent, and your success.

**#1**

## Single Source

Maintain strategic control while Spot handles tactical and operational functions, mitigating risk in capacity procurement and service level management. We offer scalable capacity solutions tailored to your fluctuating needs, augmenting your organization with technology, information, and streamlined business processes. Our collaborative approach ensures alignment on priorities, facilitates innovative cost-saving ideas, provides operational visibility, and measures performance metrics.

### WE WILL:

- Deploy technology without any capital investment from your end.
- Manage carrier contracts, negotiate rates, procure capacity, and monitor carrier performance on your behalf.
- Coordinate transportation across your supply chain network and facilitate chosen freight services from our comprehensive menu.
- Implement mode and route optimization strategies, delivering immediate and long-term savings.
- Align dedicated account management teams to support your business as an extension, overseeing strategic planning, performance measurement, reporting, and optimization.

**#2**

## TMS: SAAS Model

Retain control over carrier relationships and service responsibilities while leveraging our proprietary TMS, MySpot for Shippers, for enhanced visibility, tracking, and reporting capabilities. Our fee-based model ensures comprehensive network oversight, driving efficiencies and fostering continuous improvement initiatives.

### WE WILL:

- Implement technology under a convenient, pay-as-you-go model.
- Provide end-to-end visibility, tracking, and reporting across your supply chain, reducing manual tasks and enhancing efficiency.
- Execute routing guides and measure key performance metrics to fuel continuous improvement efforts.

# WE'VE GOT YOU COVERED

Your optimization and intelligence partner.



## Contract Management

Entrust us with thorough management of all carrier contracts, whether using your carriers, our carrier network, or a blend of both. Our rigorous tracking of performance and carrier compliance safeguards against downstream errors, ensuring accuracy and preventing costly mistakes in accessorial recording.

## Load & Route Optimization

Uncover substantial cost savings through advanced load and route optimization strategies. Leveraging our TMS technology and extensive market expertise, we streamline shipments, optimize loads, alleviate dock congestion, and minimize LTL costs, driving efficiency across your network.

## Mode Selection

Drive continuous cost efficiencies by meticulously selecting the optimal mode for each shipment while upholding service levels critical for customer satisfaction. Our deep understanding of multimodal procurement strategies, service level requirements, and key performance metrics ensures strategic decision-making tailored to your network's needs.

## Supplier Management

Seize control of inbound transportation to enhance visibility, elevate service standards, and slash costs. Collaborating closely with your vendors and suppliers, we optimize processes to uncover significant cost-saving opportunities and improve operational efficiency.





## Shipment Execution

Liberate your staff from the time-consuming task of managing shipment execution, enabling them to focus on strategic initiatives. Through our outsourced agreement featuring TMS technology deployment, we automate tendering processes, driving progressively deeper savings by eliminating manual tasks and errors. Enjoy anytime access to critical shipment status updates and real-time information.

## Claims Management

Entrust us to manage claims from inception to resolution and streamline the cumbersome claims process. Our transparent reporting and visibility tools identify trends within your supply chain, empowering proactive risk management and offering solutions to minimize claims.



## Business Intelligence

Harness the power of data-driven insights to cultivate a smarter, more agile supply chain. Outsourcing the collection and analysis of key performance data frees up your time to innovate and collaborate across your organization, driving continuous improvement and strategic advancement.

*Revolutionize your supply chain with Spot's comprehensive suite of contract management and optimization solutions, where efficiency, accuracy, and strategic foresight converge to propel your business forward.*

# ADOPTION & IMPLEMENTATION

From discovery to delivery, we take a data-driven approach to your success.

## 1. Discovery & Technology Demo

Understanding your logistics challenges is crucial to developing practical solutions. In the Discovery phase, we collaborate closely to uncover critical information about your supply chain, inbound/outbound transportation strategy, carrier evaluation process, technology and systems, and unique requirements of your shipped commodity. Gathering this information enables us to create a custom solutions plan tailored to your needs.

## 2. Transportation Analysis & Optimization

With the information gathered during the Discovery phase, our dedicated data analytics team will collaborate with your account manager to provide invaluable insights through:

- **Benchmark Analysis:** We will compare your performance against industry standards, giving you a clear understanding of where you stand and enabling informed decision-making.
- **Mode optimization:** By determining the most cost-effective mode for each order or shipment, we can optimize cost efficiency while maintaining service levels crucial for customer satisfaction.
- **Simple Consolidation:** We will identify opportunities to consolidate shipments from the same origin to the same destination, leveraging overlapping shipping and delivery windows to minimize costs.
- **Multi-Stop Truckload:** Our team will explore dynamic multiple pick/drop truckloads, optimizing routes and consolidating shipments to achieve maximum efficiency. We will also evaluate the potential for static milk runs to further enhance cost savings.
- **Hold days and ship schedules:** By expanding ship and delivery windows or implementing regulated ship schedules, we can increase flexibility and identify potential savings. Embracing flexibility in scheduling ensures that your shipments arrive on time, every time while increasing transport savings.

## 3. Solution Design & Proposal

Based on the discoveries made and analysis conducted, your Spot team will create a custom solutions plan tailored specifically to address your business' pain points. This proposal will be presented to you and your team for review and modification if needed, ensuring that we align our approach with your unique needs and goals.

## 4. Collaborative Implementation

Once the proposal has been reviewed and finalized, we will proceed with the implementation phase, ensuring that the integration into your workflows is seamless and efficient.

- **Define Scope & Agreements with All Stakeholders:** We kick off the implementation process by defining the project's scope and establishing agreements with all stakeholders. Clear communication and alignment ensure everyone understands their roles and responsibilities, setting the stage for successful implementation.
- **Technology Integration & Training:** Our team will seamlessly integrate our technology solutions into your existing infrastructure and provide comprehensive training to your team members. Our tailored training programs empower your workforce to leverage new technologies effectively, maximizing productivity and driving operational excellence.
- **Define Timeline and Go Live:** We will develop a structured timeline that outlines key milestones and deadlines leading up to a successful go-live phase. Meticulous planning and execution minimize disruption to your operations, allowing you to quickly realize the benefits of our solutions.

*Embark on your implementation journey confidently, knowing that Spot's comprehensive planning and integration strategies are designed to streamline your processes and drive success from inception to execution.*



WE NEVER  
LOSE OUR  
DRIVE  
ELI



**TRACK. TRACE. TRANSFORM.**

Success starts with a tailored winning strategy.  
Contact us today to learn how.

**866.971.SPOT**

[www.spotinc.com](http://www.spotinc.com)

