

# How Not to Become the Next Sears, Kmart, Shopko, or Saturn!

Your transportation team must change their mindset, and be open to embracing new technologies that drive agility and the ability to pivot quickly to the new way forward— or be left behind!

Freight procurement automation software puts shippers in total control of transportation sourcing, which helps eliminate management challenges, and makes collaboration easy. And through improved collaboration, our environment is protected by reducing empty miles and CO2 emissions.

On average, shippers have reduced time spent on mundane jobs, such as order management, by 50% or more. These same shippers have reduced ETFs by 2-6 associates, and have reallocated time and resources to higher company priorities and goals.

## Expand Capacity [1.5M Drivers and Growing]

It's hard to believe that billion dollar shippers only have access to 1% of today's US over-the-road capacity through contract carrier "dating" and auction load boards.

With freight procurement automation software [called OTS], shippers have unlimited access to a vast carrier network that uses machine learning and AI to dynamically match loads to pre-qualified carriers based on 80+ shipper-configurable attributes.

## Lower Spend [Real-Time Market Pricing]

OTS was designed to keep shippers away from the costly spot market feeding frenzy and limit reliance on non-transparent freight brokers, resulting in ~18% cost reduction.




Instead of fixed rates that become obsolete after 30-60 days, OTS provides shippers with real-time carrier bids. And with real-time data, shippers quickly identify market trends and price changes to always deliver goods on time, and at a fair market price.

## Best In Class Industry Service [OTS's average OTD is 97%+ vs. the Industry which is 89%]

OTS yields industry-leading SLAs and OTD because carriers are paid 100% of their asking price. With middlemen removed from the equation, they can no longer shave off the top!

## AI/ML Supply Chain Procurement Automation Pivot to the New Way Forward. Or Be Left Behind!

### Check Out How We Are Different Than Brokers & Asset Providers

	 <b>BROKERS</b>	 <b>ASSET PROVIDERS</b>	 <b>SLEEK TECHNOLOGIES</b>
Pricing	Hidden margin per load, which can be as high as 50%.	Average margin \$150-\$200.	Fixed annual licensing fee, which means 0% transaction fees and margins.
Rate Process	RFPs- rates are obsolete in 30-45 days, or a meeting place for carriers to bid via auction.	RFPs - rates are obsolete with market swings, which have been 20-30% in the last 2 years. It is hard to adjust contract rates down to stay in line with market.	Real time market rates from 65% of the US capacity
Automation	No broker truck is real time, they search for capacity once load is accepted. Load changes are communicated via call/email.	Some automation and visibility but no transparency to providing a real time market rates.	100% artificial intelligence and machine learning to dynamically source the best, compliant carriers based on 80+ configured shipper load attributes.
Capacity	No networks or capacity commitments because of auction process. Static capacity process.	Set network and limited to volume spikes. Networks out of balance have low acceptance %. Carrier may request shipper to pay for truck market shifts or use 3rd party carrier (Impacts cost and service).	Unlimited - 100% acceptance rate. AI/ML dynamically sources right truck in right place, at true market rate.
Transparency	No Transparency on who carrier is and what they paid carrier.	Transparency with driver details, but not on margin in rates or if they use 3rd party carrier.	100% transparency! Shipper knows which carrier is hauling load and at what price. Software bans carriers that don't meet DOT and service requirements.
Service	No guarantees at market price. Below average service levels.	Top customers get good service, but then falls off to subpar for smaller and medium volume clients.	Best-in-class industry service of 97% OTD because OTS pays carriers 100% of asking price. OTS yields industry-leading SLAs and OTD.
Cost	\$200-500 margins plus cost to move order.	\$150-200 margins plus cost to move order.	Excution cost is 20-30% of cost of broker or asset provider. Provides market rates saving 5-15% (after SAAS/service cost).
ROI	0% ROI	0% ROI	5-15% ROI after SAAS/service cost
Guaranteed Service & Savings	None	None	100% guaranteed savings and service levels.