

# MAKING A CASE FOR CONTRACT FREIGHT TECHNOLOGY

## THE PROBLEM

The transportation industry's focus on technology and solutions is disproportionately skewed towards spot market and brokerage, when the majority of their network and operations depend on contracted capacity.

## THE SOLUTION

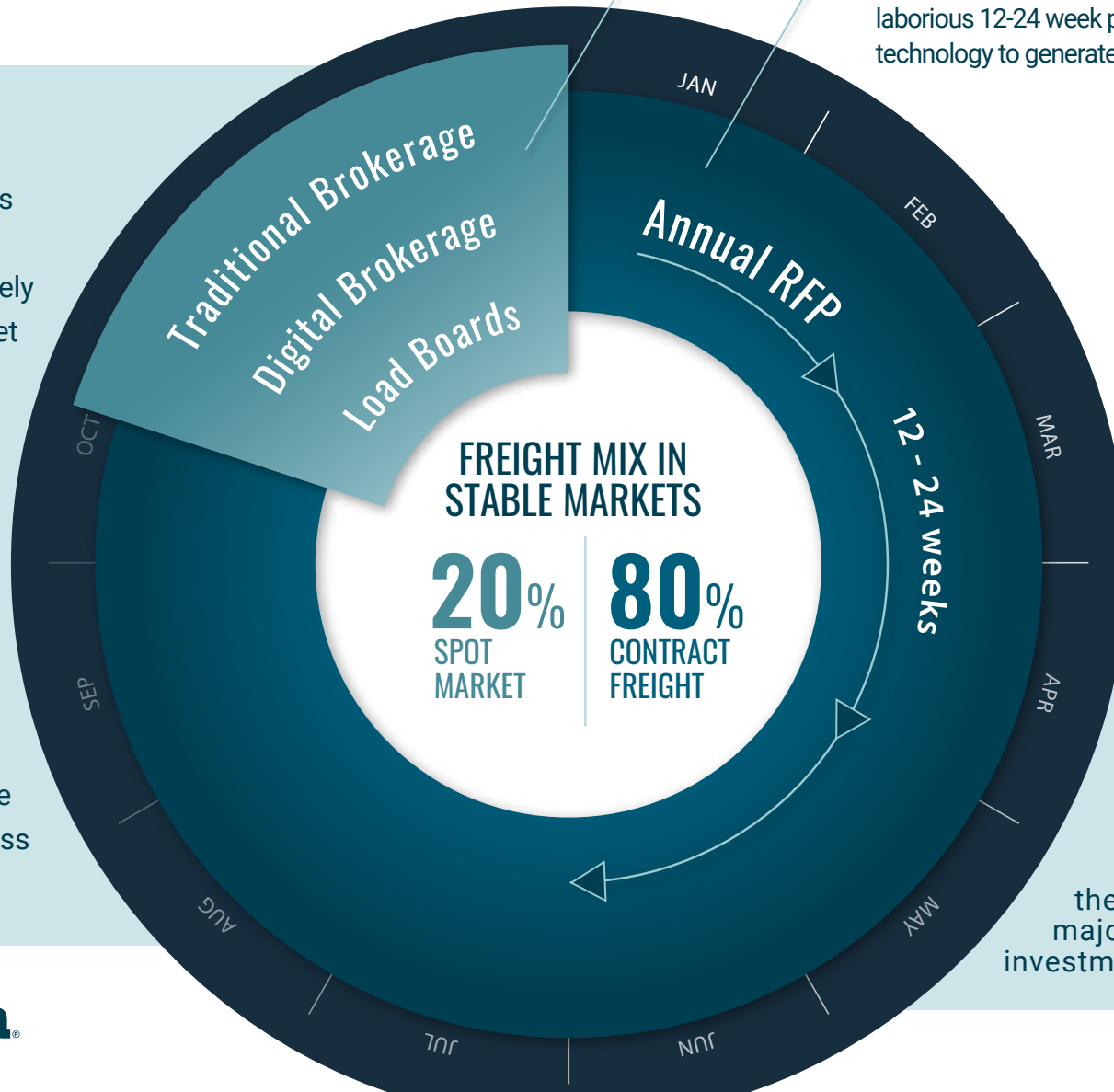
Invest in procurement tools and partners that focus on the contract side of your network, bringing the outdated, annual RFP process into the 21st century.

## SPOT MARKET OPTIONS

Built to cover ad hoc, of-the-moment freight needs, often at a premium price. These options are most ideal when a contracted carrier's available trucks cannot service agreed upon freight or on loads that are highly volatile or hard to predict.

## CONTRACT FREIGHT PROCESS

Designed to set a plan for the year that both shippers and carriers can adhere to for more stability in freight networks. This is often a laborious 12-24 week process that lacks centralized data and technology to generate results that last or can be adapted over time.



**\$360** BILLION  
TRUCKLOAD  
FREIGHT MARKET

**70-80%**  
CONTRACT  
FREIGHT SPEND

If contract capacity makes up

**80%**

of their network, then why aren't shippers devoting a majority of their time, resources, and investments in technology to support it?