



## CARRIER CONTRACT OPTIMIZATION

### **Renegotiating your agreement: What's your poker strategy?**

You're sitting at the poker table. You're holding two pair—Jack-high. A good hand, with good probabilities. But what is the guy across the table holding? More importantly, who is he? How does he operate? What are his tells and what are his instincts based on your long-established benchmark observations of him? Based on those benchmarks, you make your play and simply hope for the best.

### **What if you could see his cards?**

When iDrive Logistics helps you renegotiate your carrier agreement, you know exactly what cards the carriers are holding. Our corporate pricing team is led by a member of the elite, eight-person group that was responsible for the cost and pricing model for the largest carrier in the world. This gives iDrive a unique, insider understanding of the carriers' existing pricing methodology, which allows us to employ a cost model philosophy when renegotiating your carrier agreement (rather than the benchmark approach used by our competitors).

Put more simply, we know how much it costs the carriers to ship any package from point A to B, what their desired margins are and where they're overly profitable. As a result, our cost model philosophy combined with our analysis of your distribution model allows us to create a negotiation and concession strategy that secures the best possible rates for your company.

**iDrive sits behind you at the table. Hear us.**

**Call 888.797.0929**



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“ We had an exceptional contract and I was doubtful that iDrive could do much for us and expressed as much. iDrive reviewed our contract and stated that we did indeed have a very aggressive contract but that they would go to work and see what they could do. The net result was significant for us. ”

GREG SANDERS  
PRESIDENT, KSG DISTRIBUTING INC.

### Features of iDrive Logistics Optimization

- Detailed concession strategy with insider information to uncover savings opportunities based on your company's characteristics and the carriers' available concessions
- Unique knowledge on how to approach and work with Carriers
- Understanding of market from carrier and shipper perspective
- Optimizes all modes of transportation: Parcel, LTL, Ocean, Freight, etc.
- Drill deep into your companies shipping traits
- Secure new and improved carrier rates
- Critical reporting capabilities that lead to improved decision making

### The iDrive Difference



#### Unmatched Analytical Team

We are the only company in the industry that has a member of our team who was responsible for cost models, pricing models, pricing policies and agreement language for the largest carrier in the world.



#### Cost Model Philosophy

Because of our unique approach, our analysis is NOT based on benchmarking but on cost models. We understand how and why the carriers set up their agreements and what concessions are available.



#### Quarterly Reviews

We provide you with professional quarterly reviews of your carrier agreements. This ensures that you are always receiving the best pricing and service available.

**Call iDrive today! 888.797.0929**

