

Parcel Contract Negotiation

You Want TransImpact on Your Side of the Negotiation Table

TransImpact



Stop Leaving Money on the Bargaining Table Today

With world-class technology and the best parcel experts, we find an average of 23.6% in annual net cost reductions, and we have found over \$1 billion in savings. The best part? We do what we say. Otherwise, our clients don't pay a penny.

Our proven process is efficient, and we guarantee the results. Here's how it works:

1 Comprehensive Analysis (1 Week)

A successful parcel contract negotiation begins with your data. In the first week, we apply our expertise and proprietary knowledge to find you the savings before you meet with your carrier.

- Receive your parcel data
- Thoroughly analyze your parcel shipping history
- Match your data to market-appropriate rates

2 Negotiation Strategy (2 Weeks)

We work behind the scenes with our clients to create carrier proposals customized to your needs.

- Analyze and evaluate carriers' proposals
- Uncover opportunities within each proposal and identify limitations
- Craft responses and alternative proposals for clients to send to their carriers

3 Negotiation Advisory (3-5 Weeks)

The negotiation process doesn't end at the first proposal. During this stage, we make sure that the deal our client ultimately makes is the most beneficial to their priorities.

- Identify ways to level the playing field
- Create a compelling financial rationale for the carrier to accept
- Create a precise negotiation schedule to capitalize on the momentum and allow for proposal analysis

4 Implement Savings (5-6 Weeks)

After negotiating, our clients can take the best offer and leave the bargaining table knowing they have the optimal deal for their business.

- Validate the savings we guaranteed, once the agreement is finalized
- Implement new rates and make sure the carriers stay accountable
- Send weekly reports to prove your savings

2008
FOUNDED

200+
EMPLOYEES

800+ YEARS
of INDUSTRY
EXPERIENCE

\$1BN+ HARD
DOLLAR
SAVINGS

1,200+
CLIENTS



DIGITAL
TRANSFORMATION



INNOVATION AND
THOUGHT LEADERSHIP



EXECUTION
EXCELLENCE



INDUSTRY
EXPERIENCE



CULTURE OF
CORE VALUES