

Carrier Contract Analysis & Negotiation



enVista's experts are well versed in transportation pricing and carrier/contract management. With extensive professional knowledge of how carrier contract analyses and negotiations work from both sides of the table, enVista's experts consistently deliver savings in every transportation mode, and from shipper to shipper, with an average of 8-10 percent.

It begins with identifying the Key Performance Indicators of your specific business model. Saving money is a primary goal, but it's not your business's only goal. enVista will help you discover what's most important and work to achieve your goals.

- Channel transit time requirements
- Capacity requirements
- Technology integration
- Exception reporting
- Live shipment tracking
- Insurance/indemnification
- Pickup/lead times
- Delivery windows
- Accessorial/surcharge targets

enVista's Process

Analysis: We analyze every step of the process by establishing baseline cost models using your carrier data, evaluating and incorporating operational requirements, and establishing cost targets for all material cost drivers based on optimized service standards. All of our analytics are performed at the package/shipment level, ensuring highly accurate, reliable results. Deep data pools allow enVista to apprise your company of current market trends and cost variables as they apply to your network, shipping patterns, and freight metrics. Having the right information paired with granular analytics creates a stable foundation from which to negotiate.

Scenario Management: In concert with enVista's proprietary toolset, we comb through granular changes to routing, service level optimization, packaging and more to create cost scenario models to find you the best savings on your transportation spend. Historical package/shipment level data is adjusted to ensure that savings projections align with where you are going, not where you have been.

Negotiation Management: enVista will help craft the negotiation strategy throughout the process, crafting carrier communications to ensure that participants have the data they need and clear understanding of what is expected all along the way. We will guide you through multiple rounds of negotiations and help you understand when a viable execution point is reached.

Results

Our promise is to provide more than just a partner that delivers shipping savings. We diligently watch your freight spend from every angle, utilizing all our tools to save you costs where possible. Partnered with enVista's experienced team of transportation professionals, our advanced analytics and business intelligence deliver a scalable suite to significantly reduce shipping costs across multiple modes of transportation, including:

- Parcel
- Ocean container
- Air freight and forwarding
- Rail and intermodal
- Less-than-truckload and full truckload
- Private fleet
- Dedicated contract carriage
- 3PL

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