

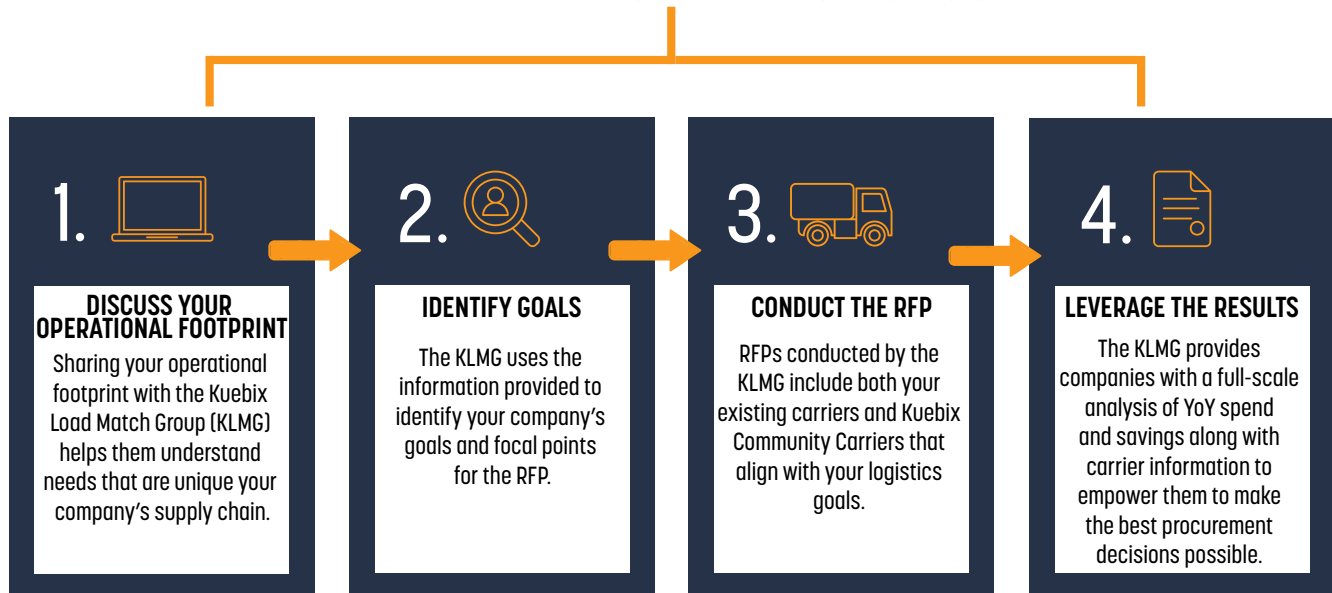
# RFP / LANE ANALYSIS

## KUEBIX LOAD MATCH GROUP (KLMG)

The **Kuebix Load Match Group (KLMG)** provides complimentary RFP and lane analysis services, leveraging **Kuebix's** load matching platform, to help shippers gain new, direct relationships with carriers. The KLMG consists of logistics professionals dedicated to providing Kuebix users with opportunities to improve their pricing and add capacity options to their truckload programs.

This team manages the vetting and analysis of potential carriers and facilitates the direct relationship between those with freight and those with empty capacity to fill for increased efficiency. When a shipper leverages the KLMG's service, running bids is easier and shippers are able to conduct bid requests more often, allowing them to consistently secure capacity and identify rate changes. Instead of managing the process of expanding their carrier network manually, shippers can simply leave it up to the Load Match Group.

## CONDUCTING AN RFP WITH KUEBIX LOAD MATCH GROUP



Leverage the **Kuebix Load Match Group (KLMG)** to develop and conduct a **request for proposal (RFP)** to source negotiated rates with truckload carriers.



### CONDUCTING AN RFP/LANE ANALYSIS WITH THE KLMG:

One of the main ways the KLMG identifies opportunities for shippers is by helping them develop and conduct a request for proposal (RFP) to source negotiated rates with truckload carriers. In addition to assembling the RFP itself, the KLMG also helps to convey the shipper's goals to incumbent and prospective carriers. The KLMG presents the results and their recommendations to empower shippers to select the best carrier possible for their freight.

### QUESTIONS TO CONSIDER WHEN ESTABLISHING RFP GOALS:

- What has been your biggest truckload challenge in the past 12-18 months?
- What truckload challenge have you spent the most time on?
- What is the most common or recurring issue your customer service representatives are dealing with as a result of your truckload carriers?
- Are you expecting to produce/ship more truckload products in the next year?
- Do you have any concerns about your current carriers providing services and/or capacity in the next 12-18 months?
- Have any of your current carriers taken a rate increase in the past 12-18 months?
- What is your biggest concern about bringing on a new carrier?
- What is the range and average value of your truckload shipments?

### BENEFITS OF AN RFP WITH KUEBIX LOAD MATCH GROUP:

- Access to a deep bench of carriers
- Opportunity to work directly with asset-based carriers (notably regional carriers)
- Simplified process to onboard new quality providers
- Ability to manage multiple RFPs (annual, monthly, weekly, mini-bids)
- Single database for historical bids
- Procurement tool for new lanes



For more information, email us at [LoadMatch@Kuebix.com](mailto:LoadMatch@Kuebix.com).