

# LSP Quotation Solutions

  
Approach

  
Accuracy

  
Efficiency

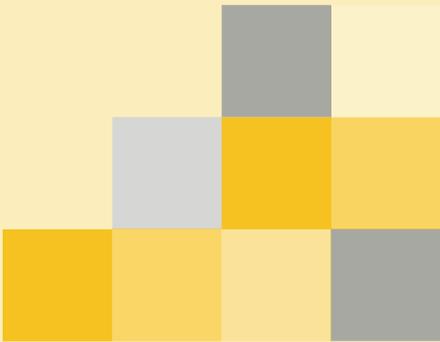
  
Rule Generation

MANUAL	vs.	AUTONOMOUS
Research market data and human bias		Integrate with TMS to receive data input and load parameters
Danger of bidding too high or too low especially in volatile markets		Win rate prediction within 8% by leveraging data-science, market conditions, and customer/load characteristics
Average of 5-20 minutes to generate a full quote		Full quotes generated in <b>less than 2 seconds</b> on average
Semi-automated and generic; based on tribal knowledge and human bias		Generate and prioritize quotation business rules based on margin requirements, equipment type, distance, pick up and delivery windows, stop location, and more  <b>Big Benefit: Optimizes rates and improves quote velocity</b>

# Company Overview

TNX by Transporeon leverages modern tech to help logistics service providers automate the quotation process. Our Autonomous Quotation technology helps streamline the end-to-end quotation process by predicting buy-side rates. Leverage an automated rule engine to create a comprehensive quotation in seconds.

Using TNX Autonomous Quotation, LSPs can win more business and rapidly respond to tender requests with data-backed quotes. Competitive pricing suggestions are based on historical and real-time market data, carrier behavior, and data science.



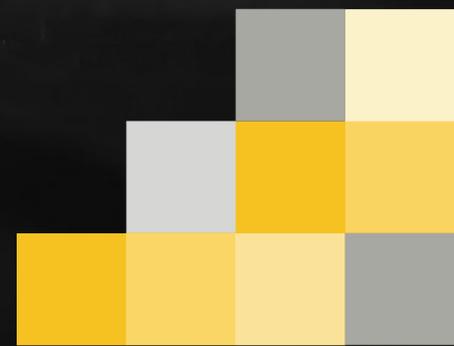
## What is Autonomous Quotation?

Cutting-edge tools to increase quote velocity and precision.

### CURRENT CHALLENGES

- Erratic and volatile markets
- Unique customer requirements
- Cost/service trade-offs
- Broad, blended freight indexes and static pricing
- Manual rate look up
- Overloaded team
- Time consuming research (>15 minutes)
- Missed margin opportunities
- Lacking resources to increase capacity
- Inconsistent relationship with carriers

**Too much time** is spent on manual quotes with even the fastest planners averaging 2-3 minutes per load.



# LSPs are Evolving

## New tech automates the quotation process by:

Researching  
the market



Considering  
load details



Looking at  
carrier history



Offering price  
recommendations



Data-based, automated  
and **dynamic** quotation  
means **everybody wins.**

- ✓ **Shippers** get benefit from lower rates and faster deliveries
- ✓ **Freight forwarders and brokers** get dependable estimates and optimize rep workloads
- ✓ **Carriers** spend less time on bids and get enticing market-based offers

# Identify the Sweet Spot



## Business Benefits:

- ✓ **Top Line Growth** by increasing quote volume
- ✓ **Speed** by instant API quoting
- ✓ **Cost Reduction** by automated quoting
- ✓ **Price Accuracy** by smarter quoting

The results speak for themselves.

Just ask **MODE**  
TRANSPORTATION

Utilizing Autonomous Quotation, Mode Transport averages >20K quotes/day.

💡 A fast planner *might* be able to do 100 quotes per day.