

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

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

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

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

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+
SAVINGS
HARD DOLLAR

1,200+
CLIENTS



DIGITAL
TRANSFORMATION



INNOVATION AND
THOUGHT LEADERSHIP



EXECUTION
EXCELLENCE



INDUSTRY
EXPERIENCE



CULTURE OF
CORE VALUES