



There's just no excuse for a bad carrier agreement.

Misconceptions about parcel negotiation result in millions being left on the table. Experience isn't enough. Despite what you might think, you need an expert to coach you through the negotiation process and keep you competitive.

Trust Transportation Impact to help you... *Ship smarter. Spend less.*



My current agreement hasn't expired.

Your agreement can be renegotiated at any time. Our average customer is 13 months into a 36-month term when they hire us. Even if your agreement contains an early termination or buyout clause, we can still leverage your volume to achieve maximum cost reduction.



I can't use a third party.

Don't let your carrier strong-arm you into taking what they give you. You need a coach to help your team from the sidelines to ensure your interests are protected while your relationship is preserved. There's nothing wrong with having an expert on your side.



I can't share my shipping data with you.

Sure you can. You own your shipping data. Besides, there is a big misconception when it comes to data's inherent value. Alone, it's worthless, but when studied by a trained eye and compared with relevant information it can paint a vivid picture.



We can negotiate by ourselves.

Negotiate yourself, cut out the middle man, keep all the savings. We get it. But carrier contracts are loaded with language designed to divert your attention and dilute your savings. You hire an accountant to do your taxes. Let us negotiate your agreement.



We just don't have the time.

Time is money. You can continue to hemorrhage cash or you can secure maximum cost reduction in just 3-4 hours during a short 4-6 week negotiation period. We know your time is valuable. That's exactly why we want to help.



Everyone says they can save us money.

But not everyone will guarantee it, in writing, to the tenth of a percent. You only pay us a percentage of the savings we generate. It's easy to see there is an incentive for us to maximize your cost reduction.



*TI did an incredible job as our consultant running our small package bid. I performed bids myself in the past, but was amazed at their knowledge and how that knowledge led to double-digit savings, even when our spend dropped from \$6.5 million to \$2.5 million. **Allen Thornton, Former Manager, Carrier Sourcing for Reynolds Wrap***

