



OPTIMIZING FREIGHT PROCUREMENT: Expertise and Technology

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Outsourcing Your RFP



As the year 2024 looms on the horizon, companies specializing in freight procurement events have a lot on their agenda. Achieving 2023 goals, lowering transportation spend, and meeting capacity demands should be at the forefront of their attention. A crucial part of ensuring success in these areas is selecting the right partner for your Request for Proposal (RFP) process.

Outsourcing your RFP process to Wavepoint is a smart, effectual move that not only allows you to focus on achieving your goals but also guarantees savings on transportation spend and benefits from their unparalleled market expertise and robust technological infrastructure.

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Wavepoint's RFP process focuses on:

- ▶ **Tailored Capacity Agreements:** Our expertise extends beyond standard agreements to tailor contracts that facilitate optimal balance between supply chain performance and cost efficiency.
- ▶ **Supply Chain Optimization:** Our team identifies areas of improvement in your supply chain network and recommends decisions that yield improved efficiency, flexibility, and cost savings.
- ▶ **Cost Reduction Initiatives:** From analyzing carrier rates to benchmarking against current market pricing, we strive to obtain the best-possible rate for you.
- ▶ **Precision-Driven RFP Management:** One of our core strengths is our meticulous attention to detail. We take care of every nuance of the RFP process, enabling you to experience end-to-end RFP management with the utmost precision, ensuring all your requirements are accurately and effectively addressed.

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Free up Your Time to Focus on 2023's Goals

Time is a limited resource, and with a dynamic 3PL like Wavepoint taking care of the RFP process, you're assured that the nuances of the RFP are meticulously handled. Wavepoint's expertise will enable them to tackle capacity agreements, supply chain optimization and cost reduction efforts, with the utmost precision, ultimately providing you with a hassle-free RFP experience. Outsourcing your RFP is a strategic decision that not only lightens your load but enhances long-term productivity. It's time your company put your valuable resources where they matter the most.

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"It takes a long time to complete an annual truckload RFP process — four months on average — and market conditions render the agreed-upon rates obsolete about six months after that in a typical year. Truckload carriers bid aggressively on underpriced freight to maintain asset utilization, knowing they'll have to walk away from their contracts when the spot market heats up so they can turn a profit." *Freightwaves*



Save More with Wavepoint's Expertise in Transportation

Reducing transportation spend continues to be a vital focal point for every successful freight procurement operation. Wavepoint's team of experts specializes in analyzing and crunching data on market rates and industry trends to identify optimization potential in each aspect of the supply chain. By using their capacity sourcing proficiency, they will secure the best carriers for your freight requirements, ensuring financial savings and overall cost efficiency for your company.

Entrusting your RFP to Wavepoint means you'll be effectively capitalizing on their knowledge of global markets, industry exposure, and experience in negotiating profitable contracts that align with your budgetary goals. Wavepoint is very active in freight marketplaces which makes it easier to connect with qualified carriers, compare rates, and analyze tender acceptance. Wavepoint's access to these freight marketplaces expands your carrier options and offers more competitive pricing. The key here, is knowing what carriers are qualified to serve your needs, with a top safety record and financial stability.

"By reassessing truckload procurement strategies and embracing an increasingly diverse and decentralized marketplace, (shippers) are fortifying their supply chains against disruptions and blown budgets. This strategic approach both equips shippers with the agility to handle the ups and downs of the market and positions them favorably to seize opportunities and emerge victorious during the next capacity crisis, which gets closer by the day." *Journal of Commerce*

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Enhanced Capacity and Technology through Wavepoint's Solutions

In today's fast-paced world, technology plays a formidable role in creating efficient, smooth-running logistics solutions. Wavepoint recognizes the importance of leveraging innovative tools in managing your RFP process, driving maximum capacity utilization and optimizing carrier networks.

What does this mean for your freight procurement event? Wavepoint's cutting-edge infrastructure boasts a harmonious blend of proprietary software, data analytics, and tracking tools that synergize to bring you the best carriers and shipping lanes. This technological superiority translates to faster decision-making, streamlined communication with carriers, and an unmatched ability to adapt to sudden changes in market dynamics.

By relying on a comprehensive suite of solutions, you can be confident that your RFP is managed with an emphasis on capacity and efficiency, both essential components in driving your company's success in the freight procurement arena.

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What makes **Wavepoint 3PL** a better solution?

Wavepoint, a 3PL company that excels in all aspects of freight procurement, helping you stay on track to achieve your goals. Outsourcing your RFP to Wavepoint guarantees a better outcome for your upcoming procurement event.

- ▶ **Tailored Capacity Agreements**
- ▶ **Supply Chain Optimization**
- ▶ **Cost Reduction Initiatives**
- ▶ **Precision-Driven RFP Management**

Additionally, our optimization and modeling tools support supply chain evaluations, facility network appraisals, transportation assessments, and warehousing and inventory analysis.

Wavepoint 3PL is your flexible logistic services provider for streamlined solutions from LTL and truckload services through an asset-based fleet; warehouse and inventory management in food grade facilities; and technology-enabled omnichannel fulfillment services, among other value-added offerings.

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