FREIGHTWISE

Trouble Controlling Freight Costs?

See how much FreightWise can drop straight to your bottom line

Chances are good that whatever challenges you had pre-pandemic didn't prepare you for what you've had to wrestle with since early 2020.

And this year, you've had supply-chain issues nobody would have imagined even a year ago. Components and finished equipment are stuck on cargo ships, labor shortages slow the transportation process every step of the way, trucking is snarled, and fuel costs are through the roof. So, what can you do?

How One Business Saved Big

In late 2019, just before the pandemic hit, one large foodservice equipment dealer/distributor, headquartered in the Midwest with branch facilities around the country, realized it had to rein in its parcel and less-than-truckload (LTL) costs. Heavy equipment, light equipment, smallwares, and even parts were coming in and going out all over the country. Chain business was growing and expanding geographically, and so were those store-opening packages.

Enter FreightWise, a freight software and services provider headquartered in Brentwood, Tenn., just outside of Nashville. With proprietary and uniquely comprehensive software and services, FreightWise has been ranked among the fastest-growing logistics and transportation companies for the past several years by *Inc.* magazine. Today the company has clients across numerous industries, including such names as Facebook and Kubota, among many others. In the foodservice equipment segment, more than a dozen manufacturing and distribution brands use FreightWise software and services.

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CASE STUDY

Key Freight Numbers

Approximately 12,000 LTL shipments per year

30% inbound, 50% outbound, 20% third-party manufacturer to customer

485 lbs. average inbound shipment weight

Distribution area: All lower 48 states, plus Hawaii

Cost Savings

SOFT COSTS
1 FTE in accounting, plus misc. support labor

HARD COSTS
12-13% total net annual transportation cost savings

Control at Your Fingertips

Unlike many freight services firms, FreightWise provides software and support, while all the control and decision-making remain with the client. Nobody's changing your carriers or your relationships, unless you decide to change them.

"Data is everything these days," the dealer/distributor's VP of operations says. FreightWise gives us a platform to help us go beyond freight cost. We can see, compare, and choose from all the best bids; monitor shipping status; view invoices; and see everything all in one screen view."

"You can go to anyone, and they'll say they will save you X%," he continues. "But a single logistics source that can integrate their bill of lading system and their transportation management system with our existing systems, let us select the best carrier, and also support us in bill pay and audit — there's a lot of savings there."

Before, he points out, the company's 12,000 shipments a year were entered by hand in accounting. "Now, FreightWise helps us with general ledger coding, and they send us a summary every week. That itself saves us a full head count in accounting.

"With the direct costs, plus the value add and the reduction in head count, the likely savings are 12-13% overall. The softer savings makes FreightWise that much more valuable, and they're such a compatible fit," he says. "They do what we don't do well — not only with negotiating in our best interest, but also with the administrative challenges that come with managing so many shipments."

He also says that FreightWise has been a good collaborative partner for technology development. "FreightWise integrates with our ERP (enterprise resource planning) system, populates correct data, and integrates with their TMS (transportation management system), letting us see more carrier options. Companies cannot afford to put all their eggs in one basket because it's easier to manage. FreightWise makes it possible to keep things simple and unlock savings and logistics efficiencies in real time."

"There are lots of TMS systems, but not any that do what FreightWise does."

As for the current market turbulence, he says FreightWise has been an advantage there, too. "Just for comparison, average LTL carriers raised prices 8-10% last year. With FreightWise's leverage, we've accepted a more modest 1-3% increase." ∎

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How can we help with your freight spend?

For further information about how FreightWise can reduce your freight costs and simplify your order-to-ship process, **contact Rich Gleitsmann at gleitrp@outlook.com.**

Rich is a consultant working with FreightWise and has 30 years of experience in the foodservice equipment industry, including serving as president of Hobart, president of ITW's Food Equipment Group, and COO of ALI Group NA.

About the FreightWise TMS

With rising freight costs and high customer expectations, it's more important than ever to run an efficient, cost-conscious transportation operation.

The cloud-based FreightWise TMS enables end-to-end management of your entire logistics operation. Our best-in-class freight management tools, reporting, and insights will help your business move products faster and gain the visibility you need to rein in costs.

FreightWise TMS features

→ **No more guesswork:** Fully loaded tariffs, rates, modes, and routes mean every order is shipped optimally. Automate least-cost carrier selection, rules-based risk management, and policy compliance.

→ **Robust reporting:** Leverage dashboard insights into inbound, outbound, third-party shipments, and more. Analyze mode usage, least-cost carrier selection, and rates over time.

→ **Simplified payments and auditing:** Streamline your invoice processes. Automated workflows instantly compare invoices to contract terms to identify discrepancies so that you don't pay more than you've contracted.

→ **Digitized records:** Contracts, BOLs, invoices, and delivery receipts are all digitized, searchable, and accessible in our cloud-based document management platform so you can find the information you need anywhere, any time — no filing cabinet required.

→ **One screen to rule them all:** Use our open API to connect your ERP, OMS, WMS, and TMS platforms so that your teams can work more efficiently in a single system without entering data twice. Bring in carrier data feeds for pick-up requests, tracking, label printing, and more.

Up to 20-30%
cost savings on annual transportation spend

100s of hours
repurposed each month

Top benefits

✓ Reduce costs with dynamic routing, least-cost carrier selection, and mode optimization.

✓ Move more products through your supply chain faster.

✓ Improve your customer experience with faster order processing times and automated shipping notifications.

✓ Seamlessly integrate your WMS, OMS, and ERP systems.

✓ Rest easy with secure record management and automated risk management.

✓ Get intelligent insights that can help you build a best-in-class logistics operation.

About FreightWise

FreightWise was founded to fill a gap in the supply chain logistics space by providing a best-in-class SaaS platform and managed services that solve clients' transportation management challenges and reduce time, money, and resources spent on shipping. Visit freightwisellc.com.

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