

Analyze & Procure

Overview

Negotiate with our support:

- Immediate access to BirdDog's Professional Services team, technology & processes
- Maintain control: the final carrier decision is in your hands
- Obtain best-in-class agreements by leveraging our former pricing executives
- Ensure contract compliance and competitiveness

Freight Management:

- Immediate access to our expansive carrier network
- Stringent carrier selection process to ensure safety and reliability
- Multiple modes available
- 24/7 detailed visibility
- Expand your transportation department through our experienced team

Optimize Your Savings

Among your entire transportation portfolio, Parcel and LTL contracts can be the most challenging agreements to optimize. However, they provide the greatest opportunity to streamline operations, placing more money back into your shipping budget. BirdDog takes a holistic approach when balancing your contracts, to ensure that the shipping methods chosen effectively match your business' overall needs and long-term goals. Easily maintain control while placing the burden of negotiating entirely on us:

Contract Negotiations

1. *Shipment & Contract Analysis:* BirdDog begins the transportation management process with a comprehensive analysis of your current shipping patterns, service mix, package characteristics, contract, and industry data. A list of potential savings opportunities will be identified.

2. *Establish Parameters:* BirdDog knows each customer's business needs are unique. Before our consultants get to work, we will meet with you to better understand your environment and evolving requirements.

3. *Bid Management:* BirdDog has invested heavily in a Professional Services team consisting of former pricing and operations management executives from the major carriers. Through this team, we will help create the bid documents and assist you throughout the entire RFP process.

4. *Carrier Negotiation:* BirdDog will analyze each bid response and will help with the negotiation of all aspects of your contract(s), considering more than 130 factors.

5. *Carrier Selection:* Once your contracts have been negotiated, BirdDog will present the outcome of the bid process, providing recommendations to help you make the most informed business decision. The final carrier selection is ultimately yours.

6. *Contract Implementation:* After selecting a carrier, BirdDog will oversee implementation of your new contracts. We will work proactively to ensure that issues are resolved quickly while continuously keeping you informed.

7. *Ongoing Monitoring:* After your new contracts are in place BirdDog will continue to work with you to ensure that your carriers are in compliance, contracts remain competitive, and that those contracts continue to meet your changing business needs.

BirdDog's goal is not to replace your current transportation department. Rather, we aim to optimize your current procurement process by working with you as an extension of your team.

To assist those who wish to fully outsource the procurement process, especially for modes such as truckload, we offer freight management services through our brokerage division, *BirdDog Logistics*. As a non-asset-based service provider, BirdDog Logistics will provide you with unbiased, economical solutions that reliably meet your transportation needs.

