

CLEARTRACK *Load Tender Xchange*™

Interactive Supply Chain Services at the Speed of NOW

**Take Command of Load Bids with
ClearTrack's Load Tender X-Change™**



THE SITUATION

Identifying the most cost-effective and reliable carrier to cover the next load on a work plan is an ongoing business challenge for retailers and manufacturers alike. The problem is especially acute for mid-size companies, who lack the steady, predictable volume carriers require in order to fully commit the necessary resources. Without that commitment, retailers and manufacturers must constantly engage in unplanned, ad hoc negotiations with default carriers to secure acceptable terms.

Often, the load bid process is highly inefficient. Communication is uncoordinated, using outdated technology (spreadsheets, emails, phone calls, faxes) incapable of producing a centralized source of information that can be easily managed and controlled. Sending out requests for pricing to multiple carriers in an attempt to better manage cost and service levels introduces even more complexities and delays to an already disorganized and time-consuming effort.

Key Questions

How do I know that the bids I receive from carriers are fair and competitive?

How can our company dramatically reduce the inefficiencies of asking multiple carriers to bid on a shipment?

What if our company had access to a single business-to-business marketplace that was set up exclusively for our select carriers?



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CLEARTRACK

Load Tender Xchange

THE SOLUTION

By activating the power of cloud technology to connect seamlessly with a preferred carrier community, Load Tender X-Change™ from ClearTrack automates the request for pricing, load bidding and tender process for truckload and less-than-truckload shipments.

The Load Tender X-Change™ from ClearTrack:

- Delivers a turnkey system that creates a private, online e-bid market between retailers and preferred carriers.
- Provides a web-based platform that establishes a consistent single source of information, instantly accessible by all parties, and supports start-to-finish workflow facilitation and performance analysis.

How the X-Change Works:

- 1) Create and Distribute The Request** – Login to the Load Tender X-Change™ to build a customized request for a load bid, then electronically submit it to selected carriers via the online portal and e-mail with a single click.
- 2) Manage The Information** – You control both the type and structure of load bid information collected from your carrier community. That makes it easy to compare and analyze competing bids and award activities. You can also submit requests for changes and clarifications for non-conforming or incomplete bids. An online carrier portal organizes loads by status (Open Requests, Needs Acceptance, Bids Won, for example) for quick review.
- 3) Assign The Load Tender** – Load Tender X-Change™ provides all information to all parties in real time, creating a fair and competitive marketplace. Interested carriers electronically enter a bid before the deadline date and have the option to post additional information in a Comments section. You assign the load tender to a carrier, who either accepts or rejects it. Load bill of lading certificates are displayed online and can also be downloaded.
- 4) Monitor Performance** – Carriers must enter the actual load pick-up and delivery dates by location to help you track shipments and measure performance.

Value-Added Features:

- >> **Customization:** Easily add custom parameters for load tenders, including hazardous materials designations and high-value cargo.
- >> **Turnkey Performance:** Requires no corporate information technology expertise or support to set up and maintain.
- >> **Control:** Online system reveals the lowest bid when 3 or more bids are made; retailer accepts best case and can restrict accessibility of information to specific parties.
- >> **Versatility:** Load Tender X-Change™ can be used for both truckload and less-than-truckload shipments.
- >> **Ease of Use:** Assign multiple pickup and delivery points, add attachments, and easily copy load information for recurring shipments. Multiple search options let you find the information you need in seconds.

THE VALUE

- >> **Greater Efficiency:** Load Tender X-Change™ expedites the entire bidding process by creating a central exchange and online information source that commands and controls the pricing process and load management, dramatically cutting inefficient manual processes and follow-up activities.
- >> **Smarter Buying Decisions:** Using real-time information, the retailer can choose the best possible combination of price, reliability and performance. Load Tender X-Change™ captures and shares the history of each bidding process, creating a more efficient, knowledgeable and transparent marketplace for retailers, manufacturers and carriers.
- >> **Bonus for Carriers:** Carriers now have the opportunity and freedom to make a sale and keep drivers utilized with less downtime. They also benefit from a significant reduction in the manual effort and time consumed by offline communications.
- >> **Monthly Subscription Delivers Value:** ClearTrack's Load Tender X-Change™ is offered as an interactive service for a monthly access and support fee based on the load volume and number of carriers selected for the preferred network.