

### Why Source Transportation?

These past few years have challenged us in many ways—from acts of terrorism, wars, natural crises (hurricanes, tsunamis), fuel crisis, financial crisis and now a global crisis of confidence. All of this has created challenging times for major shippers worldwide. While these times create challenges, they also create opportunities for leading companies to partner with carriers to lower total costs, maintain critical service levels, and increase flexibility for the changes that we are yet to face.

CSSI understands all sides of the equation—your operations, carrier requirements and external market forces—all of which collectively affect your ability to procure service and save money in this time. We have helped hundreds of leading companies across various industries to gain a competitive advantage across transportation modes including, truckload, LTL, intermodal, ocean, air and small package.

### Our Approach

CSSI's transportation sourcing practitioners leverage years of experience to deliver results better, faster, and quicker for your transportation events. Our practitioners have sourced more than US\$4 billion in transportation freight across all modes and on nearly every continent. This experience is brought to bear for all clients, though our leading sourcing approach.

Key activities of our approach includes:

- Establish corporate-wide scope and objectives
- Complete comprehensive data collection and baseline analysis
- Define sourcing strategy and communications plan
- Build and manage RFI/RFP
- Analyze and optimize results by leveraging advanced optimization technologies
- Establish detailed negotiation strategies
- Negotiate and select carriers
- Define implementation requirements and strategies to enable targeted results

### Key Features

#### Comprehensive Approach

- We leverage best practices in sourcing, contract management, carrier relations, etc. to ensure that you gain the most from your sourcing efforts
- All activities are aligned with corporate goals and strategies, and communicated consistently across the organization

- We understand what it takes to be successful in sourcing transportation—it is not about just low cost, but developing a win-win understanding between your operations and the carriers

#### Data Driven Analytics

- A comprehensive lane-level baseline, developed through historic and forecasted shipping volumes
- Best-in-class templates and processes are leveraged to gain a detailed understanding of shipping requirements
- Comprehensive bid data provides detailed component pricing information, multi-level volume commitments and bundled, complex bid requirements

#### Leading-Edge Optimization Technology

- CSSI is "tool agnostic" and can leverage any number of advanced bid-optimization sourcing tools to develop multiple award scenarios, based on real business constraints
- Integrated RFP proposal and bid analytics provide immediate information and customized tools needed to support negotiation preparation and supplier selection

### Shipper Benefits

Whether you have a US\$50 or \$500 million in transportation spend, we can customize a solution that fits your needs and delivers the greatest return on investment in the industry. Benefits of CSSI's Strategic Transportation Sourcing initiatives include:

- Reduce freight rates and optimized carrier selection based on negotiated rates, volume capabilities and contract terms
- Sustained benefits through improved understanding of shipper's requirements, baseline shipment data, and sophisticated analysis tools
- Improved analysis of savings opportunities and risk/reward tradeoffs
- Insights into procurement and operational best practices
- Leading negotiation tactics and strategies to build win-win relations

### CornerStone Select, Inc.

For more information, visit  
[www.cssi-consulting.com](http://www.cssi-consulting.com)  
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