Best-in-Class companies are:

**Advantages of Trade Financing**

Companies using a trade finance solution as part of their freight payment process have:

- **Increase Working Capital by Leveraging Freight Spend**
  - All companies strive to optimize their working capital, either by reducing the need for it or by improving its flow from existing operations. What most companies do not even consider is the untapped opportunity in leveraging their freight spend to boost working capital.
  - Best-in-Class companies have a cash-to-cash cycle that is half of their competition and gives them a 30 day advantage in improving their bottom line. The freight spend for most organizations is 3-12% and when leveraged with a trade finance solution, can be an excellent source of optimized working capital that is largely untapped by most companies.

**Leaders See Operational Advantages in Outsourcing Freight Audit & Payment**

Best-in-Class companies leverage freight spend by outsourcing:

- 59% more of their company’s parcel transportation invoice for audit
- 168% more of their company’s non-parcel transportation invoice for audit

**Operational Advantages of Freight Spend Management**

Best-in-Class companies are:

- 47% more likely to have cost-to-serve modeling at the item, product & customer level
- 1.2x more likely to track actual total landed cost as a shipment / order progresses

**Advantages of Trade Financing**

Companies using a trade finance solution as part of their freight payment process have:

- Payment terms that are 1/3 that of competition
- Potential improvement in working capital $1.1M on a freight spend $1M net-discrepancy and 10% average cost

Best-in-Class companies have a cash-to-cash cycle that is half of their competition and gives them a 30 day advantage in improving their bottom line. The freight spend for most organizations is 3-12% and when leveraged with a trade finance solution, can be an excellent source of optimized working capital that is largely untapped by most companies.