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 30 day advantage in working captial.

Cash Conversion Cycle

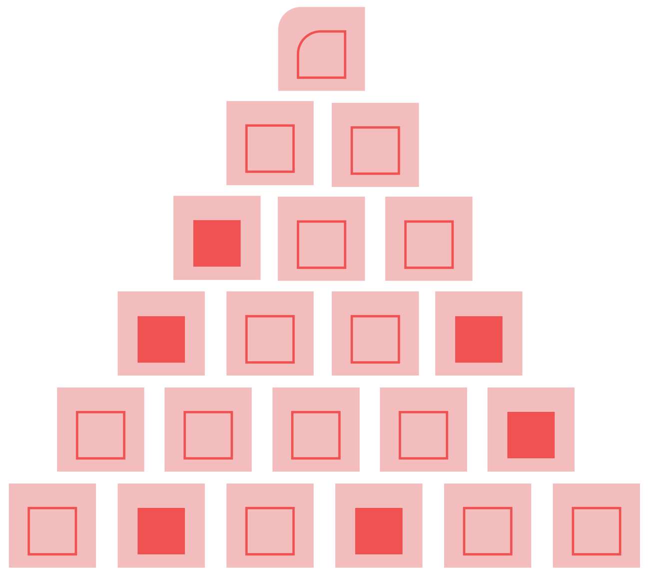
Best-in-Class:	All Others:
30 days	**59 days**

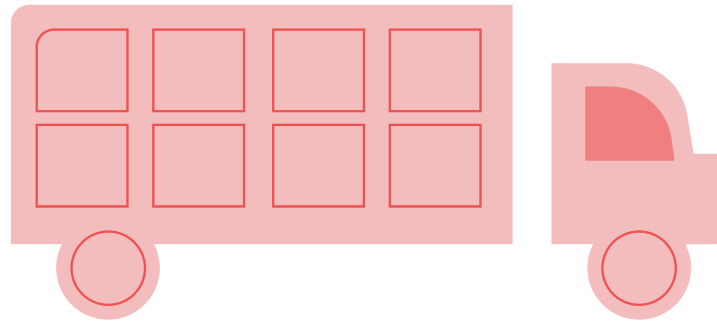
Leaders See Operational Advantages in Outsourcing Freight Audit & Payment

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

59% more of their company's **parcel transportation** invoices for audit

168% more of their company's **non-parcel transportation** invoices for audit





Best-in-Class companies are **81%** more likely to outsource their company's **Transportation Freight Audit and Payment** services

Operational Advantages of Freight Spend Management

Best-in-Class companies are:

1.2x more likely to **track actual total landed cost** as a shipment / order progresses

47% more likely to have **cost-to-serve modeling** at the item, product & customer level

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 of **$1M** net-90 terms 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.

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