



**C.H. ROBINSON**

**Truckload Savings and Reliability:**

# **Leverage Data Science to Transform Your RFP Process**

October 2020

# → Panelists



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IPC



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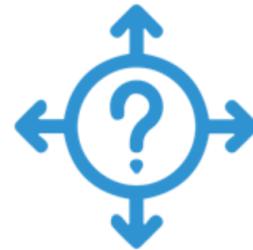
**With the ever-changing market,  
how do we adapt our RFP process?**



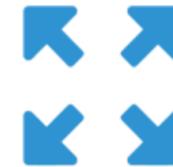
# → What we hear from our customers on why procuring freight is challenging



**High effort, unknown benefit:** RFP process can be a lot of time and effort, without finding meaningful savings



**Uncertainty:** How real is the rate and/or will it lead to route guide failures?



**One size fits all approach:** Hard to know if all lanes should go through the same process/should be treated equally



**Difficult to forecast:** Markets are always changing and are hard to predict

→ Today we will discuss: A case study in action

01

The Challenge

02

The Solution

03

What's Next



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## → Case study in action: Challenges

- The market is volatile and has caused disruption
- Operating lean and as efficiently as possible, with a small team
- Performing an annual bid can be time consuming—looking for advanced technology to improve the process
- A lot of shipments are time sensitive

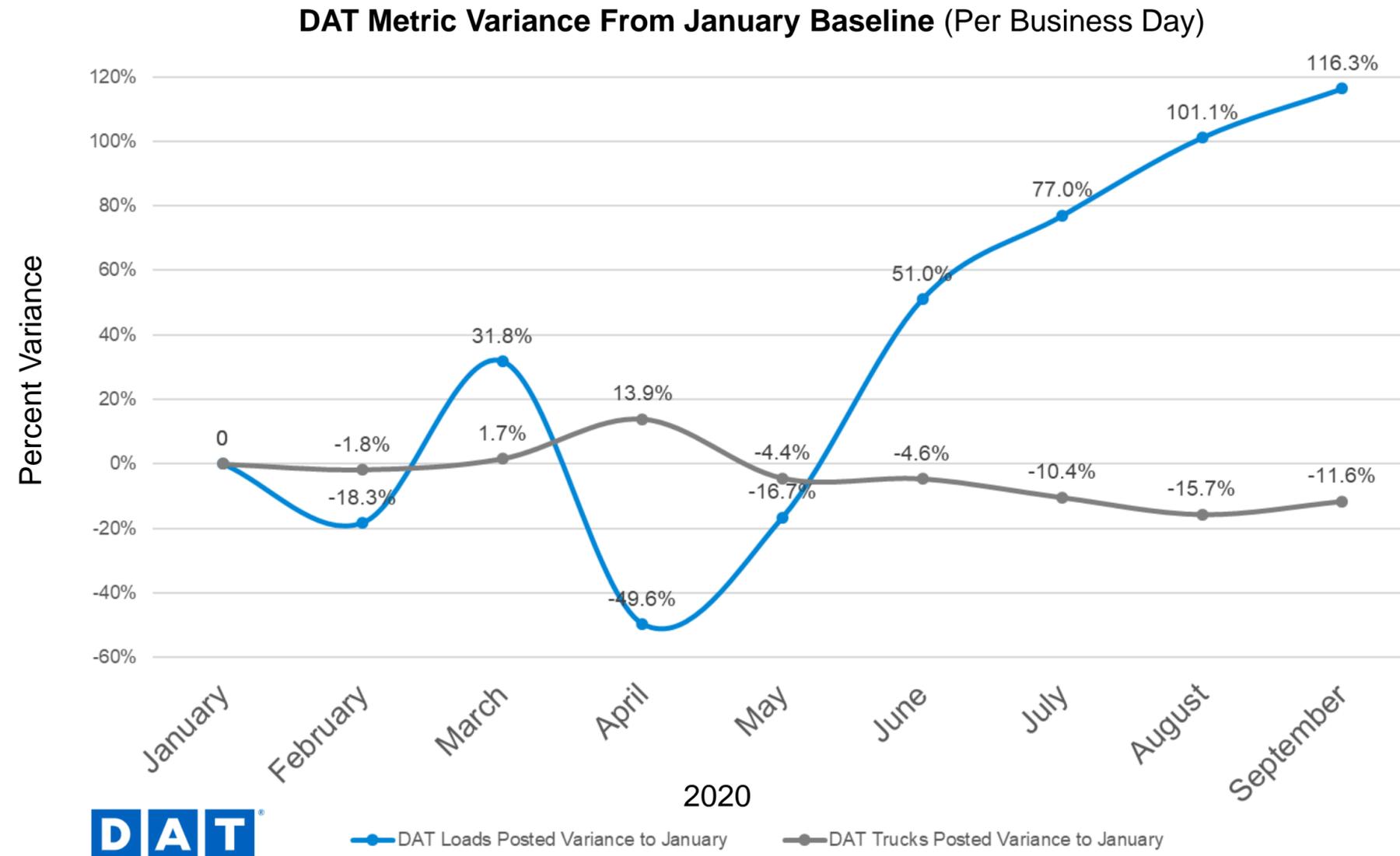


# Factors that can impact your truckload procurement strategies



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# → Market cycle: Tight markets correlate to underperformance



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01

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02

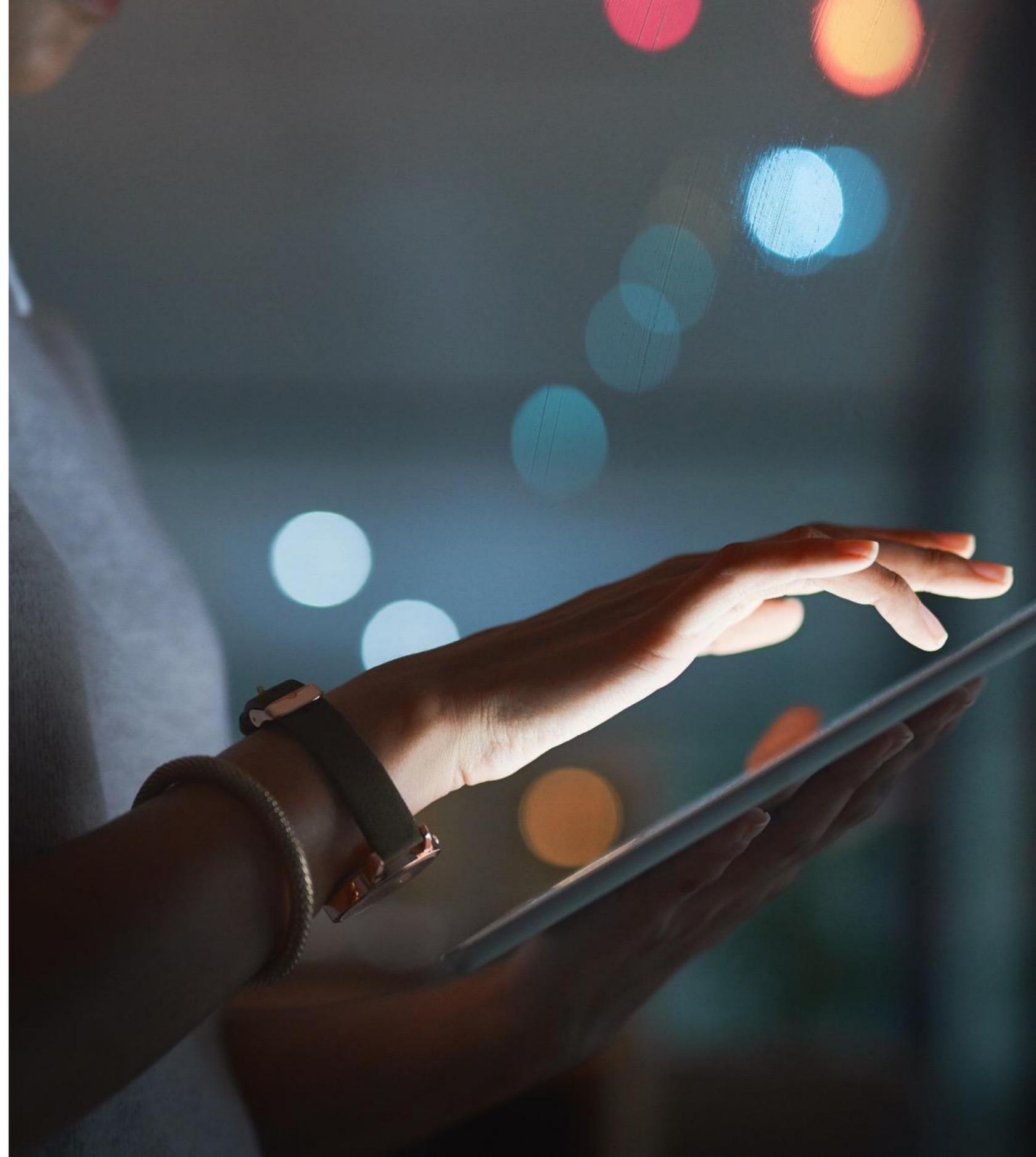
The Solution

03

What's Next

## → Case study in action: The solution

- IPC and C.H. Robinson are using technology and data science to identify optimal, agile procurement strategies as IPC enters their RFP



# PROCURE IQ™

Procure IQ is the latest innovative technology tool from



**C.H. ROBINSON**

LABS



**C.H. ROBINSON**



**With Procure IQ, you can take advantage of the best procurement strategy for each of your lanes to increase savings and reliability.**



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## → Case study in action: What's next

- Procure IQ is providing IPC an information advantage to navigate the market with their portfolio of suppliers.
- Opportunity to think differently by aligning networks to build density together and strategically procure capacity.
- Collaboration to drive continuous improvement by reviewing data throughout the year.



## → 3 key takeaways

1

Collaboration paired with the latest technology and data science enables you to **think differently** and transform your RFP process.

2

Ensure you have the **right procurement strategy** in place for your lanes, based on how they **fit into the marketplace**.

3

Take an **agile approach** and review your shipping data and procurement strategies throughout the year to ensure they continue to be optimal.

## → Want to learn more about Procure IQ?

- Visit [www.chrobinson.com/ProcureIQ](http://www.chrobinson.com/ProcureIQ)
- Reach out to your C.H. Robinson contact to get a custom analysis
- New to C.H. Robinson? Contact [ProcureIQ@chrobinson.com](mailto:ProcureIQ@chrobinson.com)

# → Our commitment to customers

**Global suite of services**

Work with a provider that can reliably meet all of your logistics services and technology needs today and in the future

**Technology built by and for supply chain experts**

Tailored, market-leading solutions that work for supply chain professionals and drive supply chain outcomes

**Information advantage driving smarter solutions**

Drive better outcomes for your business by taking advantage of our experience, data, and scale

**People you can rely on**

Our global network of experts acts as an extension of your team



# Questions

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# Thank You

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contact to get a custom analysis