7 secrets to
skyrocket carrier profits

01 SPEED UP OPERATIONS WITH AUTOMATIONS

Carriers waste time by manually performing tasks that could be automated, such as:

Creating and sending shipping documents.

Tracking and updating shipment status.

Creating and analyzing reports.

Handling every little daily task by hand keeps you from focusing on the bigger picture. This wasted time adds up and costs your business big in the long run.

Carriers can free up time and resources to focus on the bigger picture by automating tasks with the help of:

- **Data import** and sharing via software integrations: Letting your software talk to each other means you don't have to worry about double-entering data entry for multiple programs.
- **Automated rule-based alerting:** Custom alert rules keep the right people in the loop as issues arise. Imagine a TMS that emailed the shipper when a package is out for delivery automatically.
- **Maintenance alerts:** Receiving reminders when tractors and trailers need repairs ensures you'll never get caught by surprise.

Automating tasks reduces errors and increase efficiency, ultimately resulting in cost savings and better performance.

You can do the same tasks manually, or you can save time with technology that does the same tasks in a fraction of the time.
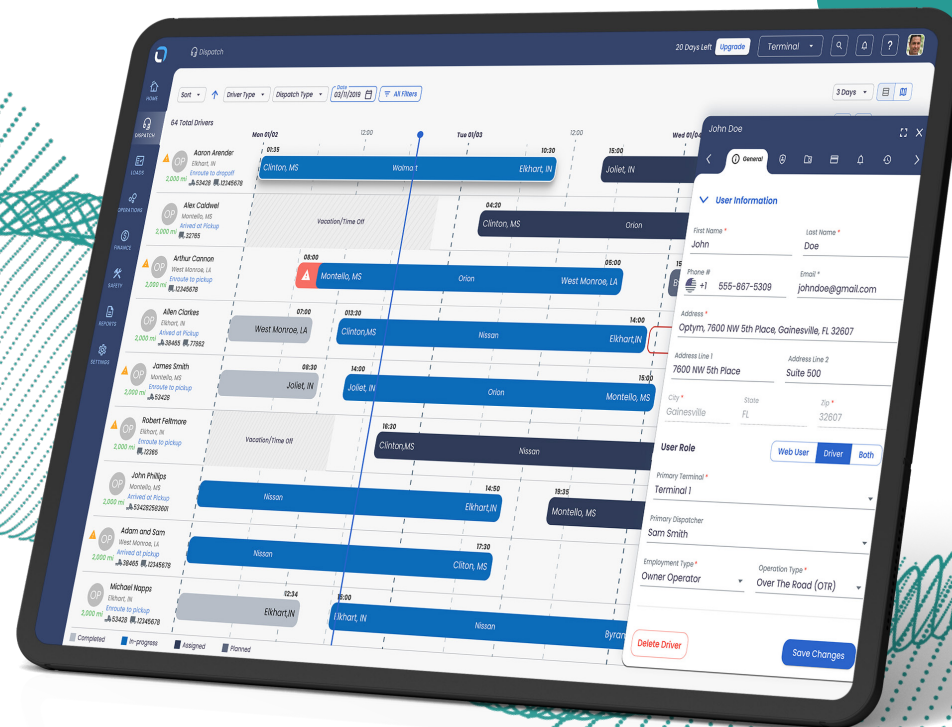
02 IMPROVE VISIBILITY

Without real-time tracking and monitoring, companies have limited visibility into their shipments and cargo status, making it difficult to provide accurate delivery estimates to customers. Unnecessary back and forth phone calls and text messages anger and waste the time of everyone involved.

Visibility via real-time status updates helps logistical managers act quickly to mitigate any contingencies that arise during routine operations. Improved visibility makes planning easier and leads to happier customers and better business.

By implementing real-time tracking and monitoring solutions, companies get access to up-to-date information on:

- Location
- Status
- Condition of their shipments

This helps them make informed decisions and quickly respond to any contingencies that occur during routine operations, such as traffic delays or unforeseen weather conditions. This improved visibility also helps logistical managers optimize their operations and make better-informed decisions when planning routes and scheduling deliveries.

Sharing updates via track-and-trace links leads to happier customers and better business. Customers today expect transparency and updates throughout the delivery process, and companies that provide this level of visibility are more likely to earn their trust and repeat business. Track-and-trace links let customers check in whenever they want while drivers focus on the road ahead.

03 GET A BETTER HOLD ON DATA

Companies struggling to track and report costs and performance are running in the dark. These companies find it challenging to identify areas for improvement and make informed business decisions.

The right information can help you avoid costly mistakes while making better decisions. Make sure your data is:

Accurate   **Timely**   **Consistent**

When companies have the right information, they can avoid costly mistakes and make better decisions. They can focus on reactive planning instead of making knee-jerk decisions, which helps them adapt to changing conditions and improve their performance over time. Reliable data helps companies identify areas for improvement, such as inefficiencies in their supply chain or opportunities to reduce costs.

It also helps companies make better decisions about:

- Which products to offer.
- Which markets to target.
- Which customers to focus on.

Having accurate and timely data leads to better service for customers through:

- More accurate delivery estimates.
- Quicker responses to customer inquiries.
- Better tracking of shipment statuses.

Using a TMS that simplifies data management with integrations goes a long way to getting your data under control.

04 SCALE OPERATIONS

Many companies find it hard to scale their operations as their business grows. Scaling is especially difficult for carriers running their business solely through spreadsheets. Most people think of more business as equaling more revenue. But more business also equals more work and responsibility.

Challenges when scaling operations include:

- Managing more drivers and vehicles.
- Handling more customer inquiries.
- Managing more complex logistics operations.

Smart automations help address these challenges by providing carriers with tools and systems that help them manage their growing operations more efficiently.
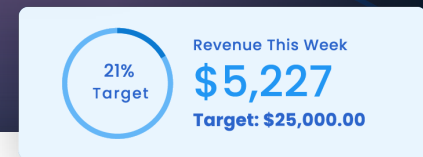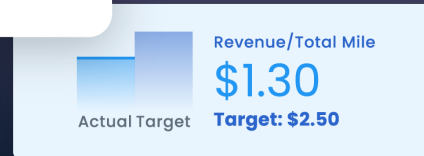
For example, automating the process of creating and sending shipping documents helps carriers save time and reduce errors, while real-time tracking and monitoring helps carriers stay on top of their shipments and respond quickly to any issues that pop up.

Adopting capable technology is one of the best ways to encourage growth in your business. Modern systems that simplify the transfer of institutional knowledge help businesses scale regardless of who's joining or leaving the team. Working with outdated solutions only leads to more frustration as your business grows.

05 PREDICT MAINTENANCE NEEDS

Without a system to track and monitor the maintenance needs of their vehicles, carriers may miss essential scheduled maintenance, which leads to breakdowns and unplanned repairs.
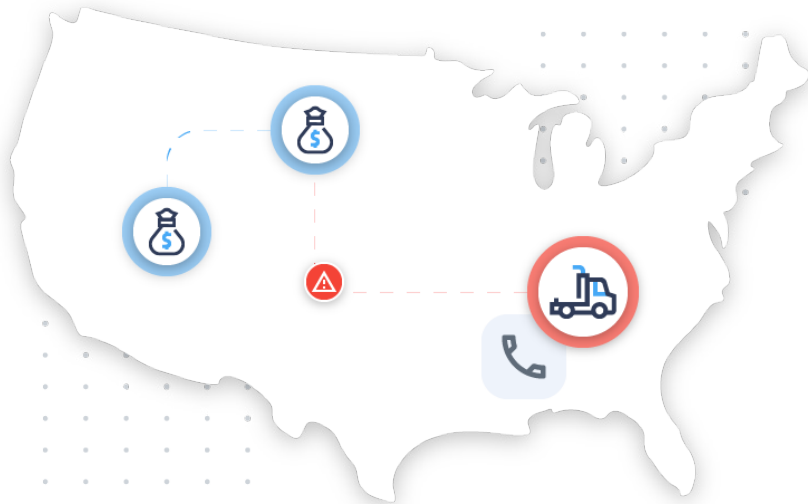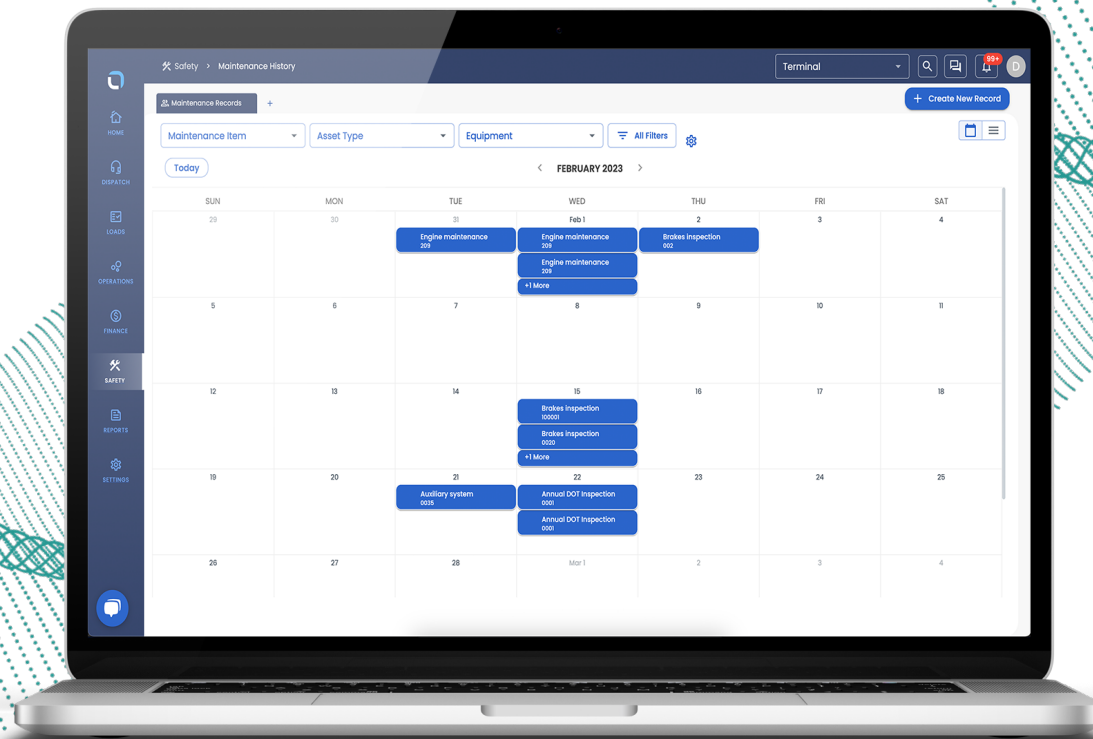
Unexpected maintenance causes:

Delays

Added costs

Potential safety hazards

A TMS helps carriers with unplanned maintenance by providing a centralized system for tracking and monitoring the maintenance needs of their fleet. It also helps carriers schedule regular maintenance and plan for unexpected repairs by providing alerts and notifications when vehicles need servicing.

Additionally, a TMS can help track each vehicle's maintenance history and schedule maintenance based on usage, reducing downtime and preventing breakdowns. Without predictive maintenance, you're risking unexpected breakdowns every time your drivers hit the road.

06   **SIMPLIFY FORECASTING**

Accurate forecasting is essential for efficient supply chain management. Without it, carriers may struggle to allocate resources appropriately, leading to:

- Wasted time
- Increased costs
- Lost opportunities

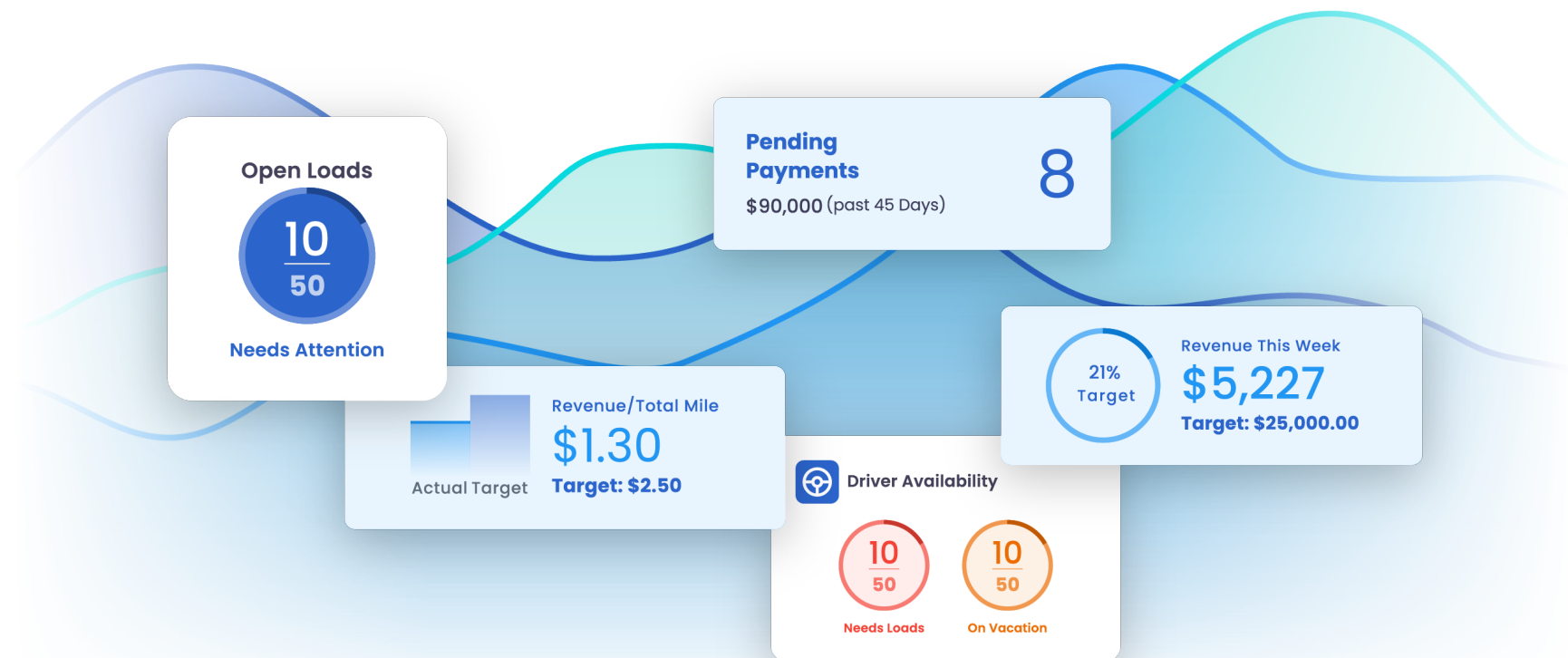This is especially true in the logistics industry, where demand fluctuates rapidly and unpredictably.

Forecasting is a challenge because it's difficult to predict demand. Fortunately, an intelligent TMS helps carriers overcome this challenge by providing real-time data about:

- Inventory levels
- Demand trends
- Supply chain disruptions

This data can be used to build accurate demand forecasts, allowing carriers to optimize their operations and allocate resources more efficiently.

You can use historical data to forecast future demand. Still, you also have to consider factors like seasonality (for example, sales are usually higher during the holidays) and other variables that may be outside your control.

With an intelligent TMS, forecasting is easy thanks to access to real-time data about inventory levels or supply chain disruptions.

Open Loads

10
—
50

Needs Attention

Pending Payments   8
$90,000 (past 45 Days)

Revenue/Total Mile
$1.30
Actual Target   **Target: $2.50**

Revenue This Week
21% Target   **$5,227**
Target: $25,000.00

Driver Availability

10
—
50
Needs Loads

10
—
50
On Vacation

07 ADOPT DIGITAL DOCUMENT MANAGEMENT

Document management isn't sexy. But it can make or break your business. And it'll become one of your biggest sources of frustration if you don't have it under control. Documents prove you've done the work. They're your key to getting paid.

Using a TMS with mobile and web apps, carriers can streamline their document management processes, making it easier to create, store, and share critical documents such as:

- Bills of lading
- Invoices
- Delivery receipts

This helps carriers avoid the frustration and potential errors that come with manual document management processes.

A TMS provides a centralized platform for managing documents, allowing carriers to access important information from anywhere, at any time. This is particularly important for carriers operating in the field, as they may need to access documents on the go, from a mobile device or tablet.

By leveraging a TMS's document management capabilities, carriers also reduce the risk of errors and increase efficiency. Documents can be automatically generated and populated with relevant information, reducing the need for manual data entry and minimizing the risk of errors.

In addition, a TMS helps carriers stay organized by providing a centralized location for all documents related to a particular shipment or customer. This helps carriers avoid the frustration of searching through multiple systems or physical folders to find the information they need.

LoadOps

An intelligent carrier
TMS to the rescue

Carriers should invest in an intelligent TMS to streamline
transportation operations, improve visibility, and make data-
driven decisions to increase efficiency and reduce costs.
Fortunately, LoadOps, the intelligent carrier TMS, helps with all
the problems listed in this ebook— and then some.

Learn more about LoadOps