

TL CARRIER BENEFITS CARRIER PROFILE DATABASE AND POD WEB-POSTING

- **More Business, No More Work:** Any shipper can search the Carrier Profile Database to find the best carriers for their next load or next bid event. Your Profile is automatically included every time. [Hint: complete the entire profile, not just the required fields, to increase your hit rate.]
- **Accelerate Customer Qualification:** Get qualified for new business faster! Tell your new shipper/broker customers that they can immediately look-up and view your Carrier Profile on e4score. Every shipper and broker can have access.
- **Reduce Empty Miles:** Driving more miles for less freight? Post your empty lanes in your Carrier Profile for Shipper look-up; increase truck utilization and reduce fuel usage and costs. Go Green!
- **Faster Payment:** Post your POD's for 24/7 self-service by Shippers; no more calls or faxes requesting POD's; no more lost POD's delaying payment.
- **Reduce Data Management Effort and Paperwork:** Reduce time and effort providing your carrier data again and again on different forms. Eliminate shipper calls requesting current documents. Enter your data and docs once, then update as needed.
- **Improve Customer Mix:** Upgrade your customer mix with freight that fits your capabilities; your customers will know you better and reward you with more appropriate freight.
- **Instant Validation:** No more missed loads because the shipper did not have (or could not find!) your current operating documents.
- **Be Customer-Friendly:** Keep your Profile up-to-date, so that your customer can get the data and docs they need when they need it, with confidence.
- **Supercharge Your Sales Productivity:** Eliminate cold-calling! Focus on hot prospects that requested permission to view your confidential categories. Increase your closure rate as you focus on how your unique capabilities meet their needs better (rather than on presenting data).
- **Thrive in the Recession:** Rise above your competition; emphasize your points of advantage. Then, improve your performance on key search fields to increase your hit rate. Become the carrier of choice when others go out of business.
- **Be First!:** As an early adopter with the best and most complete profile, you can be the shippers first call. Then, you can continually leverage your Carrier Profile better than your competition.