



# Benefits of using a Freight Consultant

**There are 7 key benefits to using a Freight Consultant to help manage your freight requirements as part of your procurement strategy, particularly if you are an SME.**

## 1. Consolidates your spend to save you money

The obvious one, controlling spend. While the purchase is facilitated by the Freight Consultant, the operational excellence is still provided direct by the Transport provider. This means that you will be gaining cost benefits from using others' volume to jack up your own discount levels.

## 2. Reduces time-consuming sourcing activity

One of the greatest benefits of using a Freight Consultant is the precious time and productivity saved by negating the need for a sourcing role. It takes time to learn all the freight solutions available and the dynamics of a market. But time is one thing busy procurement managers don't have. Often procurement teams don't have the resources to manage this function in the most effective way.

## 3. Simplifies the legal mumbo-jumbo

The contracts that are in place have been well sourced with industry-leading suppliers, carefully researched and negotiated. They present balanced, fair and relevant terms & conditions. And almost always the 'industry' terms in place navigate the frequent pitfalls and traps of specific industries. This means eliminating the chance you will leave yourself open to suppliers so that they can take advantage of you.

## 4. Allows for testing the waters

Freight Consultants offer you the opportunity to test the system before going all in. Get them to do a freight health check for you to ensure that you are getting the best rates possible from your carrier. You may find that you could save money in some areas of the business but choose to keep your current shipping methods for other areas. This builds confidence, not only in the pricing but also in the service.

## 5. Avoids sweating the small stuff

Find a simple plug and play solution for your freight needs, one that works for your business and your team members. This leaves your procurement team to concentrate on more critical tasks and allows your staff to easily manage the smaller, routine delivery processes.

## 6. Provides reporting and data at your fingertips

A strong Freight Consultant has good systems support developed over years of insights into customer's needs – better than the average corporate P2P solution. This means good, easily accessible reporting and data. Spend is very well tracked through the supplier sales system with a shadow back-office support system – one structured to offer quality data, well presented, in real-time through your dashboard portal. This of course reduces another headache for buyers, chasing data from suppliers. In fact, it could quite possibly be more extensive than your own P2P system?

## 7. Becomes your specialist in freight

Why try to be a specialist in something that is not your core business. Would you try to become the IT expert if your business is to sell car parts? Unlikely! You would be better to outsource that function because it makes business sense. That's why Freight Consultants are a great option to help you manage your freight needs. They provide access to independent and expert advice for all your freight needs, helping to avoid pitfalls and saving time, money and hassle!

**Ultimately, the greatest benefit of using a Freight Consultant is often simply to save time by supporting strategic and operational core business supply lines. Saving money on your freight is just the cherry on top!**

**For more information, contact InXpress**

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