

MERCURY GATE

## Self-Service Value Calculator Results Summary

Estimating the Value of a Transportation Management System

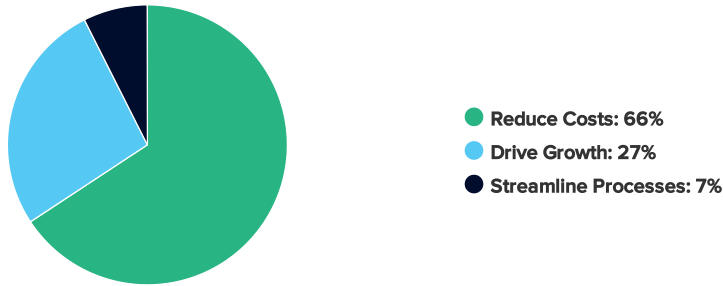


# VALUE SUMMARY - MERCURYGATE TMS & OPTIMIZATION

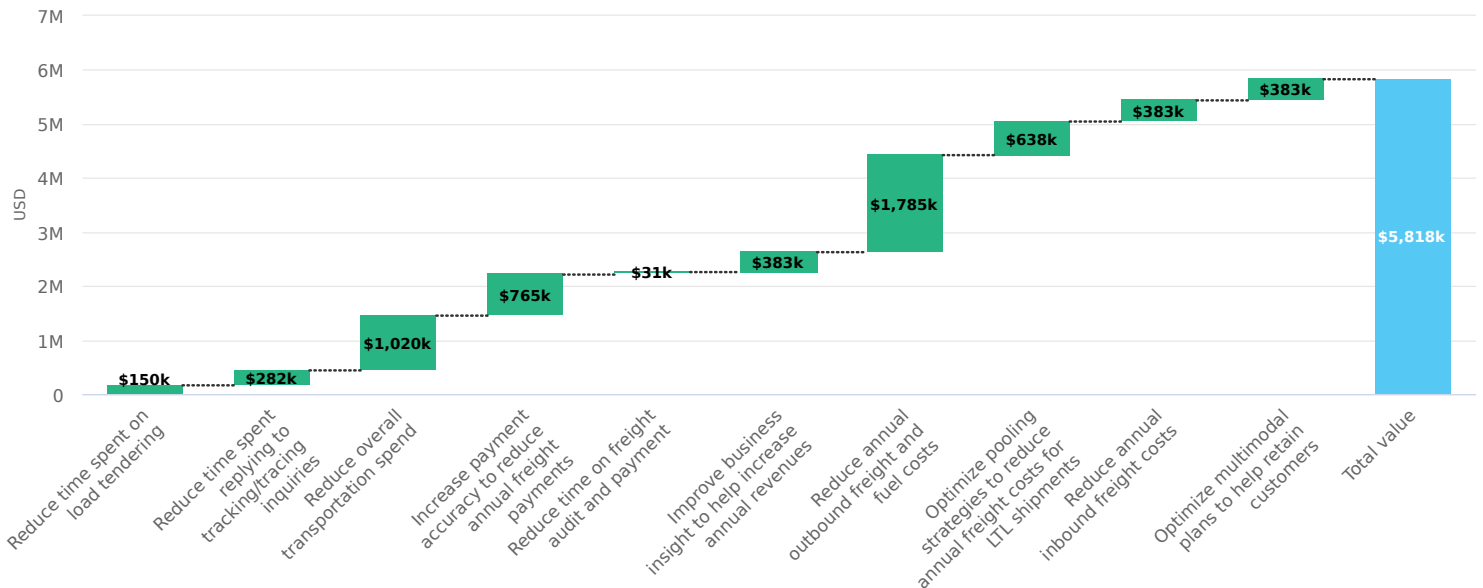
Overall 3-year value created:

**\$5,818,418**

How Shipper TMS and Optimization Can Help You



## Customer Validated Business Benefits



The Return-on-Investment (ROI) and other financial calculations performed by this tool are based on data provided by MercuryGate customers, and various assumptions, and produce estimates only. The actual ROI realized by customers may vary from the estimates provided. MercuryGate offers this tool to assist customers with evaluating transportation management solutions; however, MercuryGate and Hobson & Company (the firm that created the tool) are not responsible for the accuracy of any estimates.

## BENEFIT SUMMARY - MERCURYGATE TMS & OPTIMIZATION

### ■ Reduce Costs

Reduce overall annual transportation spend by <b>2.0%</b>	\$1,020,000
Reduce annual outbound freight and fuel costs by <b>7.0%</b>	\$1,785,000
Optimize pooling strategies to reduce annual freight costs for LTL shipments by <b>5.0%</b>	\$637,500
Reduce annual inbound freight costs by <b>5.0%</b>	\$382,500

### ■ Drive Growth

Increase payment accuracy to reduce annual freight payments by <b>2.0%</b>	\$765,000
Reduce time spent on freight audit and payment by <b>75%</b>	\$31,424
Improve business insight to help increase annual revenues by <b>0.5%</b>	\$382,500
Optimize multimodal plans to help retain customers per year by <b>1.0</b>	\$382,500

### ■ Streamline Processes

Reduce time spent on load tendering by <b>80%</b>	\$150,259
Reduce time spent replying to tracking/tracing inquiries by <b>60%</b>	\$281,735

### **TOTAL VALUE OVER 3 YEARS**

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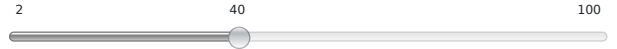
**\$5,818,418**

## USER INPUTS - MERCURYGATE TMS & OPTIMIZATION

Average annual freight/transportation spend

\$ 20,000,000

Average time spent on load tendering (hours/week)



Average annual freight payments

\$ 15,000,000

Average number of tracking/tracing inquiry calls received per week

300

Average annual outbound freight and fuel costs

\$ 10,000,000

Average time spent managing freight audit and payments (hours/month)



Average annual freight costs for LTL shipments

\$ 5,000,000

Average annual revenues (for business MercuryGate will impact)

\$ 30,000,000

Average annual inbound freight costs

\$ 3,000,000

Average annual revenue per client

\$ 150,000

Thank you for taking the time to discover the value that your organization can realize with MercuryGate. We've built our unique software-as-a-service (SaaS) platform from the ground up to provide comprehensive freight and transportation management.

Now that you've tried our Self-Service Value Calculator, are you interested in a more personalized, detailed analysis that generates an ROI, explains the impact within the context of actual customer validated improvements, and determines the monthly cost of waiting? If so, visit our contact us page and select "Request a Guided ROI Calculation" from the drop-down list. We'll get in touch shortly.

<https://mercurygate.com/about/contact-us/>