

Precise, Objective Answers to Reduce Your Freight Costs

Trans-Solutions is a transportation consulting company that helps small and mid-sized businesses identify and implement strategies that reduce freight costs by 5% – 25%. Unlike logistics consultants who have spent their entire careers in the consulting ranks, Trans-Solutions people have designed, operated and managed dozens of logistics and freight operations. We've walked in your shoes and, as a result, our recommendations are precise and actionable.

"We'll take the time to do a detailed, numbers-driven analysis of your freight in order to deliver precise recommendations you can trust."

Giles Taylor, President, Trans-Solutions, Inc.

While our experience cuts across transportation, warehousing, customer service and all aspects of logistics management, we specialize in strategies to attack the biggest portion of your logistics budget – freight.

Our Approach

Methodical. Numbers-driven. We gather baseline data on your current operation and load it into our proprietary modeling tools – the Xact Network Modeler© 2002 and Xact Negotiator© 2002. These tools allow us to capture all key components of your program and model the impact of alternate strategies on cost and service. The result: clearly constructed conclusions that are unbiased and defensible.

Our Customers

Trans-Solutions services are designed for small to mid-sized companies that lack the resources and tools to gather and analyze the data to support critical freight management decisions. Customers include manufacturers, retailers and distributors, as well as third-party logistics providers who use us as an extension of their internal teams. Our flexible terms of engagement include both ongoing retainer-based agreements and short- and long-term projects.

Service	Description	Sample Projects
Carrier Rate Negotiation	Negotiate on your behalf to reduce freight costs, on average, 10%-40% – we specialize in small parcel rate negotiation	Support for cost-saving initiatives, compare current rates with similar-sized shippers, enhancing carrier base
Transportation Audit	Benchmark your current processes, performance and rates against other companies and identify opportunities to reduce costs by 5% to 25%	Comprehensive review of transportation operation, pre- and post-merger review
Carrier and Vendor Selection	Help you evaluate and select the right partners for your business	Carrier selection, logistics systems selection, freight audit/pay provider selection
Distribution Network Optimization	Provide practical analysis of the cost and service impact of alternate warehouse locations and strategies	Adding/relocating warehouse, post-merger optimization, review efficiency of current network, support for sustainability/green initiatives
Capital Expenditure Justification	Provide precise ROI calculations for your planned investments	Logistics software, warehouses and equipment, fleet expansion or conversion to contract carriage, TMS

For more information contact Trans-Solutions founder and president, Giles Taylor, at 617-965-3010 or gtaylor@trans-solutions.com. Or, visit www.trans-solutions.com.