

# 5 Ways Envase Helps You Manage Your Top and Bottom Line

When the trucking industry hits a down cycle, carriers must focus on their top and bottom-line numbers. This means taking loads near or at cost to keep company drivers on the road as well as cutting costs.

And, it means looking to get more value out of existing partnerships.

Here are five ways Envase helps carriers like you improve top and bottom-line results.

## Decrease Speed to Pay

The easiest way to go bankrupt is to have high outstanding payables. After all, "IOUs" don't exactly put food on the table for company drivers or help carriers pay for insurance. For decades, carriers have relied on their drivers to bring paperwork like PODs into the office, where the hard copies are bundled with an invoice and sent to the customer. This adds days to the time it takes to send an invoice.

Using a TMS and mobile experience like Envase's solution helps carriers get more accurate bills out in less time. The accuracy makes it easier for shippers or brokers to pay more readily, and the speed at which invoices are sent helps to cut days off the time it takes to get paid.

## Improve Customer Retention

A carrier is only as good as its latest delivery, and shippers are often quick to dismiss a trucking company based on a dropped load or a couple of deliveries that occurred outside that scheduled appointment.

Historically, most truckers didn't have a way to address these issues. Today they do.

Carriers leveraging a TMS from Envase can easily show historical success rates, moving the conversation from "What have you done for me lately?" to "Look what we've done together."

This reminder can help carriers maintain their shipping relationships and keep the revenues coming in.

## Make Informed Pricing Decisions

Carriers can leverage our data capabilities to respond more rapidly to shipper RFPs (time savings that allow employees to do more with their day). More importantly, they can more easily understand the impact of the rates they're sending using historical data and current trends. This predicts how much the winning bid will be on a lane, and then anticipates how profitable that bid will be for your company.

## Maximize Yard Capacity

There are times when a carrier's yard isn't full, and many transportation companies don't have a resource dedicated to selling storage space. Envase has it covered, connecting carriers with each other, as well as BCOs and LSPs, to build extra income for our customers.

## Leverage Fuel Cards

Within the Envase marketplace, we offer access to a fuel card program that's among the nation's best, helping carriers save thousands of dollars per year on fuel.

It's hard to run a trucking company when things are smooth. In the weeks and months after the pandemic, the economic headwinds have been anything but smooth, adding several degrees of difficulty.

We're here to help.