

SUCCESS STORY: **How Revolution Trucking Drove Significant Savings with LIVE Connect™**

INTRODUCTION

Revolution Trucking, a third-party logistics (3PL) and transportation services provider headquartered in Seville, Ohio, was determined to differentiate itself from the competition and make a positive impact on its customers' shipping operations. Offering a complete portfolio of Less-than-Truckload (LTL), Truckload, and Parcel freight solutions in North America, the 3PL has enjoyed rapid growth since its founding in May 2019.

CHALLENGES

To meet time and budget constraints for shippers, while ensuring the best possible service at the most favorable rates, Revolution Trucking was seeking the ability to quickly compare real-time quotes to contracted rates with carriers, have access to carrier capacity by lane, and to offer customers complete transparency and documentation in one place for their LTL, Truckload, and Parcel freight management needs.

SOLUTION

The partnership between Revolution Trucking and Banyan Technology began as a way to help the 3PL manage freight for shippers. Today, its RPM Transportation Management System is driven by Banyan's LIVE Connect™ platform, utilizing its workflow capabilities from order entry to billing and auditing to manage the movement of LTL, Truckload, and Parcel freight for shippers and manufacturers.



RESULTS

Providing measurable savings in administrative time and access to highly favorable rates, one of Revolution Trucking's largest clients illustrated how Banyan technology is so valuable to the company and its customers:

A manufacturer of packaging goods was using one of the biggest 3PLs in the U.S. to meet its LTL freight hauling needs and was also managing truckload and parcel loads on separate platforms. The effort required, and the lack of integration and consolidated data, made it impossible to make effective decisions. Complicating the process was that its freight handling decisions were being made locally at six locations in the U.S. and two in Mexico. Additionally, the 3PL held all of the contracts with carriers, giving the shipper no control over access to capacity. At the same time, the 3PL was adding a margin to contracted rates, eliminating any access to discounts or more favorable pricing for specific loads and lanes.

With Banyan Technology solutions, Revolution Trucking provides a system for accessing direct carrier contracts, so shippers know exactly the freight rates they are paying. The shipper only pays Revolution a transaction fee per LTL, Truckload, and Parcel shipment. Banyan makes it easier for Revolution to consolidate all carriers and rates, and leverage spending for its shipper customer.

"As we access carrier capacity for shippers, Banyan Technology sits in the middle of our workflow processes and it addresses management issues and solves problems to generate savings in administrative time," said James Adams, CEO and Co-founder, Revolution Trucking. "Banyan's control and processing of

data levels the playing field and leads to more favorable rates for shippers by fostering carrier competition."

Across the board, the savings to the shipper averages 20%, which pays for annual transactional fees paid to Revolution in three months. With savings of 20% on freight costs, the shipper is able to use the reduction in expenses to turn its logistics operation from a cost into a profit center that is generating ongoing weekly savings.

Additionally, automation using the Banyan solution reduced emails by 90% and saved the shipper at least 800 hours per year in administrative and accounting time. With improved performance they reduced their operations staffing and reassigned personnel to handle other duties.

"BANYAN TECHNOLOGY HAS COMPLETELY TRANSFORMED THE WAY WE DO BUSINESS, AND IT OPENS THE DOOR TO FURTHER GROWTH FOR US. WITH BANYAN, WE CAN EXPAND AND REPLICATE OUR SUCCESS OVER AND OVER AGAIN."

-James Adams

ABOUT BANYAN TECHNOLOGY:

Banyan Technology provides the industry's most flexible technology solution with the most carrier connections for real-time rating, scheduling, and tracking of shipments. Our LIVE Connect™ platform delivers innovative resources to help clients make better decisions through increased data availability and shipment visibility, saving them time and money.

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