

# Managed Transportation Services Selection Guide

SERVICES SELECTION GUIDANCE WITH COMPREHENSIVE EVALUATION CRITERIA

## MAKE INFORMED, FACT-BASED 3PL SELECTIONS

This guide will help organizations select the best 3PL to work with in the area of Managed Transportation Services (MTS) based on their business requirements. The primary driver for an MTS engagement is the recognition that managing transportation is not a core competence for the company. MTS relationships are generally successful. Two-thirds of respondents to ARC Advisory Group's managed transportation services survey reported that they achieved freight savings based upon their MTS relationship. Many achieved quite substantial savings. Significantly, the freight savings did not come at the expense of diminished service levels to customers. From a service perspective, MTS represents a low-risk engagement.

The selection guide reviews our research on the ROI companies can expect when they engage in an MTS arrangement, as well as what factors are linked to successful engagements. This guide is designed to speed the supplier selection process. Over 150 criteria are provided that can be used to select an appropriate supplier.

The guide also provides data on who the leaders in the market are and which 3PLs are the leading providers in different regions of the world and across a variety of industries. Supplier profiles are provided on all prominent suppliers of managed transportation services.

For more information, please visit us at [www.arcweb.com/technology-evaluation-and-selection](http://www.arcweb.com/technology-evaluation-and-selection)

## STRATEGIC ISSUES

MTS relationships need to deliver more than freight savings. Service performance is critical to the business performance of the enterprise. The selection guide explores company objectives, ROI justification, service scope, selection criteria, and helps answer key questions, such as:

- What criteria should be considered for comparing suppliers?
- Which service providers have success in your industry?
- Which 3PLs prefer to work with large-, medium-, and small-size shippers?
- Which service providers are strong in North America, Europe, etc.?
- Is buying and implementing a transportation management system or working with a 3PL a better path forward for your company?

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Leading Suppliers to Large, Medium Sized and Small Shippers

### SUPPLIER PROFILES

Profiles for the major MTS suppliers servicing this market are included. Each profile concisely reviews the company's business and services as it applies to managed transportation.

Supplier	Acquisition	Value	Announcement
APL Logistics	By Kintetsu World Express Inc.	\$1.2 Billion	February 2015
C.H. Robinson	Of Freightquote.com	\$365 Million	December 2014
Coyote Logistics	By UPS	\$1.8 Billion	July 2015
Echo Global Logistics	Of Command Transportation	\$420 Billion	April 2015
Genco	By FedEx	\$1.4 Billion	January 2015
Geodis	Of OHL	Undisclosed	August 2015
K+N	Of ReTrans	Undisclosed	June 2015
Menlo Logistics, a Division of Conway	By XPO Logistics	\$3 Billion	September 2015
Penske Logistics	Of Transfreight	Undisclosed	May 2015
Toll Group	By Japan Post	\$5.1 Billion	May 2015
XPO Logistics	Of Norbert Dentressangle	\$3.53 Billion	April 2015

**3PL Acquisitions Increase Risks of MTS Selection**

