



NAVIGO CONSULTING GROUP
Transportation Consulting

*Helping Shippers
Reduce Costs
Since 1995*

OVERVIEW

NAVIGO CONSULTING GROUP

Since 1995, Navigo Consulting Group has successfully represented shippers in their carrier negotiations to save millions of dollars in shipping costs. As former executives of national transportation companies, our consultants have the industry experience and effective negotiation strategies to obtain the best mailing and shipping services at the most competitive rates.

We begin by evaluating your small parcel, freight forwarder, motor carrier and postage expenditures with a proprietary benchmarking tool encompassing thousands of carrier rate programs. Navigo's benchmarking helps you negotiate a best-in-class carrier contract that maximizes savings.

Our review of your transportation expenditures goes beyond rates and services. Not only does Navigo help determine if your carrier discounts are appropriate, but we also identify ways to maximize productivity and operational efficiencies.

Why choose Navigo Consulting Group? Our Guarantee. As a dedicated resource, we offer you the industry knowledge, expertise and credibility to effectively negotiate with carriers and to consistently deliver more service at a lower cost. Navigo guarantees that we can obtain lower rates or our services are free of charge.



Navigo consultants are recognized as leading experts in the transportation field, and have contributed articles and insight to publications including *Traffic World*, *Parcel Shipping and Distribution*, *Air Cargo World*, *Purchasing Magazine*, *Mailing Systems Technologies* and *Ship Magazine*. Our consultants have presented at many industry events including Parcel Forum, MAILCOM, National Association of Purchasing Managers (NAPM), NASSTRAC, Association of Independent Mail Equipment Dealers (AIMED), Institute of Supply Management (ISM), Postal Customer Councils (PCC), and Mail Systems Management Association (MSMA).

LIST OF SERVICES

DISTRIBUTION ANALYSIS

Most companies lack adequate data to effectively manage transportation expenditures. Our analytical tools and experience allow us to effectively capture data from multiple carriers and create meaningful reports that identify opportunities for modal optimization and cost reduction.

We quantify the impact of each accessorial charge and report on the many variables that determine carrier pricing including net and gross revenue, base and matrix incentives, multiple tiers and minimum shipment charges. Navigo's analysis details the impact of these charges to your shipping costs and allows us to maximize discounts and incentives.

CONTRACT AND RATE BENCHMARKING

Accessorial add-on charges account for up to 40% of your total transportation costs. Our consultants examine your carrier contracts for these overlooked charges. We also compare your rates and volumes with thousands of other carrier programs to ensure that you are taking advantage of the latest carrier concessions. Navigo's market assessment is free of charge and uncovers additional savings in 9 out of 10 carrier agreements.

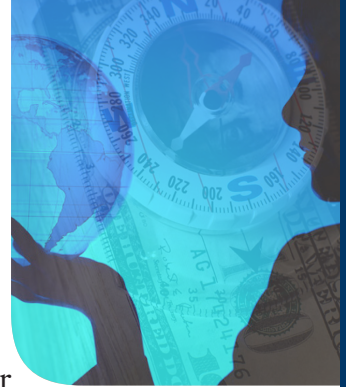
REQUEST FOR PROPOSAL (RFP)



As experts in the RFP process, Navigo's customized and collaborative RFP includes your unique shipping characteristics, expenditures and service requirements. This information allows the carriers to extend their deepest discounts and saves your organization hundreds of hours of valuable internal resources.

CARRIER NEGOTIATIONS

With our extensive knowledge of carrier pricing, Navigo engages in direct negotiations to obtain best-in-class pricing to achieve our savings guarantee. Our process reduces upfront rates and accessorial fees that carriers routinely charge other shippers. Since 1995, Navigo has negotiated hundreds of carrier agreements resulting in incremental savings of 20%-30%.



SERVICE IMPROVEMENT

Navigo shows you how to quantify service performance and take advantage of value added services. Our involvement educates both shippers and carriers on service requirements and expectations. We help carriers implement automation and customer service solutions. Additionally, we conduct modal optimization studies so you can route parcels using the best service at the lowest possible cost.

FREIGHT AUDIT AND PAYMENT

To manage shipping dollars more effectively, Navigo provides state-of-the-art freight audit and payment services. Shippers can code and pay freight invoices from all major carriers in a fraction of the time required with paper invoices. You can also identify overcharges and file for service refunds. Most importantly, electronic invoicing gives you web-based shipping reports and analytical tools for modal optimization, routing compliance, budgeting and spend analysis and future carrier negotiations.

ASSOCIATION PROGRAMS

Navigo has access to FedEx[®], DHL[®] and Yellow/Roadway[®] association programs offering steep discounts for the small to moderate shipper.

Helping Shippers Reduce Costs Since 1995

CONTRACT BENCHMARKING

DISTRIBUTION ANALYSIS

CARRIER NEGOTIATIONS



GETTING STARTED

Our consultants are prepared to conduct a market analysis of your mail and shipping programs completely free of charge. We are paid on contingency. If we can't save you money, we don't get paid.

To schedule your free market analysis, call
(562) 432-2299 or email us at info@NavigoInc.com.

You have nothing to lose, except excess shipping costs!



NAVIGO CONSULTING GROUP
Transportation Consulting

110 Pine Avenue - Suite 615, Long Beach, CA, 90802

Phone: (562) 432 2299 • Fax: (562) 432 2027

NavigoInc.com