

RELIABLE CONTRACTS

SECURE BETTER CONTRACT RATES AND 100 % PTA

Reliable Contracts is a dynamic contract solution that guarantees 100% PTA and incentivizes Loadsmart to purchase below market.

KEY BENEFITS

<h1>1</h1> <p>Guaranteed 100% PTA in any market condition</p>	<h1>2</h1> <p>Avoid tender rejection, re-bids, and overpaying on spot</p>	<h1>3</h1> <p>Guaranteed shipper-friendly pricing drives cost saving. Pure rate transparency</p>
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HOW IT WORKS

Shippers provide Loadsmart with committed volume and get 100% PTA. Pricing and margins are dynamic to give shippers the best market rate without the risk of tender rejection. Loadsmart margins only go up when your costs go down.

Set a Target Rate

Target rate is the below-market rate Loadsmart aims for throughout the contract.

Set A Fee Ceiling Rate

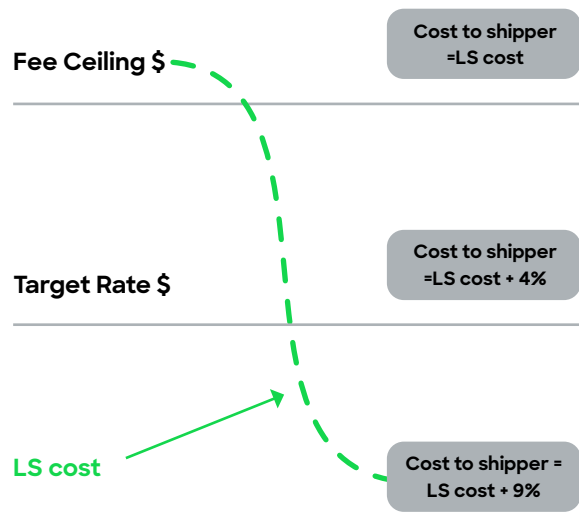
A mutually agreed upon fee ceiling above our target rate, based on lane-specific historicals.

Incentivized Margin Structure

When our cost is...

- Higher than the Ceiling we make 0% margin,
- Below the Ceiling and above the Target we make 4% margin
- Below the Target we make 9% margin.

Contracted Lane



Firm Contract:

100% PTA, shipper sends us committed volume

**Rate and margins are subject to customization.*

LOADSMART RELIABLE CONTRACTS

RESULTS & USE CASES

SAY GOODBYE TO TRADITIONAL COST PLUS

With Traditional Cost Plus brokers don't have to buy well and even benefit from higher costs. Reliable contracts is the first model where brokers are incentivized to lower a shipper's costs.

Shippers always get the best available price, with the service guaranteed. We provide complete transparency and reporting on our costs and margins for each load tendered.

THE FUTURE OF CONTRACT PRICING

Cost Savings in Soft Markets

In a softening market, the floating structure will generate significant cost savings and prevent rerunning RFP's



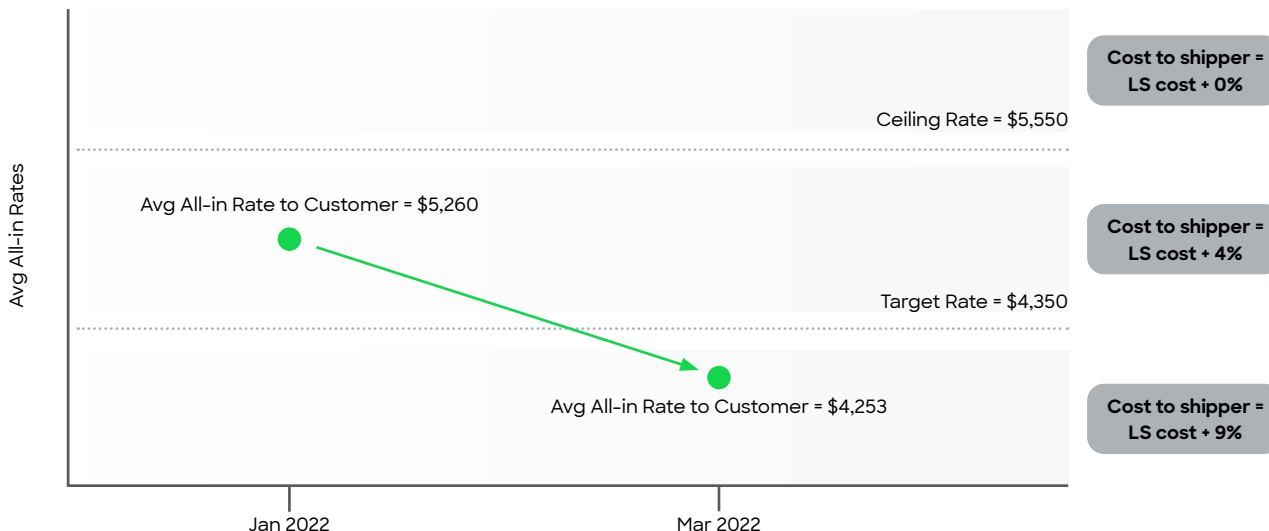
Pricing Protection in Tight Markets

In a tightening market, 100% PTA with low markups prevents you from overpaying on spot market and re-bids

Service Protection in all markets

RELIABLE CONTRACTS IN ACTION

Customer: Large Equipment Manufacturer



Results: As the market cooled from Jan to March, the Fortune 500 Equipment Manufacturer has already recognized **19%+ cost savings** on average through the Reliable Contract program.