

THE FUTURE OF FREIGHT IS **FAST.**

Freight Automated Sales Technology

The future is here. Freightos® technology will dramatically increase your competitive edge in weeks with no upfront investment. Watch profits skyrocket and overheads drop.

“Kestrel has leveraged Freightos® to bring wait times for quotes down from hours to minutes, further improving our customer service. The roll-out process was quick and smooth.”

Steven Keats
President of Kestrel Liner

Proudly powering:



and more...

Freight is changing. Are you?

Freight industry innovators realize that to maintain the competitive edge, they need to quote fast and accurately, every time. Shippers simply refuse to wait 24-48 hours, even for complex door-to-door shipments. Quoting accurately and quickly off complex contracts is a significant challenge to service-oriented 3PLs.

The answer is *FAST*.



FAST - Freight Automated Sales Technology - enables **vendors to streamline operations, letting sales teams, agents and even customers create multi-modal quotes online in seconds.** This tectonic shift in the industry harnesses *FAST* to create online networks of buyers and sellers, working smarter and more efficiently so that they can sell more and reduce overhead.

FAST Components

Contract Management Engine



Easily upload contracts so that every member of your sales team is quoting the same rates, surcharges and tariffs.

Multi-Leg Route Optimization



*With **FAST**, computers generate optimal routes from millions of possibilities in seconds.*

Real-Time Price Quoting



Generate instant multi-modal quotes with surcharges and customer specific markups instantly calculated into an all-in quote, within thirty seconds.

Sales Management



Let management oversee sales activity with dynamic reports or reports in their inbox. Every aspect of your sales operation will be fine-tuned like a philharmonic orchestra to sell, sell, sell.

Online Network & eCommerce



Let agents, offices and customers pull quotes directly on your website or use Freightos to rapidly respond to RFPs. Buy and sell seamlessly.

Freight quotes in seconds, not days!

How many hours are sales staff wasting on each quote or RFP? How long does it take new rates to reach every agent? How long are your customers waiting?

Sell more, spend less

With Freightos, PDF or Excel carrier contracts are uploaded into the Contract Management Engine. Every update is immediately propagated to your offices and agents worldwide. To generate a new quote, sales agents log into your customized Freightos site, using any browser or tablet, and **input the quote details in real-time** while the shipper is on the phone. Within twenty seconds, the agent can quote the all-in price directly to the shipper. **What used to take 1-3 days just took twenty seconds.** With the [Freightos Network](#), the quotes automatically include service from agents who are also using Freightos, letting you add markup and resell more lanes than ever before, instantly.

Empowering, not controlling.

With Freightos, your sales team gains FAST quoting capability while retaining flexibility. They can instantly see the buy cost and negotiate or modify specific prices or surcharges. The amended price will show up immediately in your predefined currency of choice.



The Freightos Network

Quoting speed is a critical competitive advantage for freight vendors but your quoting speed is limited by your **slowest agent or overseas office**. The [Freightos Network](#) automates buying and selling freight services across networks of carriers, overseas offices, and agents. After a rapid rollout of less than a month, customers can automatically obtain quotes on your site that include services from agents or overseas offices, complete with your markup! With the [Freightos Network](#) you can:

- 1 | *Let other agents seamlessly integrate your service into their quotes.*
- 2 | *Completely automate quotes! No more phone calls, emails or faxes!*
- 3 | *Re-sell other agents' service while automatically adding a markup.*
- 4 | *Overcome time-zone, language and currency barriers by selling and buying online, 24/7.*

Buying from an Agent

Imagine a customer logging into your site and instantly generating a price quote for a shipment that you don't have origin service to. Freightos automatically checks rates that your agents are sharing with you and integrates the price into the quote, complete with a pre-defined markup on your agent's rates.

Create complex quotes, complete with your agent's rates, in seconds!

Selling to an Agent

An agent who has, say, airline and trucking service but needs a point-of-destination trucking service can query the Freightos Network and receive your rates instantly! Custom markups for specific agents let you retain control.

Increase profits by selling rates online, 24/7, without ever answering the phone!



Datasheet

Contract Management

Comprehensive online contract management system.
Directly upload native carrier Excel contracts.
Support all modes, rates and surcharges.
Establish multiple mark-up schemes.

Route Optimization

Full multi-modal, multi-leg support.
Search billions of possibilities in seconds.
Optimize routes for price and time.

Instant Pricing

Sales team generate spot quotes in seconds.
Option for e-commerce sales from your web site.
Online quote delivery (PDF, email, web).
Optimize mark-ups: View buy rates next to sell rates.


Freightos Network

Exchange quotes online with offices/sales agents.
Attract new agents as both customers and suppliers.

Sales Management System

Log every quote generated and track win/loss results.
Sales reports analytics by office/employee/customer.


Powerful Platform Delivered in the Cloud

Personal service from a customer success team.
Practical flight and sailing schedule tool.
No install – all you need is a browser or iPad®.
Google cloud for maximum security & performance.
Roll-out takes only weeks!
Multi-lingual/currency support 
Competitive pricing – just \$50/user/month “all in”!



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