

# CONVOY IS A NEW KIND OF FREIGHT PARTNER

More flexible than traditional asset carriers and just as reliable

Capacity	Assets	Convoy
Carriers	1	80,000+
Vans and reefers	Varies	400,000+
Drop trailers	Yes	Thousands, with a 97% equipment availability rate
Regions served	Varies	Nationwide
Flexibility for surges	Varies	Elastic capacity and reliable carriers in any market

Freight Programs	Assets	Convoy
Primary contract	✓	✓ Data-driven contract rates for more confidence in tender acceptance
Guaranteed Primary	✗	✓ Market-based rates with 100% tender acceptance, plus unrivaled transparency into total costs and estimated savings, no RFP needed. This is not a cost-plus model
Dynamic backup	✗	✓ Backup coverage with instant rates and 100% tender acceptance in your TMS. We also support traditional backup
Guaranteed spot	✗	✓ Instant spot rates backed by 100% tender acceptance in your TMS. We also support traditional spot via email and API
Live-live	✓	✓ Capacity for primary, backup, and spot, for dry van and reefer loads
Drop-drop	✓	✓ Drop capacity for primary, backup, and spot, for dry van loads
Backup and spot drop	✗	✓ Thousands of trailers and power-only units, for nationwide drop capacity across primary, backup, and spot
Power-only service	✓	✓ Convoy is transparent in sharing the name of the vetted carrier hauling your load. Asset carriers aren't, which means your freight may be moved using a brokered truck without your knowledge
Local daily rates	Varies	✓ Reserve a truck (or 20) to run multiple local runs in a day
CO2 reduction programs	Varies	✓ Measure, report, and reduce your carbon emissions. Offset the rest

Customer Service	Assets	Convoy	
Dedicated account team	✓	✓	Including a dedicated customer success manager with direct phone number
24/7 operations support	Varies	✓	Focused on your day-to-day operations and overall Convoy experience
Custom insights	✓	✓	Every Convoy carrier uses our GPS-enabled app on every load, capturing 1,000+ data points at the lane and facility level. The result: the industry's most comprehensive insights database, including more than 2.7 million facility ratings and written reviews. Shippers can access their insights on demand in Convoy's shipper platform

Technology	Assets	Convoy	
Machine learning and automation	Varies	✓	Our technology connects shippers and carriers more efficiently, for lower costs and better service
TMS integration	Varies	✓	Partnerships with leading TMS providers makes it easy to get set up with Convoy
TMS configuration	Varies	✓	We support custom integrations and out-of-the-box TMS integrations
Online tools to book loads	Varies	✓	Instantly bookable rates with 100% tender acceptance in Convoy's shipper platform
Shipment insights	Varies	✓	Log in to Convoy's shipper platform for on-demand access to 30+ data points per shipment, like rate per mile, spend on spot and contract, and more
Facility insights	Varies	✓	Log in to Convoy's shipper platform for on-demand scorecards that break out into shipment volume, incidentals, dwell time, and carrier feedback
Carrier qualification by load	Varies	✓	100% carrier compliance, resulting in a 16% lower crash rating and 20x lower claims rate versus the industry
GPS load tracking	Varies	✓	Industry-leading load tracking in real time on 95% of live loads and 100% of drop
Real-time visibility to on-time pickup and delivery	Varies	✓	Log in to Convoy's shipper platform to track shipments on a map in real time and get to-the-minute OTP and OTD reporting (no grace windows here!)
Supply chain visibility integration	Varies	✓	We make it easy to integrate with Convoy via our own TMS as well as API, EDI, and more

## Join Convoy's digital freight network

Convoy delivers for Fortune 500 shippers like The Home Depot, Unilever, Niagara, and CHEP. We're ready to do the same for you. Talk to your AE, or email the Convoy sales development team at [SD@convoy.com](mailto:SD@convoy.com)