

# TRANSPORTATION SHIPPING RECOVERY

**Confidential - For Program Use Only**



DESCRIPTIONS	PRICING	NOTES
Small Package Transportation provider does not meet the agreed to delivery schedule, when you purchase a certain type of shipment		You are entitled to recover the entire amount charged
100% of what could be recovered is never addressed.	\$0.00	Implement a Late Package Cost Recovery solution
Most Dealers do not have time to track to track every package	\$0.00	After customer signs up on 71lbs through ExpenseEDGE landing page, 71lbs will audit customer shipments, file claims electronically with shipping carrier, on behalf of customer. When claims are approved, 71lbs will notify customer of these refunds via weekly refund email notifications. Shipping carrier provides refunds to customer's FedEx/UPS shipping account.
How does 71lbs. get paid?		71lbs invoices the contingency fee on monthly basis.
Example: A Dealer has \$500,000 in shipping spend for the year	68%/32% split	Estimated recovery of 2% to 7% of the Dealer spend (\$500,000) would be \$10,000-\$35,000 annually with the Dealer getting \$6,800-\$23,800 and 71lbs. getting \$3,200-\$11,200.

## BUSINESS REQUIREMENTS

Firm Pricing for 12 Months	Yes
Firm Pricing for Length of Contract	Yes
Payment Terms: 2%-10; Net 30	Net 7 days
Is your service fully warranted	Yes
Internet ordering available	Yes
Customer Service Hours	Yes
Credit Card Payment: Visa - MC - Discover - AMEX	No
Monthly invoices itemized	Yes
Usage reports available upon request	Yes
Single Sales Contact	Yes
Insurance - Will you provide a Certificate of Insurance?	Yes