

Better Payments = Better Cash Flow and Profits

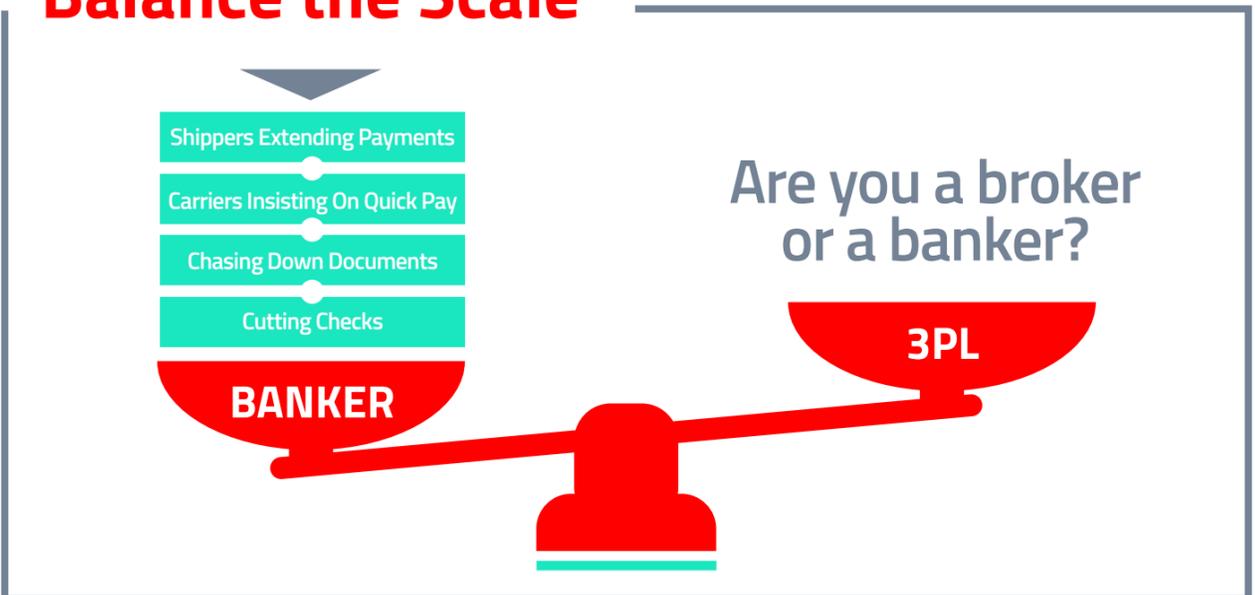
In a tight capacity market, shippers are transferring more freight to brokers and third party logistics providers (3PLs). Shippers use 3PLs to source capacity, but they also use them to get interest-free loans and free clerical work. Shippers wait 30 days or longer to pay invoices, but 3PLs must pay carriers quickly.

6.8% INCREASE

3PL shipment volumes increased in Q3 2021 compared to Q2 2021.

Source: 3PL Market Report, Transportation Intermediaries Association (TIA).

Balance the Scale



Solve the Liquidity Challenge



Cash flow imbalances are an ongoing concern. Slow-paying customers, thin operating margins, and the need to pay carriers quickly put 3PLs in a precarious situation unless they get out of the banking business.

Also, 3PLs that self-fund their own "quick pay" programs may be sidetracked by banking and clerical responsibilities. They can also struggle to offer competitive rates — the fees they charge carriers.

A unique commercial Quick Pay solution will increase the adoption rate from carriers by offering lower fees and a seamless payment experience. This enables you to:

- Increase Cash Flow
- Achieve Higher Margins
- Move More Loads
- Accelerate Documents
- Pay Carriers Electronically

Create a Quick Pay Advantage

A growing number of 3PLs are digitizing their banking functions to give carriers instant access to funds through an integrated Quick Pay solution. Brokers and 3PLs can grow capacity by offering carriers a seamless payment experience that:



Increases Carrier Engagement



Lowers Rates to Compete with Larger Competitors



Turns Clerical Employees into Revenue-Producers



Extends Cash Flow to Fuel Growth

Grow Capacity and Keep Your Cash

Cash flow imbalances are an ongoing concern, and 3PLs that self-fund "quick pay" programs can be sidetracked with banking and clerical responsibilities. They also struggle to offer competitive rates — the fees they charge carriers.

Carriers use the Transflo Velocity app to send load documents and enter a portal to select loads for instant payment at a low rate of 1.25% per invoice. A 3PL increases its cash flow since a third party pays the carrier directly.

TRANSFLO® | VELOCITY PLATFORM

- ✓ End-To-End Solution
- ✓ Increase Cash Flow
- ✓ Reduce Paperwork
- ✓ Stronger Digital Ties



Provide a Better Payment Solution



Only one Quick Pay program gets brokers out of banking truly — and that's **TRANSFLO**. With this solution, 3PLs can offer extremely low fees to carriers to increase adoption and provide a completely seamless payment experience using existing technology.

Now, let's run your numbers. Use this [simple calculator](#) to see how a Quick Pay solution from Transflo will deliver immediate ROI by increasing cash flow and making you a preferred 3PL to carriers.

TRANSFLO®