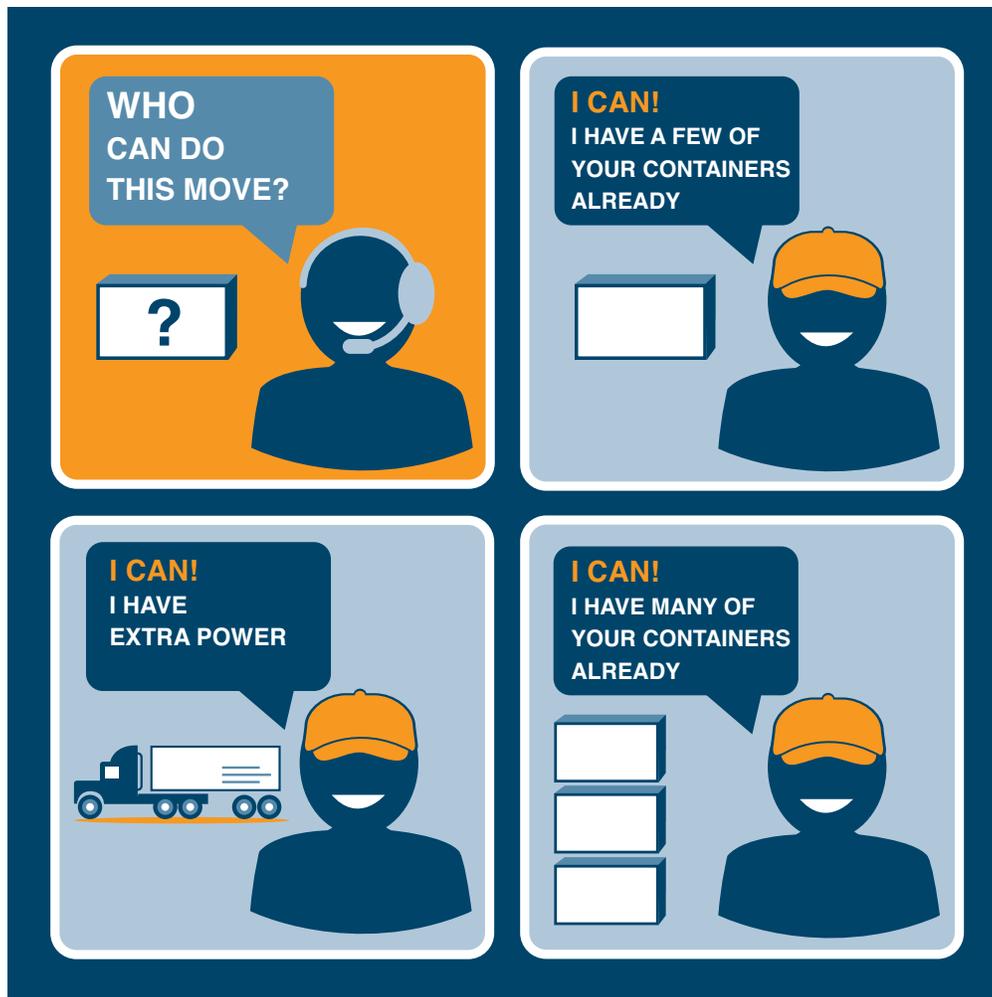IAS unites originators and receivers with a robust, neutral negotiation platform. Visibility to a larger network means a smarter set of options and more profit for all.

Let's choose optimization over administration.

WHO CAN DO THIS MOVE?

?

I CAN!
I HAVE A FEW OF YOUR CONTAINERS ALREADY

I CAN!
I HAVE EXTRA POWER

I CAN!
I HAVE MANY OF YOUR CONTAINERS ALREADY

The new normal – richer partnerships through collaboration

DISPATCH
TENDER

DispatchTender provides a collaboration platform for creating win-win job orders within the IAS Dispatch system. DispatchTender enables originators to broadcast work orders in order to receive individual quotes from any motor carrier within their DispatchManager network. All messages, approvals, and rejections are communicated instantly, saving time by automating the query and negotiation processes.

DispatchTender is an intuitive solution for bringing together parties who would not typically collaborate. Today, between 60% and 70% of all inland drayage deliveries are merchant haulage, meaning a typical originator only controls about a third of their inland drayage deliveries. If originators wish to truly optimize transportation spend, they must identify a way to connect to the merchant haulage segment.

Originators present offers to those motor carriers whose equipment and drivers seem ideally positioned to capitalize on the job and receivers place bids based on the value of winning the work. By providing a secure, controlled and neutral environment, DispatchTender allows participants to transact street-turns without the risks associated with posting to a message board.

Benefits

– Increase profitability and efficiency with added visibility to the bigger picture

– Build stronger relationships for a competitive advantage

– Negotiate work orders for prices that reflect true transport dollars for the whole trip

– Adopt more street-turns for environmental, monetary, and efficiency gains

– Remove the wall between merchant haulage and carrier haulage jobs to enable transportation efficiency

– Offer work orders on a one-way basis to optimize transportation spend

Engage in a more valuable drayage network

DispatchTender differs from previous unsuccessful attempts to optimize drayage moves between originator and motor carriers by respecting the economics and the operational capabilities of the motor carrier so that an optimized move truly benefits both originators and motor carriers. Both parties have equal say in the process – a job order is not assigned until both originator and receiver have agreed the rate. DispatchTender gives motor carriers more visibility into possible jobs, a new pool of work, and a networking venue to get noticed and win more business.

Additionally, motor carriers may bid in order to secure one-way moves that can be used for trip triangulation. These added street-turn opportunities mean motor carriers can:

• Fill excess capacity or gain extra volume by making use of a previously empty truck

• Reduce environmental impact of fuel consumption, pollution, and congestion

• Save on wait time, gate costs, storage costs, and handling costs