



# The Proven Process

1

## Customer Needs

- Understand Trucking Needs
- Qualify Service
- Establish Terms
- Verify Credit
- References

2

## Project Solutions

- Confirm Trucking Needs
- Provide Service Solutions
- Submit Quote/Bid
- Review Mutually

3

## Project Awarded

- Account Set
- Rates and Ticketing Process
- Communication Protocols
- Service Requirements
- People, Training, Equipment

4

## Dispatch

- Educated Dispatch Process
- Email / Text / Call In
- Create Relay Dispatch

5

## Servicing

- Meet
- Communication Protocols
- Always be Available

