YOUR  
LOGO

**COMPANY NAME**

FREIGHT COST NEGOTIATION PROPOSAL

Prepared by:

**[Client Name]**

**[Contact information]**

**[Date]**

# Introduction

Thank you for considering [Your Company Name] to assist with freight cost negotiation. We specialize in optimizing logistics expenses through strategic carrier negotiations, data-driven analysis, and relationship management.  
  
This proposal outlines our approach to reducing freight costs for [Client Name] while maintaining service quality.

# Project Objectives

The primary goals are:  
  
- Reduce freight and shipping costs through effective negotiations  
- Leverage market benchmarks and data insights for better rates  
- Optimize carrier contracts without compromising service levels  
- Establish long-term cost control and carrier relationships

# Proposed Services

Our freight cost negotiation services include:  
  
- Current freight spend analysis and benchmarking  
- Carrier contract review and gap analysis  
- Negotiation strategy development and execution  
- Implementation of new rate structures and agreements  
- Performance monitoring and cost savings tracking  
- Ongoing support and renegotiation assistance

# Scope of Work

Scope includes:  
  
- Initial consultation to define cost-saving targets and priorities  
- Analysis of shipping volumes, routes, and existing agreements  
- Development of negotiation playbook and engagement with carriers  
- Facilitation of contract amendments and new agreements  
- Monitoring of savings realization and compliance

# Timeline

Proposed project timeline:

|  |  |  |
| --- | --- | --- |
| Phase | Description | Estimated Date |
| Assessment & Data Analysis | Review current freight spend and agreements | [Start Date] |
| Negotiation Strategy Development | Define approach and target rates | [Date] |
| Carrier Engagement & Negotiation | Conduct negotiations and finalize agreements | [Date] |
| Implementation & Monitoring | Deploy new rates and track savings | [Completion Date] |

# Pricing

Estimated cost breakdown for freight cost negotiation services:

|  |  |  |
| --- | --- | --- |
| Service | Description | Cost |
| Spend Analysis & Benchmarking | Analyze freight spend and compare market rates | [Amount] |
| Negotiation Strategy & Execution | Develop and conduct carrier negotiations | [Amount] |
| Contract Management | Facilitate contract revisions and agreements | [Amount] |
| Savings Monitoring & Reporting | Track realized savings and ensure compliance | [Amount] |
| Total Estimated Fee |  | [Total] |

# About Us

[Your Company Name] is a trusted logistics consulting firm specializing in cost optimization and carrier negotiations.  
  
- Experience: [X] years in freight cost analysis and logistics consulting  
- Expertise: Carrier negotiations, supply chain optimization, cost reduction strategies  
- Mission: To help businesses reduce logistics expenses while enhancing operational efficiency

# Case Studies / Testimonials

Case Study: [Client Example]  
  
- Project: Freight cost negotiation for a consumer goods distributor  
- Outcome: Achieved a 12% reduction in annual freight spend  
  
Testimonial:  
“[Your Company Name] delivered impressive cost savings through strategic negotiations, improving our bottom line without affecting service quality.” — [Client Contact]

# Terms and Conditions

Payment Terms: [X]% deposit, performance-based fees.  
Service Scope: Includes spend analysis, negotiation, contract management, and reporting.  
Client Responsibilities: Provide access to historical freight data and carrier contracts.  
Adjustments: Scope changes require mutual agreement and may affect cost and timeline.

# Acceptance

To approve this freight cost negotiation proposal and initiate services, please sign below.  
  
Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
Name: [Client Name]  
Title: [Title]  
Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_