



How to become a Shipper of Choice: Documentation

Providing the data

Documentation is **crucial for carriers** to accurately price their services amidst fluctuating volumes over the year. **By sharing comprehensive information**, such as volume forecasts and peak season details, shippers can prevent unnecessary costs and save capacity at all times.

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Ensure data quality

High-quality data **serves as a foundation for accurate bidding and helps avoid extra costs**. Poor data quality can lead carriers to either charge shippers for undocumented services, or quote higher prices up-front to mitigate their own risk.



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Comprehensive documentation

A well-structured documentation **increases the likelihood** of receiving more competitive quotes.



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Keeping the documents at the right length

Keeping the document **as long as needed, but as short as possible**, will make it easier for carrier tender teams to process, and ensure that they incorporate the shipper's requirements into their offers.



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Ensure rate vs. contract validity

When assessing a tender, **it's crucial to compare the rate validity with the contract duration**, as this impacts pricing decisions. Establishing long-term partnerships with LSPs secures capacity even during peak seasons or market bottlenecks.



Ready to see how our procurement advisory team can help you optimise your tendering strategy?

Contact us