

ICC OVERVIEW FOR REFERRAL PARTNERS

About ICC Logistics

1. Leveraging over 50 years of logistics intelligence and data analytics, ICC provides Contract Optimization, Audit, and Data Analysis services to a diverse range of shippers.
2. ICC's mission is to help shippers uncover significant, sustainable savings that consistently outperform what can be achieved through internal efforts.
3. ICC specializes in Parcel, North American Domestic Freight, and International Ocean/Air Freight - delivering strategic, data-driven solutions that enhance visibility, reduce costs, and improve operational efficiency across all modes.
4. ICC's ideal client is an organization that pays its own freight invoices and manages relationships with logistics providers.
5. Industries Served – ICC's client base spans a broad range of industries and revenue sizes. ICC is ideally positioned for most sectors, with the exception of highly regulated industries such as firearms, explosives, and tobacco, where limited optimization opportunities exist due to strict freight regulations.
6. Client Size & Spend - ICC's clients vary greatly in gross revenue, shipping typically represents 3%–10% of gross revenue, and in some cases significantly higher. ICC's services are designed to deliver measurable savings regardless of company size or spend profile.

Small Package (Parcel) Optimization

1. Data Pool Benchmarking – ICC utilizes our proprietary \$5B+ annual parcel data pool to benchmark shippers parcel pricing against best-in-class peer contracts with similar shipping profiles.
2. Pricing Review – ICC evaluates the lanes, rates, minimum charges, dimensional weight provision, accessorial fees, incentives, increases, contract terms, and contract conditions.
3. Identify Savings – ICC identifies true service level and accessorial expenditures, highlighting areas for contractual improvements and meaningful cost savings.
4. Detailed Savings – Savings by service-levels, weight-breaks, and accessorial fees are provided to the client after ICC's service agreement is executed.

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5. Parcel Contract Optimization & Negotiation –
 - a) ICC provides strategic behind-the-scenes support for direct carrier negotiations with UPS and FedEx, in compliance with carrier rules implemented in 2010. For all other parcel carriers, ICC can negotiate directly on behalf of the shipper.
 - b) Direct carrier negotiations typically complete in 50–65 days.
 - c) ICC also offers exclusive parcel pricing programs with UPS, FedEx, DHL, and other parcel carriers that eliminate the need for direct negotiations—ICC manages all rate discussions, contract setup, and implementation on the shipper’s behalf.
 - d) Non-direct negotiations are typically completed in 4 to 6 weeks.
6. Validation & Reporting –
 - a) ICC re-rates every shipment by tracking number to verify savings, validate net charges, and identify potential billing discrepancies.
 - b) Each shipment is rated against the list rate and fuel surcharge in effect at the time of shipment.
 - c) Prior discounts (the baseline) are compared to new discounts to calculate the true dollar savings per shipment.
 - d) ICC maintains corrected shipment data to ensure full transparency and audit accuracy.
 - e) Detailed savings results and analytics are delivered through Excel reports and Tableau.

North American Domestic Freight Optimization Process

1. Data Pool Benchmarking – ICC utilizes our proprietary \$3B+ annual domestic freight data pool to benchmark the shippers freight pricing against best-in-class peer contracts with similar shipping profiles.
2. Pricing Review – ICC evaluates lanes, rates, minimum charges, density, freight class/NMFC codes, tariffs, rate ponies, accessorial fees, incentives, increases, contract terms, and conditions.
3. Identify Savings – ICC identifies true service level and accessorial expenditures by addressing freight pricing variability to show an apple to apples benchmark, highlighting areas for contractual improvements and meaningful cost savings.
4. Detailed Savings – Service-level, weight-break, discount, and accessorial fee savings details are provided to the client after ICC’s service agreement is executed.
5. RFP Administration & Negotiations - With a Letter of Authorization, ICC administers the RFP, directly negotiates pricing/services, and obtains proposals for the client’s review and implementation.

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6. Structured RFP Process – ICC prepares and submits the detailed RFP packet to a mutually agreed participant list, providing customized shipment data and a uniform pricing template for consistent evaluation.
7. Carrier Bid Evaluation – ICC uses all bids to re-rate historical shipments for a transparent comparison and accurate projected savings.
8. Validation & Reporting –
 - a) ICC validates the correct rates and net cost are applied correctly to each shipment and/or Pro number based on the agreed carrier contracts and pricing negotiated.
 - b) ICC provides reporting that includes service mode optimization, exception tracking, and key performance indicators to identify further cost savings and performance improvement opportunities.
9. Similar process would apply for exclusive international ocean and air freight optimization and negotiation.

Referral Partner Program Overview

1. Commissions - ICC's Referral Partner Program compensates partners for introducing new clients. Partners earn 24% of ICC's gross revenue for referred engagements and 10% of ICC's net revenue for Audit services.
2. Ongoing Commission Eligibility - Commissions are paid for the full duration of the client relationship while the account remains active and under ICC billing.
3. Revenue Structure - A significant portion of ICC's gross revenue is derived from gain-share performance models, aligning ICC's success directly with client savings. ICC also offers services on a traditional fee basis and occasionally a hybrid gain-share/fee structure, depending on the engagement.
4. Direct Carrier Negotiations - For parcel and domestic freight clients under direct carrier agreements, contracts typically have a 24-month term, during which referral commissions are paid monthly.
5. Reseller-Based Negotiations - For parcel shippers using ICC's partnered reseller programs, contracts remain active as long as the client utilizes the service, allowing Referral Partners to earn commissions for an extended duration beyond the typical contract term.

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6. Transparency & Tracking –

- a) ICC has established a referral tracking system for associations and their individual representatives. This system enables each Referral Partner to submit opportunities to ICC using a unique rep_id.
 - b) A unique referral link will be created for each rep_id; ICC can generate as many rep_ids as needed.

- c) For example, here is a unique link for rep_id 7645 –
 - https://tally.so/r/w2M7lg?association_id=DG&rep_id=7645
 - The association_id and rep_id parameters are embedded in the form but not visible to the user.
 - This allows the referral form to be completed either by the rep or directly by the prospect, maintaining accurate source tracking.
 - d) Upon submission, the referral form automatically populates a centralized Google Sheet, ensuring full visibility and transparency for all referred opportunities. The association point of contact receives shared access for ongoing visibility and tracking.

Case Studies & ROI Examples

1 - Parts Supplier – Parcel Optimization via Reseller-Based Negotiation

1. 12-Month FedEx Spend: \$138,000
 2. ICC Negotiated Savings: 42% (\$57,960/year)
 3. ICC Gain Share to Client: 39% (\$22,604/year)
 4. ICC Gain-Share Term: Active as long as the client utilizes the negotiated pricing
 5. Referral Partner Compensation: \$452/month (24%)

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2 - Textiles Company – Parcel Optimization via Reseller-Based Negotiation

1. 12-Month UPS Spend: \$150,000
2. ICC Negotiated Savings: 31% (\$46,500/year)
3. ICC Gain Share to Client: 35% (\$16,275/year)
4. ICC Gain-Share Term: Active as long as the client utilizes the negotiated pricing
5. Referral Partner Compensation: \$325/month (24%)

3 – Retailer – Domestic Freight Optimization via ICC Administered RFP

1. 12-Month Freight Spend: \$1,200,000
2. ICC Negotiated Savings: 36% (\$432,000/year)
3. ICC Gain Share to Client: 20% (\$86,400/year)
4. ICC Gain-Share Term: 24 months
5. Referral Partner Compensation: \$1,728/month (24%) for 24 months.

4 – Electric Component Manufacturer – Domestic Freight Optimization via ICC Administered RFP

1. 12-Month Freight Spend: \$400,000
2. ICC Negotiated Savings: 13% (\$52,000/year)
3. ICC Gain Share to Client: 28% (\$14,560/year)
4. ICC Gain-Share Term: 24 months
5. Referral Partner Compensation: \$291/month (24%) for 24 months.

5 – Home Furnishings Company – Parcel Optimization via Reseller-Based Negotiation

1. 12-Month FedEx Spend: \$500,000
2. ICC Negotiated Savings: 19% (\$95,000/year)
3. ICC Gain Share to Client: 25% (\$23,750/year)
4. ICC Gain-Share Term: Active as long as the client utilizes the negotiated pricing
5. Referral Partner Compensation: \$475/month (24%)

6 – Apparel Manufacturer – Parcel Optimization via Direct Carrier Negotiation

1. 12-Month UPS Spend: \$5,000,000
2. ICC Negotiated Savings: 26% (\$1,300,000/year)
3. ICC Gain Share to Client: 32% (\$416,000/year)
4. ICC Gain-Share Term: 24 months
5. Referral Partner Compensation: \$8,320/month (24%) for 24 months

7 – Equipment Manufacturer – Domestic Freight Optimization via ICC Administered RFP

1. 12-Month Freight Spend: \$20,000,000
2. ICC Negotiated Savings: 15% (\$3,000,000/year)
3. ICC Fee to Client: \$200,000
4. ICC Term: 12 months
5. Referral Partner Compensation: \$4,000/month (24%) for 12 months.