RateLinx
INSIGHT24

Newest Features from 2023 Until Now

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CEO, RateLinx

# *Summary*

50 RATING ENGINE RELEASES

- 38 base rates updated
- 1 major performance update
- 1,298,887 LTL discounts setup
- 7,161,467 truckload lanes setup
- 388 custom base rates loaded

75 APPLICATION RELEASES

- 26 carriers added to ShipLinx
- 26 updates to Auction module
- 13 updates to Tracking module
- 17 updates to LoadBuilder module
- 19 updates to Dynamic Reports module
- 11 updates to Rate Modeling
- 12 security updates / enhancements
- 100 updates to internal freight audit systems

New Carriers

- AVRT API moved to latest
- CCT Canada
- CH Robinson
- DAFG API moved to latest
- DHL new JSON API
- DYLT API moved to latest
- EXLA API moved to latest
- Global-E
- GlobalTranz

- GORI
- Intercept logistics (ICLI)
- Loomis API
- Midland Courier
- ODFL API moved to latest
- OmniParcel
- Peninsula trucking
- Pitt Ohio
- PYLE API moved to latest

- RNLO API moved to latest
- Roadie
- RXO
- SEFL dynamic pricing API added
- SpeedX
- UPS JSON OAUTH API
- USPS (direct integration)
- WARD API moved to latest

Security

- MFA
  - Token generation
  - Text message
- Service tokens
- Multiple Cloudflare updates
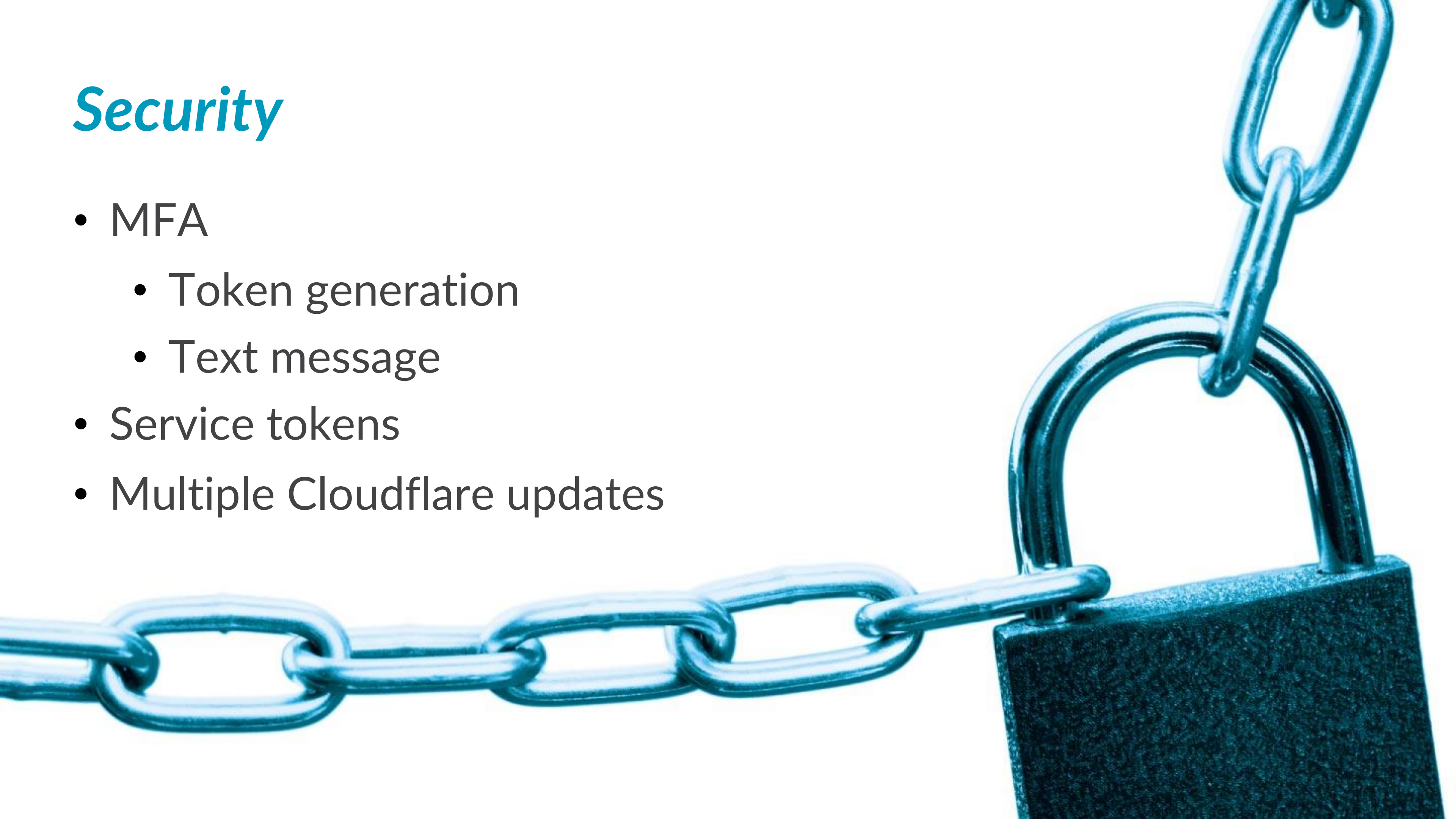
LoadBuilder: Exceptions Intelligence

Routing Exceptions

+ ADD NEW　　**⬆ IMPORT**

Filters ⌄ 📋 ⚙

Client ID

Advanced　0　⌄

🔍

LOAD SHIPLINX SHIPMENT　　**LOAD LOADBUILDER SHIPMENT**　　**DUPLICATES**

10 Results ⬇ ▥ ▦

Page: |< < **1** > >|　Per Page: 50 ⌄

		Client ID	Effective Date	Expiration Date	Rule Id	Mode	BillingType	Ship To Number	Sold To Number	Origin Loc ID
✏	☒	DASHBOARD	8/1/2024 12:00:00 AM	8/31/2025 12:00:00 AM	25008	LTL				
✏	☒	DASHBOARD	8/1/2024 12:00:00 AM	8/30/2025 12:00:00 AM	25070	LTL				
✏	☒	DASHBOARD	7/1/2022 12:00:00 AM	7/1/2023 12:00:00 AM	277			322111		
✏	☒	DASHBOARD	1/1/2022 12:00:00 AM	1/7/2071 12:00:00 AM	1856				XPO	
✏	☒	DASHBOARD	6/1/2022 12:00:00 AM	6/30/2022 12:00:00 AM	273				WALMART	
✏	☒	DASHBOARD	1/1/2022 12:00:00 AM	4/1/2045 12:00:00 AM	232				WALMART	
✏	☒	DASHBOARD	1/1/2022 12:00:00 AM	12/31/2022 12:00:00 AM	23					
✏	☒	DASHBOARD	1/1/2022	1/7/2071 12:00:00	1857					

LoadBuilder: Exceptions Intelligence

LoadBuilder: Exceptions Intelligence

Calculate Exception Occurrences

Of the last 5000 Load Builder shipments with the currently active routing exceptions while ignoring ship date, **1** would utilize this exception

Below are some examples of loads within the constraints of the exception

	LoadNumber	Rule Id	Rule Applies
🔍	154360071		True

CANCEL

LoadBuilder: Exceptions Intelligence

Client ID		ShipDate	Mode		BillingType	Ship To Number
DASHBOARD		8/29/2024	LTL			

| Sold To Number	Origin Loc ID	Origin Account Number	From Address 1	From Address 2	From City
	150		4602 S Biltmore Lane		Madison

From State	From Zip	From Country	Ship To Address 1	Ship To Address 2	Ship To City
WI	53714	US	17220 North Scottsdale Road	Suite 435	Scottsdale

Ship To State	Ship To Zip	Ship To Country	Weight	Cartons	Pallets
AZ	85254	US	87000	580	174

Linear Feet	Cube	User Field 1	User Field 2	User Field 3	User Field 4
	7308				

User Field 5	Attribute(s)
	~~CarrierCode=SAIA~~CarrierName=SAIA~~CarrierSCAC=SAIA~~ClientLocID=150~~Comments=~~ConsolidationCount=1~~EditTimeStamp=3/25/2023 5:49:00 PM~~GenCarrier=~~Interface Version=5.0.0.194

SHOW MATCHES ONLY   CANCEL

10 Results

Page: |< < 1 > >| Per Page: 50

	Client ID	Effective Date	Expiration Date	Rule Id	Mode	BillingType	Ship To Number	Sold To Number	Origin Loc ID	Origin Account Number	From Address 1	From Address 2	From City	From State	From Zip Low	From Zip Hi	From Country	Ship To Address 1
✏ ▣	DASHBOARD	8/1/2024 12:00:00 AM	8/31/2025 12:00:00 AM	25008	LTL									WI				
✏ ▣	DASHBOARD	8/1/2024 12:00:00 AM	8/30/2025 12:00:00 AM	25070	LTL									WI				
✏ ▣	DASHBOARD	7/1/2022 12:00:00 AM	7/1/2023 12:00:00 AM	277			322111											
✏ ▣	DASHBOARD	1/1/2022 12:00:00 AM	1/7/2071 12:00:00 AM	1856				XPO			3000 CENTERPOINT WAY			IL	60436	60436	US	
✏ ▣	DASHBOARD	6/1/2022 12:00:00 AM	6/30/2022 12:00:00 AM	273				WALMART										
✏ ▣	DASHBOARD	1/1/2022 12:00:00 AM	4/1/2045 12:00:00 AM	232				WALMART										
✏ ▣	DASHBOARD	1/1/2022 12:00:00 AM	12/31/2022 12:00:00 AM	23							16220 North Scottsdale Road	Suite 435	Scottsdale	AZ	85254		United States	
✏ ▣	DASHBOARD	1/1/2022 12:00:00 AM	1/7/2071 12:00:00 AM	1857							401 W TOUHY AVE				60018	60018		
✏ ▣	DASHBOARD	8/1/2024 12:00:00 AM	8/31/2025 12:00:00 AM	25009										WI				
✏ ▣	DASHBOARD	4/16/2024 12:00:00 AM	4/30/2024 12:00:00 AM	21451														

LoadBuilder: Exceptions Intelligence

Dynamic Reports: Monitor

SaveDataMonitor

Monthly Parcel Late Fees Trend

SaveDataMonitor
Monthly Parcel Late Fees Trend   ▼ | CREATE MONITOR | DELETE MONITOR | EDIT MONITOR | LOAD MONITOR | MANAGE SUBSCRIPTIONS |

🕓 SCHEDULE

Filters

Ship Date Range

☐ Use Ship Date ⑦

☐ Include Accruals

☐ Include BDB's

☐ Include Denied

Advanced   4   ⌃

Account Number   ▼

Equals   ▼

Search on Value

Columns

Search   ⋮

Select: **All** | None

✓ Account Number

✓

AdjustmentAmount | SUM   ▼ |

✓ Att. EquipmentType10

✓ Att. EquipmentType11

✓ Att. EquipmentType6

✓ Att. EquipmentType7

ADD CUSTOM COLUMN

Dynamic Reports: Monitor

Custom Trends
These are trends either you or one of your colleagues configured in the Dynamic Reports to track

	Type	Period	Previous	Current	Percent Change	Trend
📄 🔔	Monthly Parcel Late Fees Trend	Rolling30Days	4,918.73	352.05	-92.84%	↓

Data Monitor

Results ⑦   ☐ Email   ✓ Secondary Email   ☐ SMS Text   ☐ Web Alert

Settings

	Monthly Parcel Late Fees Trend	Operator	Threshold
		Greater Than Equal	1000.0

Dynamic Reports: Create Chart

Dynamic Reports: Chart Wizard

Dynamic Reports: View Chart

Tracking

Tracking

SHOW PAST SHIP DATE   SHOW PICKING UP TODAY   SHOW DELIVERING TODAY

NEW
NEW
NEW

Created
332 Total
36 BROKER
110 TRUCKLOAD
60 Blank Mode
126 LTL

Picked Up
0 Total Shipments
0 On Time
0 Late

In Transit
15 Total Shipments
15 On Time
0 Late

Out For Delivery
8 Total Shipments
8 On Time
0 Late

Delivered
153 Total
96 On Time
57 Late

al	Not Tracking Reason - EDI	Not Tracking Reason - API	Last API Call	API Error

LTL Base-Rate Analysis

LTL Base-Rate Analysis

Measure Descriptions
Cost Ratio: Average Cost divided by Average Cost for Class 100
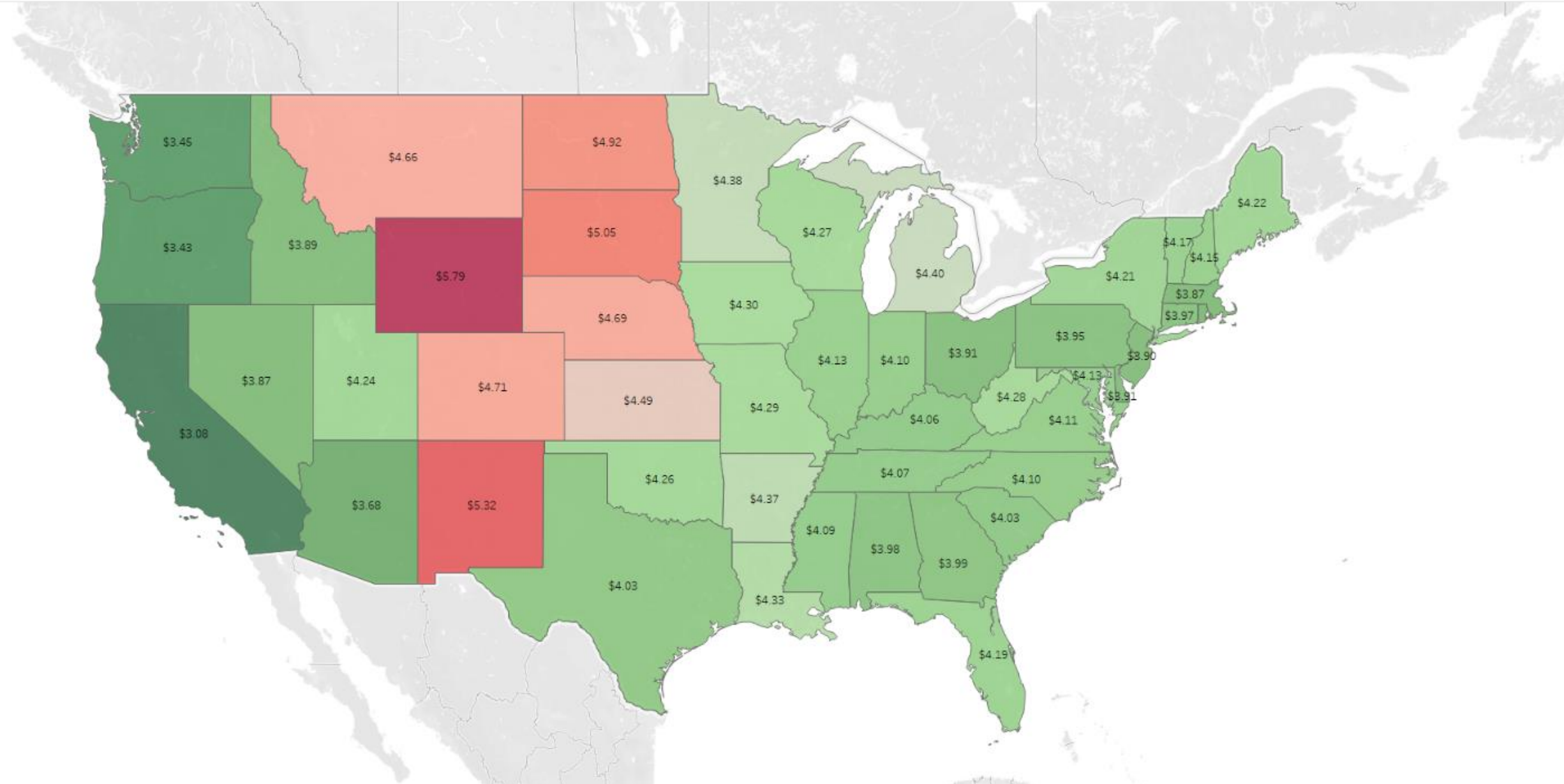Scaled Percent Change: Scaled Percent Change between Average Cost and Average Cost for Class 100

SCAC	50	55	60	65	70	77.5	85	92.5	110	125	150	175	200	250	300	400	500
AACT	0.581	0.622	0.660	0.699	0.740	0.799	0.865	0.933	1.092	1.234	1.473	1.712	1.951	2.422	2.896	3.838	4.799
ABFS	0.565	0.605	0.642	0.681	0.720	0.784	0.856	0.923	1.100	1.251	1.496	1.743	1.989	2.519	3.017	4.013	5.032
AVRT	0.609	0.645	0.685	0.720	0.764	0.816	0.880	0.935	1.067	1.190	1.416	1.596	1.806	2.236	2.449	3.168	3.905
CNWY	0.552	0.597	0.641	0.691	0.716	0.776	0.851	0.925	1.100	1.249	1.498	1.747	1.996	2.494	2.993	3.989	4.985
CTII	0.583	0.621	0.656	0.696	0.740	0.794	0.864	0.931	1.099	1.253	1.498	1.742	1.988	2.476	2.966	3.940	4.922
DAFG	0.586	0.622	0.657	0.695	0.734	0.788	0.846	0.914	1.076	1.199	1.560	1.812	2.180	2.802	3.446	4.501	5.821
DHRN	0.571	0.614	0.647	0.694	0.735	0.789	0.856	0.929	1.091	1.225	1.460	1.693	1.934	2.381	2.856	3.774	4.718
DPHE	0.587	0.624	0.660	0.696	0.740	0.796	0.868	0.935	1.100	1.250	1.499	1.749	1.999	2.498	2.997	3.996	4.995
DYLT	0.584	0.621	0.656	0.695	0.727	0.795	0.867	0.939	1.113	1.263	1.507	1.763	2.025	2.553	3.063	3.877	4.843
EXLA	0.571	0.611	0.647	0.687	0.729	0.789	0.859	0.927	1.099	1.246	1.492	1.740	1.985	2.588	3.099	4.121	5.155
FTSC	0.594	0.629	0.664	0.706	0.749	0.807	0.864	0.934	1.077	1.182	1.398	1.606	1.834	2.217	2.644	3.440	4.280
FXFE	0.579	0.617	0.653	0.693	0.735	0.791	0.860	0.926	1.099	1.245	1.489	1.732	1.977	2.463	2.950	3.920	4.895
FXNL	0.579	0.618	0.653	0.693	0.736	0.791	0.860	0.927	1.099	1.244	1.488	1.731	1.975	2.461	2.947	3.916	4.890
HMES	0.584	0.623	0.659	0.697	0.740	0.793	0.857	0.926	1.100	1.232	1.460	1.692	1.926	2.371	2.811	3.692	4.591
NPME	0.582	0.613	0.650	0.680	0.747	0.782	0.860	0.909	1.182	1.343	1.626	1.878	2.155	2.683	3.246	4.319	5.375
OAKH	0.605	0.640	0.673	0.711	0.747	0.805	0.869	0.933	1.100	1.249	1.498	1.747	1.995	2.493	2.990	3.985	4.981
ODFL	0.575	0.612	0.647	0.686	0.726	0.795	0.864	0.932	1.100	1.247	1.492	1.737	1.983	2.472	2.962	3.938	4.921
PENS	0.622	0.633	0.651	0.700	0.736	0.809	0.867	0.934	1.100	1.250	1.500	1.750	2.000	2.500	3.000	4.000	5.000
PITD	0.585	0.626	0.661	0.703	0.756	0.799	0.875	0.930	1.133	1.281	1.538	1.779	2.040	2.536	3.049	4.046	5.033
PYLE	0.588	0.622	0.660	0.691	0.759	0.793	0.872	0.915	1.182	1.344	1.623	1.873	2.152	2.681	3.241	4.298	5.356
RDFS	0.606	0.642	0.678	0.712	0.755	0.803	0.874	0.943	1.085	1.219	1.440	1.677	1.890	2.364	2.822	3.747	4.677
RDWY	0.566	0.605	0.639	0.676	0.720	0.782	0.855	0.920	1.100	1.248	1.489	1.735	1.981	2.523	3.012	4.013	5.026
RETL	0.606	0.639	0.675	0.706	0.744	0.794	0.861	0.921	1.110	1.265	1.511	1.763	2.016	2.517	3.019	4.055	5.045
RNLO	0.574	0.611	0.646	0.686	0.727	0.794	0.864	0.931	1.101	1.247	1.495	1.738	1.983	2.473	2.961	3.936	4.917
SAIA	0.549	0.584	0.617	0.655	0.696	0.747	0.826	0.890	1.100	1.248	1.518	1.767	2.016	2.515	3.013	4.005	5.004
SEFL	0.570	0.618	0.656	0.694	0.739	0.798	0.865	0.932	1.090	1.231	1.468	1.710	1.954	2.407	2.875	3.819	4.763
STDF	0.584	0.620	0.654	0.698	0.747	0.795	0.858	0.928	1.074	1.187	1.411	1.613	1.846	2.241	2.652	3.530	4.371
SUON	0.578	0.615	0.652	0.694	0.738	0.797	0.862	0.931	1.093	1.230	1.465	1.704	1.948	2.391	2.878	3.808	4.781

LTL Base-Rate Analysis

SCAC	100	200	500	2000	5000	10000	15000
AACT	0.196	0.282	0.606	1.724	3.432	5.730	8.595
ABFS	0.244	0.315	0.607	1.725	3.555	6.132	9.197
AVRT	0.155	0.283	0.630	1.647	3.072	5.263	7.893
CNWY	0.224	0.323	0.639	1.742	3.750	6.453	8.654
CTII	0.191	0.292	0.605	1.709	3.404	6.114	9.168
DAFG	0.173	0.310	0.638	1.707	3.219	5.495	8.243
DHRN	0.130	0.255	0.601	1.779	3.289	4.998	7.495
DPHE	0.239	0.291	0.588	1.681	3.652	5.988	5.988
DYLT	0.263	0.309	0.608	1.695	3.578	6.195	9.291
EXLA	0.253	0.312	0.623	1.705	3.571	6.113	9.169
FTSC	0.214	0.351	0.687	1.712	3.102	5.182	7.773
FXFE	0.225	0.295	0.602	1.702	3.501	5.975	8.958
FXNL	0.226	0.296	0.603	1.702	3.495	5.966	8.943
HMES	0.263	0.306	0.619	1.782	3.381	6.173	9.260
NPME	0.296	0.353	0.670	1.669	3.173	5.391	8.087
OAKH	0.322	0.350	0.587	1.704	3.455	5.505	8.256
ODFL	0.275	0.343	0.674	1.450	2.972	5.008	7.510
PENS	0.328	0.410	0.605	1.571	3.189	5.091	7.636
PITD	0.172	0.310	0.624	1.736	3.491	6.114	9.159
PYLE	0.258	0.343	0.655	1.681	3.471	6.200	9.297
RDFS	0.231	0.291	0.603	1.671	3.586	6.324	9.484
RDWY	0.229	0.307	0.619	1.729	3.525	6.188	9.282
RETL	0.325	0.362	0.587	1.679	3.478	5.707	8.559
RNLO	0.223	0.297	0.607	1.661	3.351	5.866	8.798
SAIA	0.228	0.281	0.593	1.718	3.453	6.168	9.251
SEFL	0.232	0.290	0.637	1.646	3.183	5.423	8.134
STDF	0.161	0.311	0.629	1.787	3.365	5.823	8.735
SUON	0.256	0.293	0.597	1.768	3.577	6.085	9.127
UPGF	0.242	0.302	0.617	1.731	3.586	6.440	9.659

Other Updates

- Rate setup enhancements—more customers are using this function to maintain non-API rates

- Page builder to easily create email notifications

- ShipLinx desktop

  - Version 4.8 of .net

  - Integration with Label Master DGIS

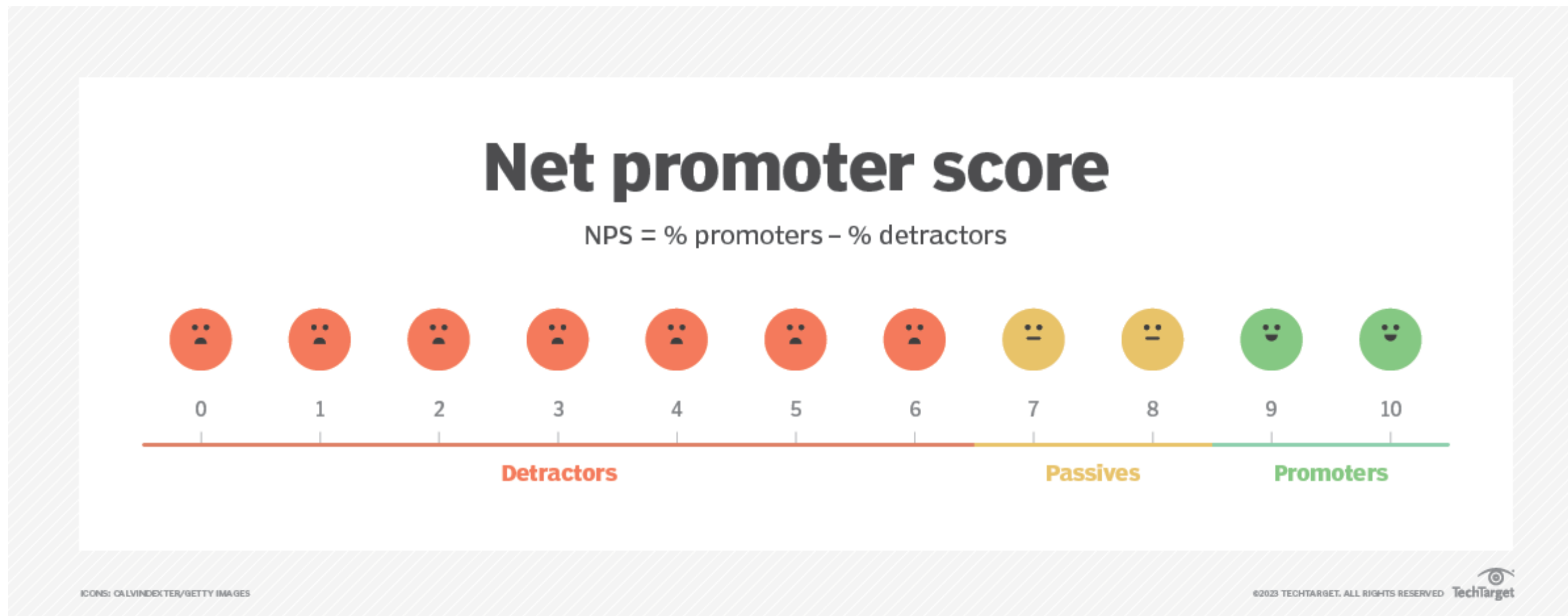 - Certified integration with ERPs: NetSuite, Acumatica, Sage, Visual, D365

What is a Net Promoter Score (NPS)?

NPS is used to measure customer experience.

Organizations use NPS to find business areas for improvement to increase customer loyalty. It asks, "would you recommend us to a colleague?"

RateLinx 2024 NPS is 40. What does that mean?

Our 2025 goal is to increase 50% of passives to promoters to achieve NPS of 50 or more. **Our 2026 goal** is to achieve excellent status of 70 or more.

What is a good NPS score?

-100	0	30	70	100

NEEDS IMPROVEMENT
(-100 - 0)

GOOD
(0 - 30)

GREAT
(30 - 70)

EXCELLENT
(70 - 100)
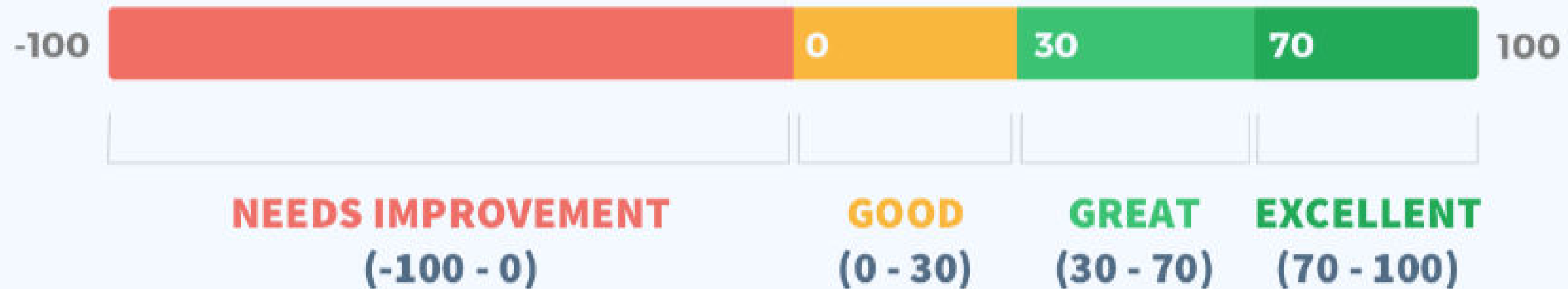
RateLinx Advocates, 2023-2024

Coming in 2025, Reliable Parts: video testimonial // and YOU!