

A photograph of a city street, likely New York City, with tall buildings on both sides and several yellow taxis on the road. The image is slightly faded to make the text stand out.

Sifted

**IT'S NOT MAGIC.  
IT'S DATA SCIENCE.**

PROPOSAL: GAIN/SHARE RATE NEGOTIATION

CLIENT: A [REDACTED]

DELIVERED ON: D [REDACTED]

SUBMITTED BY: T [REDACTED]



# WHY US?

Here at Sifted, we have perfected the science behind transportation. With a combined industry knowledge base of 50+ years in transportation, we not only know the market, but are industry experts. Our software is designed to provide you with real-time reporting, data consolidation, and predictive analytics to help you reduce your transportation costs. With Sifted's Logistics Intelligence software, you will identify issues before they become problems.

Sifted has the ability to "pull back the curtain" from hidden carrier margin and costs. Our software allows us to benchmark rates, identify specific areas of excessive margin, and generate targets for your next carrier Rate Negotiation.

Our #1 goal is to help YOU become your company's HERO!





# RATE NEGOTIATION

## FULL SERVICE RATE NEGOTIATION

- Benchmarking Analysis of Current/Future Carrier Agreements
- Ground Discount Restructure
- Zone and service Minimums
- Accessorial Fee Reduction on Carrier Services
- Tier Discounts- Current and Future Spend
- Weights and Zone Enhancements
- Service Level Optimization
- Distribution Model Optimization

## SIFTED DOES THE WORK, YOU KEEP THE RELATIONSHIP

The service begins by analyzing your agreement and comparing your service level/weight breaks/tier structure, etc. and benchmarking it against thousands of "like" shippers. We compare your contract against companies similar in shipping size and industry.

We will create the specific targets, customize the narrative for your business, draft the outgoing emails, and build any necessary RFP documents for the carriers. We will then send all of the info through you to your carrier rep.

Your job, keep us up to date with the carrier responses and proposals. Each time a new proposal is received, Sifted will run a full detailed analysis showing the actual savings versus what the carrier is proposing. We will then update the targets as needed and prepare for Round 2.

The entire negotiation process typically takes 3-4 weeks to complete and have new pricing in place.

# YOUR INVESTMENT

Below is the gain-share percentage that we discussed. Sifted will provide the customer with a weekly report that re-rates every shipment and shows the previous pricing contract compared to the new contract. Sifted will bill a % of the measurable savings each week until the term is complete. At that point, the customer will retain 100% of the generated savings.

## RATE NEGOTIATION

DESCRIPTION	GAIN SHARE %
38% of the Savings generated by the Rate Negotiation	
18 Month Agreement	
TOTAL	\$0

- Please read the contract on the previous page to make sure you understand all the details involved with us working together. It's really important to us that everything is transparent and understood from the beginning so that we lay a solid foundation for a great working relationship.
- If you have any questions at all, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
- Once you feel confident about everything and are ready to move forward, please click the 'sign here' button below.

SIGN HERE

Dan Wolgin

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Dan Wolgin  
Ammunition Depot

## SIFTED, LLC RATE-REDUCTION SERVICE

This Addendum (the "Agreement"), dated and effective as of the {{current\_date}} is entered into between SIFTED, LLC, a Utah limited liability company ("SIFTED"), and {{recipient\_company\_name}} may be referred to herein as "Customer" or collectively as the "Customer." WHEREAS, Sifted provides consulting and other services on small parcel logistics, including identifying inefficiencies and over payments in shipping and transportation services utilized by its {{recipient\_company\_name}}; and WHEREAS, Customer has requested and Sifted has agreed to provide said services to Customer; and NOW, THEREFORE, in consideration of the agreements and covenants herein contained, and for other good and valuable consideration, Customer and Sifted agree as follows:

**1. Services.** Sifted shall provide the following services (collectively, the "Services") to Customer:

- a. Analysis and Predictive Audit.** Sifted will analyze Customer's parcel shipping activity with each courier or package delivery company (each a "Carrier") utilized by Customer to identify pricing improvements, overpayment patterns, and process inefficiencies related to Customer's supply-chain.
- b. Logistics Intelligence Software.** Sifted will provide access to Cloud Analytics software, including Sifted's Logistics Intelligence Resource (the "Software") to obtain Customer's shipping data and invoice information. The Software will serve as the primary means for customer deliverable, canned reporting, and customized dashboards displaying customer specific shipping data; including, but not limited to the: Audit Refund Report, Carrier Summary Overview, Carrier Scorecard, Rate-Reduction Detail Report, and other carrier related details.
- c. Negotiation.** Sifted will prepare and manage a Request for Proposal ("RFP") for submission to Carrier. The RFP will identify specific cost reduction targets that will be used to negotiate a lower shipping rate from Carrier. Sifted will provide pertinent documents (including templates for correspondence) to enable Customer to submit the RFP directly to Carrier. Within fifteen (15) days of Sifted delivery of the RFP to Customer, Customer will submit the RFP to Carrier. Any proposal received by Customer in response to the RFP will be promptly provided in its entirety to Sifted. Upon receipt of a Carrier proposal, Sifted will perform a cost analysis of the proposal to determine the savings, if any, that will be realized by Customer under the proposal. Upon review of a proposal and any associated cost analysis, Customer, in its sole discretion, may approve or reject any such proposal. If Customer approves a proposal from Carrier, Customer will enter into a new agreement with Carrier based upon Carrier's proposal (the "Renegotiated Agreement"). The implementation date (the "Start Date") of the Renegotiated Agreement begins the Saving Period of new carrier pricing.

### 2. Service Fees and Invoice Calculations.

- a. Fees.** In consideration of the Services, Customer agrees to pay to Sifted a fee equal to **38% of the Savings (the "Service Cost Fee")**. Sifted will issue monthly invoices to Customer for the Service Fee. Customer agrees that within fifteen (15) days of receipt of an invoice, Customer shall issue payment of the Service Fee specified in the invoice for negotiation services. Invoices will be sent out monthly with a 15 day grace period after the date it is due.
- b. Interest.** In the event Customer fails to pay any amounts due under this Agreement when due, Customer agrees that any such amounts due shall bear interest from the date due until paid in full at the rate of one percent (1%) per month.
- c. Benchmarking.** All savings occurring from the reduction of rates and fees, together with process improvements and service-level optimization will be calculated, at a tracking-level detail. Each shipment, following the "Start Date", will be re-rated on the benchmark agreement and compared to the Renegotiated Agreement. The Shared Savings Percentage will be applied, on a weekly basis, to the variance from the Benchmark Agreement and Renegotiated agreement "Gross RN Savings".
- d. Non-Circumvention.** If any attempt is made by customer to circumvent payment to Sifted under this Agreement by switching Carriers without the knowledge or consent of Sifted or otherwise, Customer hereby agrees that the Service Fees due under this agreement for the remainder of the term shall accelerate and shall be immediately due and payable ("Acceleration Payment"). For purposes of the Acceleration Payment, the Service Fees shall be calculated by using the average of the data for the immediate prior three months (or if less than three months' data is available, the average for the preceding billing cycles).

**3. Term and Termination.** This Agreement shall commence on the Start Date and shall terminate **18 months** from that date (the "Termination Date").

**4. Exclusivity.** During the Term of this Agreement, Sifted shall have the exclusive right to provide the Services to Customer. Customer agrees that it shall not enter into any agreement with any other party or parties that includes or contemplates the same or similar services provided by Sifted under this Agreement.

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be executed by their authorized agents as of the date first above written.