



Top Choice for 3PL's and Freight Brokers



Automating the Spot Quote Process for Full Truckload Brokers

Most freight brokers are inundated with incoming emails from customers looking for a spot quote. Paying a salary to have someone manually oversee the quote inbox costs 3PLs an average of \$75,000 per year.

If your operating process is slow, you may be losing more than 50% of the time. Tai Email Assistant uses AI to extract shipment details from incoming quote requests and automatically responds with a quote in minutes, saving valuable labor resources.

Research shows that instantly responding to a quote will increase your win ratio by 30%, even when pricing stays the same.



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Industry Standard for Spot Quoting

If your team can return a quote to a customer in under 15 minutes, you are among the elite for efficient spot quoting. That means, win or lose, every spot quote costs your company \$3 to \$9, depending on the salary of your team and the speed of execution.

Tai can automate the process - returning every quote in under 5 minutes while reducing the cost to \$1 per quote.

Fastest Times For Completed The Process Manually

Average Salary	Hourly Labor Cost	Per Minute Labor Cost	Cost at 5 mins	Cost at 10 mins	Cost at 15 mins
\$45,000.00	\$21.63	\$0.36	\$1.80	\$3.61	\$5.41
\$55,000.00	\$26.44	\$0.44	\$2.20	\$4.41	\$6.61
\$65,000.00	\$31.25	\$0.52	\$2.60	\$5.21	\$7.81
\$75,000.00	\$36.06	\$0.60	\$3.00	\$6.01	\$9.01

How Tai Automates the Spot Quoting Process

Tai TMS customers use Tai Email Assistant to automate their spot quoting process.

Tai Email Assistant uses Artificial intelligence to identify incoming quote requests in your email inbox. It then extracts the shipment details from the body of the email using natural language processing and enters the shipment directly into Tai TMS. This automation eliminates data entry for your team. From there, Tai syncs up with your rating tools to produce an instant price and fire the quote back to your customer in less than 5 mins.

How many more opportunities would you win if you could respond to every spot quote request in less than 5 minutes?

Research shows that the speed in returning the quote to the client is more important to winning the business than having the lowest price. Tai Email Assistant automatically processes your inbound quote requests and can respond with a quote in minutes. With fast responses to every quote request, automation enables you to win more spot quote shipments. Tai Email Assistant is ideal for companies that process high volumes of incoming quotes daily.

Take Automation to the Next Level Through Capacity Integrations?

While the Email Assistant automates the front-end spot quoting process, the Tai TMS plugs into the most advanced capacity tools on the market to automate the process of finding load coverage.

Tai partners with capacity tools offered by DAT, Truckstop.com, Trucker Tools, and Parade to automate outreach within your carrier database.

Integrating these tools into Tai TMS allows your team to gather quotes from all your top carriers without the manual process of email and calling carriers or needing to post to load boards.

Imagine reducing the time it takes to deliver a spot quote and find coverage for the shipment by 80%.



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Long Term Benefits of Automated Spot Quoting

Tai technology enables logistics providers to do more at a lower operational cost. In turn, it allows logistics companies to allocate more time and money toward larger sales and exploring new revenue sources. The average worker uses 28% of their workweek on emails, which equals more than 11 hours.

If every broker in your office had an additional 11 hours a week, they can spend their time developing deeper relationships with clients. This instant spot quoting process, delivered by Tai, coupled with the added time spent nurturing client relationships will increase the chances of winning more dedicated customers.

If scalability and growth is your goal, Tai is the right partner for you.