



# Customer Performer: Driving Decisions

## What's Your Rate Per Hour?

Get a clearer picture of what is happening with your customer base and freight network with a **Rate Per Hour** metric. Hours of Service (HOS) requirements and execution and freight velocity have become critical components to profitability.



Know the value of each customer and each geographic freight lane with Customer Performer from Transportation Performance, Inc. (TPI)

### Driving Decisions

Now more than ever, you need to make sure your freight and your lanes are what you want to haul. These metrics will assist you in the decision making process.

- Revenue per Mile
- Revenue per Hour
- Empty Miles
- Freight Balance
- Driver Retention
- Margin
- Seasonality
- Bid Compliance
- New/Lost & Changing Business

Customer Performer is a solution for the carrier to manage their ever changing freight network to improve margins.

### Identify Good and Bad Freight

Focus on the customers and lanes in your network that will provide the most improvement to your revenue per mile with total score indicators, revenue opportunity, and an automated process improvement workflow.

### Bottom Line Impact

Customer Performer can help you drive decisions by knowing where to focus your attention within your network. You can **improve the revenue opportunity for your company, track performance metrics, respond to bids more effectively, target markets for growth and quickly address areas of opportunity.**



### Improve Your Position!

Contact us at **1-866-771-5003** to learn more about Customer Performer and how management of freight network is the key to sustainable improvements to your bottom line.

Or visit our website at [www.truckscore.com](http://www.truckscore.com) to review our products or request a live demo of Customer Performer.

### About Transportation Performance, Inc. (TPI)

*Better data and better decisions. It's what drives us. TPI is a provider of original software solutions and expert consulting services in the truckload industry.*

*TPI clients benefits from increased efficiencies, increased revenue and increased profitability through the identification and assessment of data that drives improved decision-making.*

*With decades of years in trucking industry, TPI works with clients who operate fleets both regionally and nationwide. For more information about TPI, please visit [www.tpistechnology.com](http://www.tpistechnology.com) or call 1-866-771-5003.*

