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GLOBAL TRANSPORTATION EXPENSE RECOVERY

## **A Holistic Approach** to Post Audit

COVER STORY

# GLOBAL TRANSPORTATION EXPENSE RECOVERY

## A Holistic Approach to Post Audit

"Trans Audit Clients are confident that a holistic and thorough post audit is in place across all modes of global transportation safeguarding their interests"

#### By Linda James

he growth of e-commerce and the global economy has propelled the demand for freight transport worldwide. Along with it comes the need for corporations to scrutinize and verify payments and billing details to combat the rising number of errors in freight invoices and reduce erroneous expenditures.

However, corporations do not always have the time, resources, and expertise to meticulously evaluate and decipher their historical and ongoing billing activity, requiring them to engage an exemplary partner to handle their expense analysis and recovery needs.

A name synonymous with expert and exemplary post audit services is Trans Audit, a global transportation post audit specialist covering all modes of transportation worldwide.

Employing a structured, professional, consultative, and holistic approach to the post audit process, Trans Audit focuses not simply on the recovery of money but on maximizing returns in all modes of transportation across all payment points. Trans Audit reviews its Clients' shipping charges and payments with a fine-tooth comb and proprietary multi-pass process. Trans Audit does the heavy lifting from onboarding through refund recovery, keeping the process simple, swift, and straightforward. Leveraging a deep well of knowledge derived from its team of Subject Matter Modal Experts (SMME), Trans Audit provides monetary benefits, recoveries, and vital insights and analytics. "Our simple, swift, straightforward process, and consultative approach is the measure by which we collaborate with our partners"





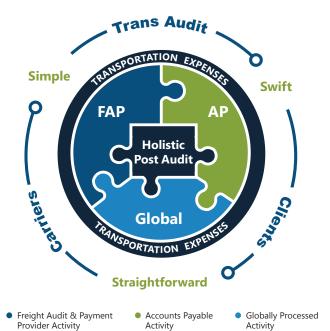
Trans Audit's highly trained SMMEs hail from a wide range of backgrounds including shippers, carriers, logistics, IT, finance, accounting and freight auditing. Each SMME brings with them a multifaceted approach to serving dynamic client needs.

"Our proprietary process and SMMEs examine all payment points and global expenditures to ubiquitously identify errors and maximize refunds on behalf of our Clients, non-intrusively providing them a holistic solution and peace of mind," says Chad Kennedy, CEO of Trans Audit.

### A Complete Suite for Post Audit Needs

Based on carrier feedback, Trans Audit is the leading authority and generates and resolves more refund claims than all competitors. When partnering with a client, Trans Audit takes full responsibility for the entire post audit process, ensuring billing and payments are accurate. Trans Audit's SMMEs scrutinize individual bills to uncover payment discrepancies and misapplied rates, discounts, accessorial charges, detention, demurrage, and more. To verify all payments and charges, Trans Audit utilizes Client and FAP provided shipment and payment data along with supporting carrier information. Where overpayments and overbillings are identified, Trans Audit formulates comprehensive refund claims. Trans Audit's dedicated Carrier Relations Managers submit all claims to the Clients' carriers, tracking and managing each through fruition and refund ascertainment.

Trans Audit behaves not just as a service provider but more importantly as an advisor and trusted partner to its Clients. A consultative approach is essential to building integrity and trust



with prospects and Clients alike. Trans Audit's Client centric approach provides guidance and benefits pre and post-sale whether an entity does or does not become a Trans Audit Client.

"Our simple, swift, straightforward process, and consultative approach is the measure by which we collaborate with our partners," says Peter Kerwin, Head of Audit Operations.

With Trans Audit's real time analytics, TransPortal+™ Microsoft's Power BI®, Clients go from data to insight to action. TransPortal+<sup>™</sup> features an interactive dashboard that supports all modes of transportation, countries, and currencies.



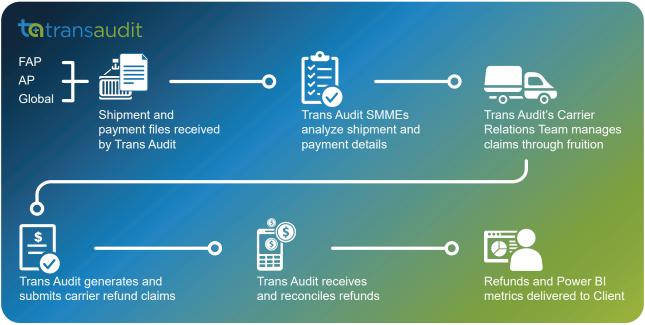
TransPortal+<sup>™</sup>'s business analytics provides data on filed, open and paid claims by business unit, carrier, mode, and error type. Parameters can easily be selected, updating report results realtime. Power BI® drill up and drill down functionality allows Trans Audit Clients to view claim information at multi-levels, simply by clicking on the graphs in the dashboard. Export capabilities exist for additional analysis and to obtain claim specifics to facilitate corrective action and reduce recurring errors.

Trans Audit manages a structured onboarding process with minimal Client involvement required. Understanding each Client's unique requirements, resources, and timing enables Trans Audit to adapt to and exceed their Client's needs doing it simply, swiftly, and straightforwardly.

"Trans Audit constructs the onboarding and post audit process around each Client's unique needs, evolving that process into a highly productive cost recovery solution that allows our Clients to rest easy," says Kerwin.

#### Delivering Exemplary Returns in the Post Audit Space

For one of its global chemical Clients, Trans Audit identified and managed several millions of dollars in claims for rate,



payment, and accessorial errors and recouped close to 90 percent of those overbillings and overpayments in the same year.

Prior to Trans Audit being selected as the Client's sole global post auditor, the Client utilized a variety of other post auditors. Trans Audit's consultative and collaborative approach, in conjunction with the superior refunds ascertained, led the Client to award Trans Audit its entire business. With that

ongoing confidence, Trans Audit continues to provide post audit solutions for this Client's acquired and divested entities.

### **Comprehensive and Holistic Client Base**

Trans Audit provides services to a large cross section of Clients from numerous industries. Trans Audit has developed long term cooperative and collaborative relationships and performed cost recovery and reduction projects for hundreds of Fortune and Global 1000 corporations. Its Clients, whether public or private, span all international borders and industry sectors from chemicals to chocolates.

"Trans Audit expertise gained from our unparalleled worldwide cross industry base delivers exponential value to each and every Client providing all with peace of mind", says Vikki Van Vliet, SVP Sales and Marketing.

The expertise Trans Audit has gained from its varied Client base allows their Clients, regardless of industry, to rest easy knowing their post audit is in capable hands. Through its exemplary services in post audit, Trans Audit takes the stage as an essential and beneficial partner to all involved in the process. "Trans Audit Clients are confident that a holistic and thorough post audit is in place across all modes of global

transportation safeguarding their interests," says Van Vliet. Looking to the horizon, Trans Audit continues to advance and enhance its methodology to drive growth and production for its Clients. Trans Audit continues to invest heavily in human resources and emerging technologies. On this onward march as the scope of Trans Audit's services are global in nature, Trans Audit will continue to grow its worldwide base and maintain its premier niche and position in the post audit arena.