



J.H. Rose Logistics Saves \$169,000 in Administrative Costs While Growing Over 25%

McLeod Software's PowerBroker™ Solution has helped the freight broker and logistics firm improve productivity and manage its growth without additions to administrative staff

"In the first year alone we realized a return on our investment in PowerBroker with a savings of \$169,000 in administrative costs while growing over 25% in revenues."

Amy Noyes
VP Operations
J.H. Rose Logistics, LLC



Based in El Paso, Texas, J.H. Rose Logistics provides freight brokerage and third-party logistics using the services of more than 6,000 motor

carriers and owner-operators. Founded in 1998, the company now operates from 12 facilities. Its 42 company employees and commissioned agents serve shippers across the U.S., as well as in Canada and Mexico.

Needs

"With our previous enterprise management system," explains Amy Noyes, Vice President of Operations at J.H. Rose Logistics, "we were unable to measure things like Days Sales Outstanding (DSO) or accurately track revenue or gross margins, expenses, or daily billing totals and order counts. We also had to employ a manual, time-consuming process to manage a variety of carrier settlement plans each week. This lack of transparency into our business processes meant we had no real way of determining if a terminal or operation was profitable or not, which made it difficult to plan or project goals. At the same time we were experiencing growth, and with revenues rising and the number of orders increasing, we were faced with the need to hire additional operations and administrative personnel."

"PowerBroker has increased our efficiency and productivity in both administration and operations. This means our dispatchers spend more time matching loads with carriers. And with better reporting capabilities, we can now measure everything."

Amy Noyes, VP Operations
J.H. Rose Logistics, LLC

Solution

J.H. Rose Logistics turned to McLeod Software and replaced its previous enterprise management system with McLeod's PowerBroker solution. In just one year since implementing PowerBroker, the company has reduced DSO by five days, expedited cash flow, automated its carrier settlement program, improved the efficiency and control of its dispatch operation and fully integrated its business processes.

Results

With an increase in revenue of more than 25% in the past year, J.H. Rose Logistics' database has increased from 3,500 to more than 6,000 carriers and the company now handles an additional 2,667 loads, a growth rate of nine percent—all without adding to its administrative staff. "Without PowerBroker," states Noyes, "and in order to handle the growth, we would have needed three additional operations staff members and one additional person for administration of carrier settlements. Salary, employer's share of taxes and benefits for those four positions would have cost \$169,000 in the first year."

J.H. Rose also now has 30% of its carriers being paid through direct deposit, which has increased efficiency and reduced processing costs. "Direct deposit was not an option before and now that we have a reliable carrier settlements program, we have signed 17% of our carriers to a 'quick-pay' program," continues Noyes. "This provides another revenue stream for us and helps our carriers improve cash flow." The company now processes carrier settlements daily, which has also improved their CompuNet score to "92."

McLeod Software's PowerBroker software offers unique functionality that is not available from other brokerage software systems on the market. Want to look into growing your revenues and reducing administrative expenses? Call McLeod Software today to find out more about the PowerBroker solution.

For more information, contact us toll free at 877-362-5363 or visit us at www.McLeodSoftware.com.

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