

CASE STUDY

# RPM Logistics Deploys **Autonomous Truckload Procurement**



# About the customer

RPM is one of the fastest-growing logistics companies in North America (including Mexico and Canada) and Europe, specializing in Finished Vehicle and Freight transportation. Leveraging a robust network, they deliver thousands of units per month and address their customers' shipping needs by matching available capacity using technology, tools and software.

RPM is advancing into new markets as part of their continued global expansion, and they have extended their 3PL solution-driven service offerings to include capacity planning, information technology, strategic planning, and inventory management.

Expanding into  
**new markets fast**

**1000s of units**  
delivered per month

Presence in **North America** and **Europe**



*“We don’t want to spend hundreds and hundreds of hours coming up with spot freight quotes. We want to be able to manage those exceptions... and spend time and resources on building better relationships.”*

**John Perkovich,**  
Chief Operating Officer, RPM

## The challenge

RPM can only stay competitive if it has robust tools in place to give the best quote possible, and the human resources at hand to help manage exceptions in the most efficient way. On its mission to represent a forward-thinking market-disruptor, RPM set out to tackle the following challenges with a more strategic approach to the spot market:

- Supply Chain Disruption
- Capacity constraints
- Market fragmentation
- Price uncertainty
- Carrier demand
- Tender rejection

## The solution

Autonomous Procurement combines historical and real-time data with behavioral science to eliminate the need for bid management, load boards, multiple auction quotes, negotiations, and lengthy tendering processes.

- Autonomous Procurement uses AI to match the right loads to the right carriers at the right price.
- The solution helps to dramatically increase profitability thanks to the power of predictive processing.

Prior to the implementation of Autonomous Procurement, RPM faced multiple struggles driven by market shifts, time sensitivity, seasonal spikes, heavily regulated industries and more – and operated under increasing pressure to ensure customers could still receive their goods swiftly, safely and reliably.

Described as ‘just what they needed’, Autonomous Procurement has opened up new ways of working for shippers, carriers and their teams. This innovative tool helps RPM maintain its position in the market as a top multi-modality provider in vehicle and freight transportation, and live up to its commitment to remove the complexity from logistics.

## The results

Autonomous Procurement streamlines spot freight procurement; controls transportation costs and gives shippers and transportation teams time to focus on high level priorities. This ensures the best possible outcome for every load that hits the spot market.

- Carriers now have the ability to see all the details of each new shipment, and make an informed decision about what they choose to accept. In this case, carriers take huge reassurance from RPM's service promise with each shipment they offer – they know it will be accurate, that they'll get paid on time, and that they can fundamentally book with confidence. This is considered as a true differentiator for RPM against the rest of the market.
- In response to shipper requests for RPM to handle more, they now feel empowered to say yes, knowing that the tools and initiatives are in place to handle more shipments without hiring more resources.
- Autonomous Procurement connects RPM's carriers with shipments regardless of mode, origin, trailer type or commodity. Equipped to provide better capacity and better quality, RPM gains competitive advantage across continents.



# Conclusion

With rising shipping costs and fluctuating markets, it's critical to implement accurate adaptive AI technology with the visibility of powerful predictive pricing and processing to leverage matching through machine learning. It's critical in this industry to reduce waste and to remove the non-revenue generating tasks that pull people's attention away from what matters. These are just some of the reasons why logistics companies face extremely competitive environments.

Initial feedback from carriers is high demand for more shipments – and this is particularly exciting for RPM and its plans to grow its carrier base up to four times over the next five years. John Perkovich, Chief Operating Officer explains that this kind of growth wouldn't be possible without Autonomous Procurement:

*“Thanks to Transporeon’s Autonomous Procurement, we’re able to deliver against our mission to be the driving force in logistics.”*

RPM names its people and its relationships with shippers and carriers as its most valuable assets. Since implementing Autonomous Procurement, the company is able to invest more in those relationships and its people to ensure it remains fully equipped and experienced to handle a diverse array of critical, complex, customized, and challenging products, industries and materials.



*“Autonomous Procurement is a bit like a marketplace where carriers can browse our available shipments. To be honest, it’s a game changer.*

*Carriers can click ‘book’ and accept with confidence that they’ll get the RPM service promise with each shipment they take – that’s not happening anywhere else in the industry. And in response to shipper requests, we can say yes to more with confidence that we’ve got the tools in place to handle volume without needing to hire more resources.*

*Autonomous Procurement gives us a leg up all over the world, and will help us to quadruple our growth in the next five years.”*

**John Perkovich,**  
Chief Operating Officer, RPM





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