

*Put the Power of  
**Blackadar Analytic**  
to Work for You.*

*The most powerful ally you'll ever have in negotiating  
courier and freight services*



**Benchmarking**



**Tendering**



**Bill Auditing**



**Optimization**



**Radio Frequency RFID/EDI**



---

# Blackadar analytic

computerized modeling & cost analysis

---

**We specialize in courier and freight negotiation, benchmarking, auditing and cost analysis optimization.** With our industry knowledge and marketplace leverage, it's possible for us to save your company up to **30%** of your current courier and freight spending.

We unlock the full value of your company's courier and freight services investment by negotiating world class contracts - service agreements that include not just best pricing but also the terms and conditions that let companies respond to change and capture savings



**Benchmarking** of your rates against both similar and dissimilar businesses may be a wise choice before your company commits to going through the bid process. Blackadar will identify current rates in the courier and freight marketplace and let you know exactly where you stand. ***You can learn where the leading edge of the market is, where your contract leverage points are, and the maximum savings possible*** by using Blackadar services

**Tendering** Get it right and the bid process can reinforce your carrier partnerships. Blackadar works with you in the negotiation process by creating a customized tender and negotiation strategy - a methodology for achieving the greatest results.

***We know what to ask, when to ask it, and when and how to escalate the negotiation***

**Bill Auditing.** All of the couriers have a **3-4%** billing error. Most courier invoices arrive with problems and errors that need to be flushed out. We work with you to capture these errors and save you dollars through our proprietary **Cost Miser** data mining computer model

**Cost Avoidance and Optimization initiatives.** With unmatched industry expertise, perspective, market leverage and process we can significantly reduce your courier and freight spend by as much as **25%**. Our performance based fee model makes it a guaranteed service: ***If you don't save, you don't pay us a fee***

**Technology.** Blackadar can provide you expertise as to shipping systems, and RFID. Get your warehouse and shipping right by delighting your customers and capturing the benefits of new technologies. ***Ensure 100% content accuracy at the item, carton and pallet level***

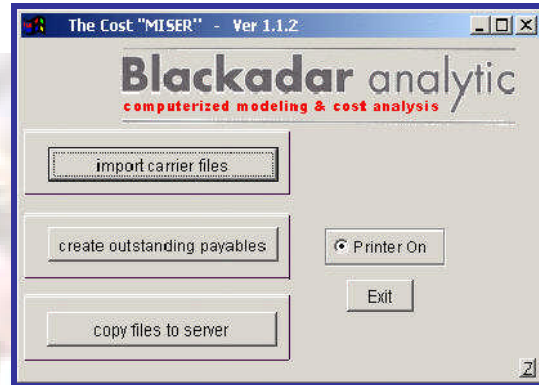
# Blackadar analytic

computerized modeling & cost analysis

## Cost Miser

**The Cost miser is the heart of our technology.** Through this sophisticated *computer data mining model we can benchmark your current rates, compare tender responses to your Request for Proposal, ensure compliance to your contract with courier and freight companies and identify optimization opportunities that can save you 10% to 30% of your courier and freight spend.* The **Cost Miser** provides us with an electronic window into your shipping activity. The **Cost Miser** is offered both on an ASP and licensed basis

Blackadar provides contract compliance oversight to prevent loss savings, overpayment and the loss of future negotiating leverage. We analyze your courier's invoices - and share this knowledge with your staff to ensure you realize the negotiated savings



## Key Customers

- ⇒ Wal-Mart
- ⇒ Sears
- ⇒ Canadian Tire
- ⇒ Manu-Life

## Process

*A roadmap for delivering accelerated results.*

The four step process in our engagement process

- § Analysis & Situation assessment
- § Strategy
- § Negotiation / Cost Miser implementation
- § Optimization initiatives and Savings realization

---

# **Blackadar analytic**

computerized modeling & cost analysis

---

Founded in 1995 Blackadar Analytic is a products and service organization. From day one our founder Bob Taylor was determined to create a new model for courier and freight negotiations, benchmarking, cost analysis, and optimization. Blackadar has in fact leveled the playing field for our clients and courier and freight companies. Our goal is to assist you in recovering overpayments and improving your business practices.

Additionally, Blackadar specializes in Radio Frequency Identification. RFID is set to transform the way companies do business. No more inventory counts, No more loss or misdirected shipments, No more guessing how much material is in the supply chain – or how much product is on the store shelves

For more Information contact:

**Robert Taylor**

Office: 905-727-3731

Mobile: 416-805-2356

[btaylor@blackadar.net](mailto:btaylor@blackadar.net)

**Michael G. Foliot**

Office: 905-882-0861

Mobile: 508-400-3374

[mfoliot@blackadar.net](mailto:mfoliot@blackadar.net)

[www.blackadar.net](http://www.blackadar.net)