




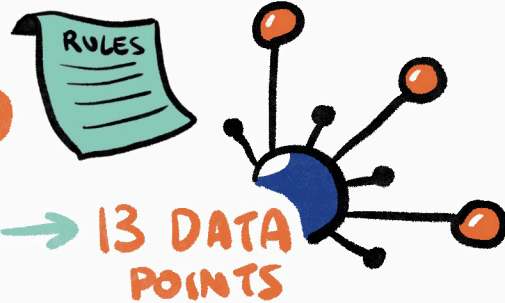
# Impacts on Contracting

ASHLEY CRAIG · MATTHEW TOMO · CHRISTIAN PEDERSON · KIN SINE · DON DAVIS

## OSRA 2023

- SHIFTS TO CONSUMER 
- FMC MAY SHIFT TO CONSUMER PROTECTION 
- CHARGE COMPLAINT  
FMT INVESTIGATES CARRIERS 

2022 } RE-REGULATION  
and  
FOCUS ON DATA



SUSTAINABLE RELATIONSHIPS

WE ARE DOUBLING DOWN ...

... and LISTENING WITH INTENT

WE CAN SAY THAT WE MATTER

REACHING C-SUITE CONVERSATIONS

WE WILL HAVE TO DO A BETTER JOB

SHIPPER OF CHOICE: BE REAL!  
BOTH PARTIES MUST BE COMMITTED

## ENFORCEMENT

1998: INDIV CONTRACTING (DEREGULATION)

2022: FMC DETERMINES VALIDITY

POSSIBLE EXPANDED AUTHORITY

FROM ANNUAL CONTRACTING to FLEXIBLE CONTRACTING

WHAT KIND OF EXPOSURE DO YOU WANT?

## CONTRACTING

EXTRACTING DATA FROM CARRIERS

MORE ACCOUNTABILITY 

PRE: NON-ENFORCEABLE  
NOW: MULTIPLE CONTRACTING OPTIONS

STANDARDIZED PROCESS behind CHOICES



FLEXIBILITY CLARITY & VISIBILITY  
BE PROACTIVE

FIT FOR PURPOSE PRICING  
STABILITY ..... RELEVANCE



ImageThink 