

# Cargo Quoter The Patent Protected Instant Quoting System for Global Logistics

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# Opening Statement

## Industry at a Crossroads

The global logistics industry stands at a crossroads. Despite rapid digital transformation, persistent inefficiencies in quoting, booking, and capacity utilization continue to cost the sector billions, not just in lost revenue, but in wasted time, environmental impact, and missed opportunities.

## Patented Process Solution

This report is not just another analysis of industry pain points. It is a blueprint for exponential change, built on a patented process that redefines how logistics works from the ground up. Already, working models for road, sea, and air freight have been developed and proven, demonstrating the real world potential of Cargo Quoter (CQ).

## Transformative Impact

By eliminating manual data entry, reducing quote to booking times from days to seconds, and unlocking hidden capacity across the supply chain, CQ offers a transformative solution that is both scalable and defensible.

# Market Size and Pain Points

Segment	Global Market Size	Manual Bookings/Year	Booking Inefficiency	Capacity Underuse	Manual Booking Cost
Road Freight	\$3.85T	900M	\$3.4B	\$77B	\$27.84
Sea Freight	\$2.1T	460M	\$2.6B	\$59B	\$27.84
Air Freight	\$0.92T	340M	\$1.3B	\$41B	\$27.84
Rail Freight	\$0.68T	100M	\$0.6B	\$36B	\$27.84
<b>Total</b>	<b>\$7.55T</b>	<b>1.8B</b>	<b>\$8.7B</b>	<b>\$213B</b>	

Manual quoting in logistics is slow and expensive. The average cost per booking is \$27.84, with 5–7 minutes of data entry and 24–48 hour delays. 68% of customers abandon quotes that take longer than 5 minutes. Capacity underutilization results in \$213 billion lost yearly due to empty miles, underfilled containers, and slow quote response.

# CQ Solution Overview



## Instant Automated Quotes

Sub 1 second, no personal data required



## Superior Performance

92% user experience, 98% conversion rate (vs. 30–40% industry average)



## Plug and Play Integration

Works with SAP TM, Oracle OTM, CargoWise, Descartes, and more



## Patent Protected Process

Not just code or trade secrets, offering a 20 year legal monopoly

CQ delivers instant, automated quotes in less than 1 second, with no personal data required. The user experience is rated at 92%, with a possible 98% conversion rate, far exceeding the industry average of 30 - 40%. CQ integrates seamlessly with all major TMS, ERP, maritime, air, and rail systems, and can be deployed in just 7 days, compared to 60 - 90 days for typical SaaS solutions.

# Integration Capabilities

## ERP Systems

- SAP TM
- Oracle OTM
- JDA
- Manhattan
- Blue Yonder

## Maritime Systems

- CargoWise
- Navis N4
- Descartes
- INTTRA
- BluJay

## Air & Rail Systems

- Accelya CROAMIS
- IBS iCargo
- Railinc TransmetriQ
- GE RailConnect
- Wabtec CloudRail

Integration can be completed between 7 - 14 days, with minimal IT lift, leveraging CQ's simple HTML/JS front end and API first architecture.

# Financial Impact and ROI

\$4.36B

DHL 20-Year Value

\$189.4M efficiency savings + \$28.6M licensing annually

\$4.47B

Maersk 20 Year Value

\$203.8M efficiency savings + \$19.5M licensing annually

\$34.2B+

DP World 20 Year Value

\$1.61B efficiency savings + \$100M+ licensing annually

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Months to Break Even

For top tier carriers at \$90M acquisition price

Booking cost reduction: \$27.84 (manual) to \$4.12 (CQ) = \$23.72 saved per booking. Slippage reduction: 70% fewer lost bookings from instant response. Deadhead/empty mile reduction: 22% improvement conservatively. Emissions: 12 million metric tons CO<sub>2</sub> saved annually (10% empty mile reduction).





# New Vertical Markets and Use Cases

## Part Loads for Road Haulage

Enables efficient quoting for less than truckload (LTL) and part load shipments. Reduces empty miles and increases asset utilization. Attracts small and medium shippers with instant, transparent pricing.

## Refrigerated Goods (Cold Chain)

Supports temperature controlled logistics for food, pharmaceuticals, and perishables. Ensures compliance and reduces spoilage with rapid, accurate quotes. Integrates with cold chain management systems.

## E Commerce Logistics

Embedded quoting at checkout for online retailers. Seamless integration with e commerce platforms and marketplaces. Improves conversion rates and customer satisfaction.

## Automotive Logistics (JIT, Dealer Networks)

Supports just in time delivery for automotive parts and finished vehicles. Enables efficient dealer network logistics. Reduces inventory costs and improves supply chain agility.

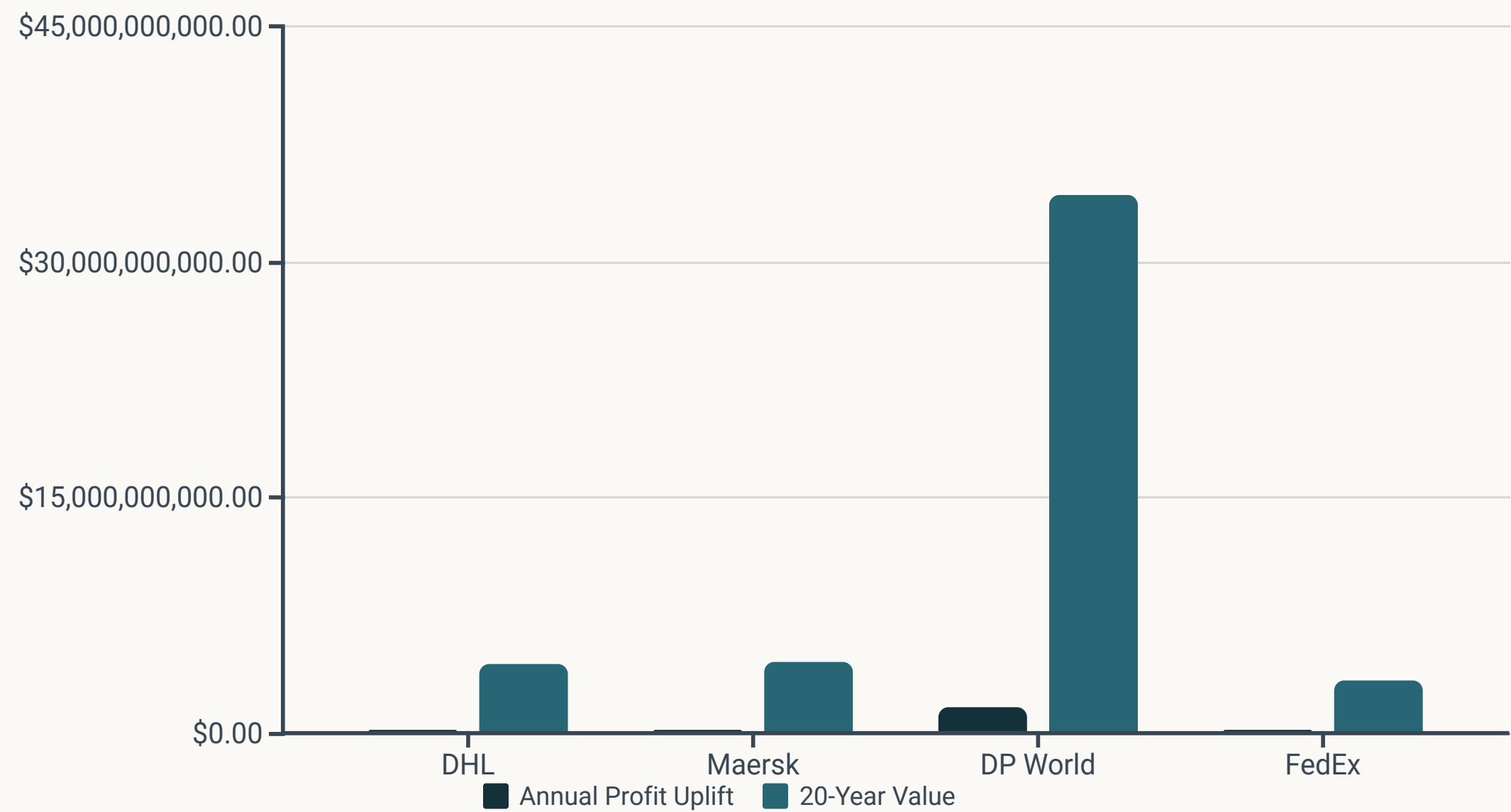
## Reverse Logistics (Returns, Warranty, Recycling)

Streamlines returns, warranty, and recycling logistics. Reduces costs and improves sustainability. Supports circular economy initiatives.

## White Label and API Modules

Allows brokers, 3PLs, and marketplaces to offer CQ under their own brand. API modules for easy integration with existing systems. Creates new revenue streams for partners.

# Case Studies and ROI Examples



DP World's licensing revenue potential is higher due to global port/terminal reach. All calculations are based on published booking volumes and industry costs, showing immediate profit uplift and licensing revenue opportunities.



# Partnership and Licensing Opportunities



## Flexible Partnership Models

Outline the flexibility in partnership, licensing, and revenue-sharing models. Highlight that you are open to any collaboration structure and encourage potential partners to propose solutions based on their experience and vision.



## Invitation to Collaborate

Invite logistics leaders to analyze the opportunity and propose how they would capitalize on CQ. Emphasize the transformative potential and the willingness to explore any partnership model.



## Maximizing the Opportunity

Having reviewed the full potential of Cargo Quoter, I invite you to consider how this patented process could be leveraged to accelerate your growth and redefine your position within the logistics industry.



## Strategic Implementation

How could Cargo Quoter be deployed within your organization to deliver the greatest value? What partnership, licensing, or revenue-sharing structures would best align with your vision and ambitions?

# Appendices

## Patent Valuation Summary

Conservative: \$344M (0.3% penetration), Moderate: \$628M (0.6% penetration), Optimistic: \$1.02B (1.5% penetration). Current ask: \$50M–\$90M (well below DCF and royalty based values).

## Market Traction Evidence

Strong inbound interest: 96 LinkedIn execs in 90 days from Flexport, Amazon, DSV, Hapag Lloyd, DHL, and other major logistics companies, demonstrating significant industry recognition.

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## Integration Compatibility

Complete list of compatible systems including ERP (SAP TM, Oracle OTM), Maritime (CargoWise, Navis N4), Air (Accelya CROAMIS, IBS iCargo), and Rail (Railinc TransmetriQ, GE RailConnect) systems.

## Next Steps

Request detailed technical/IP review under NDA. Discuss partnership, licensing, or acquisition. Begin pilot integration for rapid ROI. Contact: Steve Symington, Cargo Quoter.