Transportation Cost Savings Assessment

A practical worksheet for identifying freight-cost leakage, fleet inefficiency, sourcing gaps, and reporting opportunities in domestic transportation operations.

How to use this assessment	Scoring
Score each statement from 0 to 3. Use the results to prioritize the areas with the greatest savings potential.	0 = Not in place 1 = Inconsistent 2 = Mostly effective 3 = Fully controlled

Company Snapshot

Company	
Primary contact	
Annual domestic freight spend	$
Approximate annual shipments	
Primary modes	Truckload / LTL / Dedicated / Fleet / Parcel / Other
Number of shipping locations	

1. Freight Spend Visibility

Assessment statement	Score 0-3	Notes / evidence
We can report total freight spend by location, carrier, mode, customer, vendor, and lane.		
We track freight cost per shipment, cost per mile, and freight cost as a percentage of sales.		
Accessorial charges and fuel surcharges are reviewed separately from base transportation rates.		
Leadership receives a consistent transportation scorecard at least monthly.		
We can identify our highest-cost and fastest-growing lanes without extensive manual work.		

2. Carrier Sourcing and Rate Management

Assessment statement	Score 0-3	Notes / evidence
Primary and backup carriers are assigned by lane or shipment type.		
Carrier rates are benchmarked or competitively bid on a defined schedule.		
Bid decisions consider service, capacity, accessorials, and total cost - not only the lowest linehaul rate.		
We measure tender acceptance, on-time pickup, on-time delivery, claims, and communication performance.		
Spot-market usage and premium freight are tracked with documented root causes.		

3. Routing, Mode and Shipment Planning

Assessment statement	Score 0-3	Notes / evidence
Shippers have documented routing rules and use them consistently.		
Lead time is sufficient to avoid preventable expedited transportation.		
LTL, partial, truckload, dedicated, and fleet options are compared using total cost.		
Shipments are consolidated when service requirements allow.		
Empty miles, inefficient backhauls, and repeat one-way lanes are reviewed for optimization.		

4. Private Fleet and Dedicated Equipment

Assessment statement	Score 0-3	Notes / evidence
Fleet cost includes driver wages, benefits, fuel, maintenance, insurance, depreciation or lease expense, permits, and overhead.		
Utilization is measured by productive miles, trips, loaded ratio, idle time, and operating hours.		

Assessment statement	Score 0-3	Notes / evidence
Each truck or site is compared against the cost of qualified outside carriers.		
Equipment is relocated, resized, or removed when demand does not support the asset.		
Preventive maintenance and repair approvals are supported by cost and downtime data.		

5. Controls and Continuous Improvement

Assessment statement	Score 0-3	Notes / evidence
Freight invoices are audited for duplicate, incorrect, and unauthorized charges.		
Accessorial approvals require supporting documentation and ownership.		
Savings projects have a baseline, owner, target, implementation date, and validation method.		
Carrier and operational reviews result in documented corrective actions.		
Transportation data is reliable enough to support executive decisions.		

Scoring and Opportunity Priorities

Add the five scores in each section. Each section has a maximum score of 15.

Area	Your score	Maximum	Priority / comments
Freight spend visibility		15	
Carrier sourcing and rates		15	
Routing, mode and planning		15	
Private fleet / dedicated equipment		15	
Controls and continuous improvement		15	
TOTAL		**75**	

How to interpret the total score

Score	Interpretation	Recommended response
60-75	Strong controls	Maintain discipline and target specific lanes, carriers, or assets for incremental savings.
42-59	Moderate opportunity	Prioritize two weak categories and establish a 90-day improvement plan.
25-41	Significant opportunity	Complete a detailed freight-spend, carrier, and operating-model review.
0-24	High risk / low visibility	Build a reliable data baseline and address control gaps before making major sourcing decisions.

Savings Opportunity Estimate

Use this planning table to estimate the size of opportunities before detailed validation. Do not count savings until the baseline, implementation, and actual results are verified.

Opportunity	Current annual cost	Target reduction	Estimated savings
Contract and lane-rate improvement	$	%	$
Expedited / spot freight reduction	$	%	$
Accessorial and invoice leakage	$	%	$
Mode and shipment consolidation	$	%	$

Fleet utilization / asset deployment	$	%	$
Other	$	%	$
TOTAL ESTIMATED OPPORTUNITY			**$**

90-Day Transportation Improvement Plan

Priority action	Owner	Due date	Baseline	Target	Status

Questions to bring to an H3 consultation

• Where has transportation spend increased fastest?

• Which lanes, sites, carriers, or assets have the weakest economics?

• How much outside freight could be replaced by better fleet deployment?

• Which savings opportunities can be implemented without harming service?

• What KPIs should leadership monitor each week or month?

H3 Supply Chain Solutions
Domestic freight cost optimization | Fleet strategy | Carrier sourcing | Transportation analytics

This assessment is an initial diagnostic tool and does not constitute a guaranteed savings estimate. Actual results depend on shipment data, contracts, operating requirements, capacity, and implementation.