

Seventeen elements. Twelve months. One master dataset.

These are the elements we link into a single transportation master dataset during discovery. They usually live in more than one system and arrive as more than one extract — send them however they exist. If an element is unavailable, leave it out: what is missing is itself a finding.

REQUIRED DATA ELEMENTS

Most recent 12 consecutive months · line-item detail is fine · we consolidate to movement level

#	DATA ELEMENT	WHY IT MATTERS
IDENTITY & LINKAGE		
1	Shipment / Load ID	Unique key linking execution, service and settlement records
2	Carrier Invoice Number	Enables shipment-to-invoice matching and duplicate detection
3	Purchase Order / Order Reference	Connects freight activity back to sales and procurement
4	Business Unit / Site	Lets results be reported by division, plant or region
LANE & TIMING		
5	Origin Postal / ZIP + Country	Basis for distance, lane density and network geometry
6	Destination Postal / ZIP + Country	Same, plus consignee and destination concentration
7	Actual Ship Date	Anchors volume seasonality and peak-to-average ratio
8	Required / Planned Delivery Date	The commitment against which service is measured
9	Actual Delivery Date	Yields on-time performance and true transit time
LOAD & MODE		
10	Mode	Drives mode-conversion analysis: TL, LTL, intermodal, parcel, air, ocean
11	Equipment Type & Length	Sets capacity fit and rate benchmarks: van, reefer, flatbed, tanker, bulk, etc.
12	Weight + Unit of Measure	Pounds or kilograms; drives cost per unit and density
13	Pallet or Case Count	Utilization, consolidation and mode-conversion potential
COST & SETTLEMENT		
14	Carrier Name or SCAC	Carrier mix, concentration and performance by provider
15	Total Freight Cost as Invoiced	The spend baseline every saving is measured against
16	Linehaul / Fuel / Accessorial Split	Isolates accessorial leakage and fuel-program exposure
17	Currency	Any currency; normalized on published FX rates

WHAT THIS PRODUCES

- Cost per shipment, per unit and per mile, by lane
- On-time performance and true transit vs commitment
- Carrier mix, concentration and rate dispersion
- Accessorial and fuel-surcharge leakage
- Consolidation and mode-conversion opportunity
- Quantified savings range with confidence bands

HOW WE WORK THROUGH IT

- We validate the extracts and return a gap report first
- Cost, service and settlement analysis follows
- Findings and opportunities are reviewed together
- No obligation and no system access required

HOW TO SEND IT

- Multiple systems and multiple extracts are expected
- Note the source of each: TMS, ERP, WMS, carrier invoices
- CSV or Excel, raw system output — no cleansing required
- We link and reconcile them into one master dataset
- Secure transfer link provided on request
- Mutual NDA before any data moves governs handling