



PricePoint[®] Portal: Connect your moving supply chain

With PricePoint Portal, corporate mobility and procurement professionals, RMCs, and their moving partners share access to independent, market-based data, enabling transparency and data-driven insights across their entire moving supply chain.



Procurement

Choose suppliers with confidence, knowing that competitive pricing is maintained relative to a volatile marketplace.

Corporate mobility and RMCs

Build a strategic move supplier network that's responsive to changing business needs.

Movers

Maintain service levels without sacrificing quality through dynamic, market-accurate pricing.

The PricePoint ecosystem: Delivering unparalleled move pricing data

Price with confidence, backed by unparalleled move pricing data from our comprehensive global network



Used across
180 countries



1000+ participating
moving companies



10,000+ moves
benchmarked



1,000,000+ tariffs
in our system

Scorecards show you how your moving program measures up, and regular data feedback keeps it on the right track

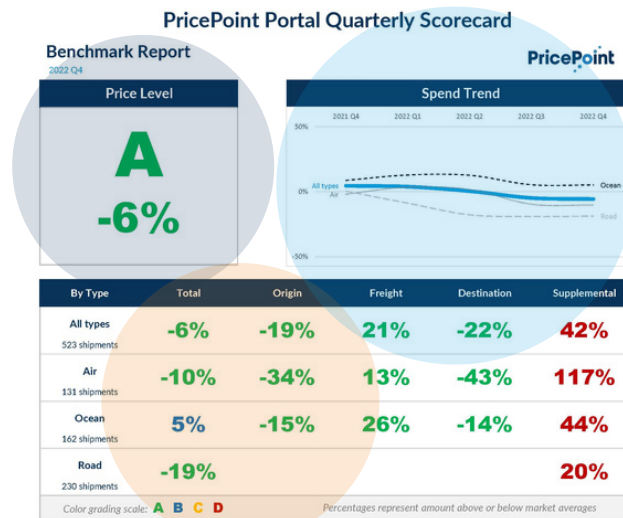
PricePoint's quarterly reporting provides ongoing feedback to level-set your moving program. At-a-glance snapshots show how your spend compares to market average in key service areas, so you'll save time by focusing on those areas where improvement is needed.

Price Level

Grades your overall costs above or below PricePoint market average.

Grading

Zooms in on performance by shipment mode with even greater context and detail.

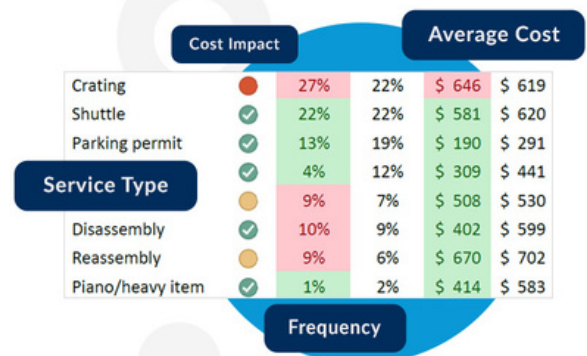


Spend Signature

Snapshot of how your category costs measure up against PricePoint market average.

Supplementals: worth a closer look

Supplementals are a category of special services that are easily exploited in the moving industry. They can account for 20% of your total move costs, so it's worth understanding what they are and where they're coming from. With PricePoint, you can measure the frequency and average costs of unusual charge types and compare your mover's performance to market averages by each category.



"When we first started looking at PricePoint, we weren't sure if it was worth it. I'd like to thank the team, as the results have been exceptional."

Head of Global Mobility,
Life Sciences Company

Incentivize continuous supply chain improvement

PricePoint segments your relocation costs by origin, freight, destination, supplementals, coordination, and geography. When you can visualize exactly which areas are performing well, you can align with suppliers that can serve you best.

Client Comparison 2021 Q4 Powered by PricePoint	Total					Air					Ocean					Road	
	Benchmark					Benchmark					Benchmark					Benchmark	
	Total	Origin	Freight	Dest	Supp	Total	Origin	Freight	Dest	Supp	Total	Origin	Freight	Dest	Supp	Total	Supp
All clients	-7%	-18%	27%	-13%	-4%	-6%	-20%	26%	-26%	-4%	-8%	-17%	29%	-10%	-3%	-7%	-7%
RMC client	-10%	-18%	27%	-12%	-13%	-8%	-14%	21%	-21%	-47%	-9%	-19%	36%	-8%	-7%	-15%	-10%
Mover 1	-22%	-33%	-18%	-11%	-10%	-33%	-36%	-16%	-23%	-79%	-19%	-33%	-23%	-9%	0%		
Mover 2	-21%	-30%	2%	-16%	-31%	-19%	-17%	-2%	-28%	-52%	-21%	-34%	16%	-5%	-16%	-26%	-61%
Mover 3	-15%	-10%	-9%	3%	21%	-11%	-24%	1%	3%	-60%	3%	-4%	-22%	3%	37%	-21%	25%
Mover 4	-14%	-6%	27%	-7%	-67%	-3%	-12%	26%	-22%	-13%	-19%	-2%	34%	18%	-89%	-19%	-66%
Mover 5	-9%	-13%	31%	-35%	25%	-8%	-40%	53%	-27%	-47%	-10%	-4%	-3%	-37%	39%	4%	9%
Mover 6	-6%	-18%	17%	0%	4%	-13%	7%	-10%	-53%	108%	-5%	-20%	70%	9%	-3%		
Mover 7	3%	-2%	62%	21%	-53%	13%	-12%	65%	-22%	-57%	1%	-1%	60%	31%	-53%		
Mover 8	12%	-10%	63%	5%	-2%	0%	9%	15%	-11%	-53%	19%	-16%	109%	12%	2%	0%	118%
Mover 9	15%	40%	0%	1%	14%	44%	76%	2%	47%	137%	9%	39%	-6%	-13%	-3%		

Benchmark performance with specificity

Compare performance across your suppliers to quickly identify which movers are performing better than others in a specific areas.

Scorecards drive competitive pricing where it counts

With constant, transparent feedback, your suppliers have insights into where their performance is strong or weak. Portal Booker scorecards incentivize suppliers to improve across the board - particularly in areas based on specific KPIs, local market averages, or shipping lanes.

First 12 months

AAAAAABBBCGCCDDDDDDDDDD

Second 12 months

AAAAAAAAAAAAAAAAAABBBCD

The difference in supplier performance grades after one year of utilizing PricePoint Portal. This represented savings of >\$500,000 to the customer.

	count	Origin	Freight	Dest.
China	222	A	B	B
USA	141	A	C	B
United Kingdom	79	A	D	A
India	70	A	C	A
Germany	55	A	A	A
Ireland	44	A	C	A
Canada	33	A	A	A
Singapore	21	A	D	B
France	19	A	D	A
Spain	18	D	A	A
Japan	16	A	D	A
Australia	14	A	A	A
Netherlands	13	A	A	A
South Korea	10	A	D	B
Italy	10	A	B	A
Sweden	10	B	C	B
Vietnam	9	A	B	C
Austria	7	A	B	D
Mexico	7	B	B	D
Taiwan	7	A	A	A
Switzerland	6	A	D	A
UAE	5	A	C	A
Russia	5	A	A	A
Belgium	5	A	D	A

	count	Origin	Freight	Dest.
New Zealand	5	A		B
Colombia	4	D		
Denmark	4	C		A
Israel	3	B		
Finland	3	A	D	
Czech Republic	2	A		D
Turkey	2	A		A
Norway	2	A	D	
Romania	2			D
Malaysia	1	A		
Portugal	1	A	A	
South Africa	1	A		
Poland	1			A
Chile	1	C		
Egypt	1			A
Greece	1			
Saudi Arabia	1			A
Thailand	1	D		
Luxembourg	1	A	D	
Kuwait	1	D		
Ukraine	1	A		

Leverage an open market with dynamic pricing to maximize cost savings

Fixed-term contract pricing is not responsive to the many variables at play in today's volatile moving supply chain environment. PricePoint's open market platform enables self-regulating, competitive pricing - so you and your suppliers can manage costs with transparency up-front and avoid costly audits and time-consuming RFPs later on.

When everyone can justify their costs using dynamic market data, everyone wins. Your suppliers can adjust their pricing based on real-world circumstances, and you can ensure your shipments are awarded to partners who maximize value.

PricePoint delivers 10-15% savings, while creating a quality-centric marketplace that incentivizes transparency and mover performance.

Performance benchmarks speak loudest when translated into actual savings.

In this example, a relocation company works with a number of corporate clients. Included in the quarterly benchmarking is a Savings Report, which translates savings against market average **and** maximum cost avoidance when applied against actual moving activity for that period.

Savings Report		Powered by PricePoint			
2021 Q4					
Client	Max Cost Avoidance	Total Spend	Market Savings	Market Benchmark	
ABC Relo	\$491,874	\$2,874,130	\$402,378	-14%	
Corp client 1	\$182,493	\$1,322,570	\$264,514	-20%	
Corp client 2	\$55,635	\$444,304	\$62,203	-14%	
Corp client 3	\$72,344	\$350,323	\$42,039	-12%	
Corp client 4	\$20,418	\$169,180	\$17,087	-10%	
Corp client 5	\$65,827	\$164,752	\$13,180	-8%	
Corp client 6	\$64,760	\$250,878	\$10,035	-4%	
Corp client 7	\$18,750	\$110,540	-\$5,527	5%	
Corp client 8	\$11,648	\$61,583	-\$6,774	11%	

Percentages represent amount above or below market averages **

Restore confidence in your moving supply chain so you can spend more time meeting the needs of your transferees.

Contact Us

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PricePoint is a registered trademark of GRIP INC.

"Using PricePoint has consistently saved our clients 10-15% on average on their mobility program. We are able to offer pricing certainty and transparency in ways that are beyond our competition."

Vice President, Service Delivery, Global RMC