Breakthrough
a LogiVenture company

Why Leading Shippers Choose Breakthrough as Their Strategic Transportation Partner

Market volatility does not affect every shipper equally. Breakthrough helps shippers spot abnormalities, uncover cost distortions, and act on opportunities to strengthen their transportation networks. These real-world case studies show how Breakthrough helps shippers stay ahead of the curve and make strategic decisions that drive success.

CASE STUDY

Lowering total cost while protecting margins and advancing sustainability

A transportation provider found its dray fuel costs higher than what they were being reimbursed through their percentage-of-linehaul fuel structure. Facing pressure, they asked the shipper for a linehaul increase. Rather than simply passing that cost along, Breakthrough confirmed the structure was the real issue and helped the shipper find a better path forward.

How Breakthrough supported the network:

- **Identified the percentage-of-linehaul structure** as the source of cost distortion, not the underlying fuel.
- **Presented two clear options:** move to a consumption-based program aligned with the true market cost of fuel, or shift the freight to company drivers.
- **Guided the move to company drivers,** where the provider paid true market fuel costs and lowered the total cost of the movement.
- **Supported the shift to renewable natural gas,** stabilizing freight, protecting margins, and advancing sustainability goals.

The Outcome:

A single structural fix lowered the total cost of the movement, protected margins, and advanced the shipper's sustainability goals.

CASE STUDY

Right-sizing operations to cut refrigerated fuel costs and emissions

A refrigerated carrier requested higher fuel reimbursement after operational changes increased trailer dwell time and refrigerated fuel consumption. Breakthrough used the shipper's transportation network data to show that the issue was not only a fuel problem, but how the freight was operating in the network. That visibility gave the shipper a clearer basis for action.

How Breakthrough supported the network:

- **Pinpointed the drop length** as the real source of rising refrigerated fuel costs.
- **Modeled the true cost of the operational change,** including the added fuel consumption and higher emissions across the freight network.
- **Gave the shipper two clear paths:** Account for the incremental fuel cost or reduce drop trailer dwell time to cut fuel consumption and cost.
- **Equipped the shipper to make a decision** based on true cost and network priorities.

The Outcome:

By exposing the true operational driver behind rising refrigerated fuel costs, the shipper could right-size drop trailer dwell time, curb excess consumption, and reduce emissions across the network.

An ecosystem of data, technology, and market expertise to support your success

Breakthrough's advantage comes from one of the cleanest, shipper-transacted datasets in the United States. From that vantage point, we can spot abnormalities, benchmark whether your rates are fair against real market activity, and surface optimization opportunities that improve your network performance.

46.5+ million shipments | **$35+ billion in transportation spend** | **16.5 billion commercial transportation miles**

Move from insight to action

Better decisions start with better visibility. Breakthrough gives shippers the clarity to address cost distortions, respond to market pressure with confidence, and build more resilient transportation networks.

Read more success stories

Breakthrough
a LogiVenture company