



Emerge

Webinar Hosts & Introductions



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Solutions Eng.



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SVP of
Enterprise Sales

Agenda

- Brief Emerge Overview
- Emerge RFP & Spot Procurement Platform Overview
- YoY - bid activity
- Q&A - Please use the Zoom Webinar Q&A Function

Reinvent how you manage transportation spend with Emerge.

- Est. 2017
- Scottsdale AZ
- Focus on contract & spot solutions for shippers
- Powerful optimization tools

Contract Procurement

From complex annual events to short mini bids



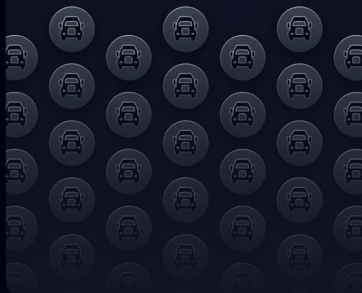
Emerge AI

Get smart with AI tools



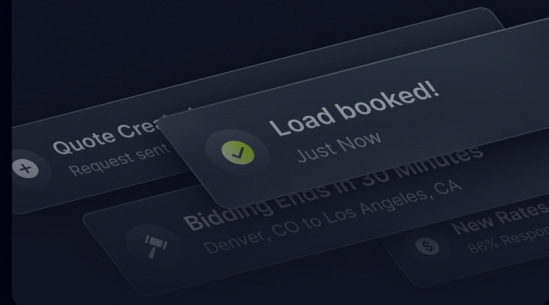
Emerge Marketplace

Optimize your network



Spot Procurement

Find spot coverage with confidence in your rates



Spot Procurement

Instant impact with spot quote execution

- Access live direct-rates from thousands of verified carriers
- Insights powered by your unique buying behavior
- Benchmarking & market intelligence
- Third-party partner integrations
- Let carriers self-book instantly
- Capture the best market rates with automations
- Compare rates from your current vendors

Denver, CO 80209 Live → Phoenix, AZ 85016 Drop

🚛 1,791 mi 🛑 Single Stop 📦 40,000 lbs 📅 4/10/2026 🚚 Van 📦 Truckload

Rate Pulse Spot Estimate \$1,234.00
[View Data](#) All-In

Global Carriers \$1,200.00
Carrier All-In

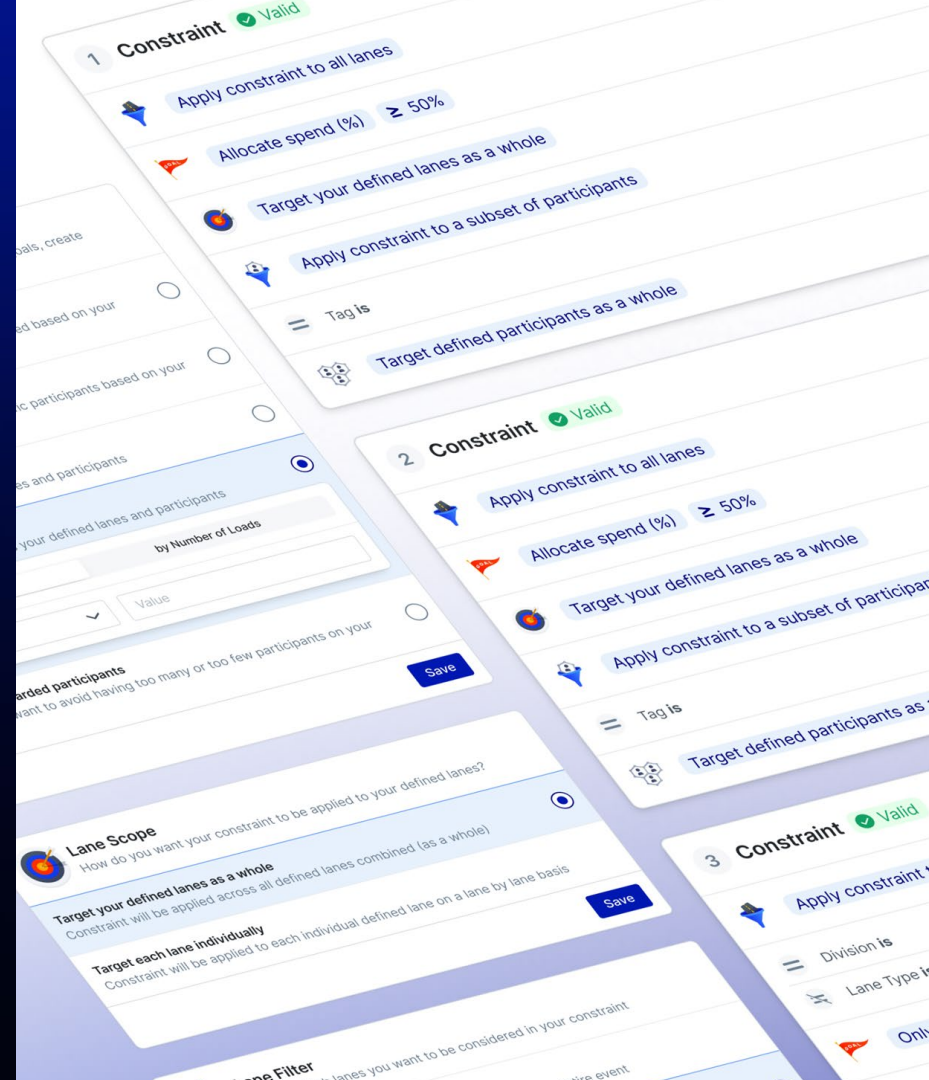
ABC Shipping \$1,234.00
Broker All-In

Broker Brothers \$1,678.00
Broker All-In

Contract Procurement

Automate your entire RFP Process

- Manage your RFP in one place
- Compare contracted lanes to market rates
- Easily Identify lanes at, above, or below market
- Quickly run annual, mini, and seasonal bids
- Invite Premier Carriers for an added layer of confidence
- Custom scenario building and optimization



YoY Stats

FY25 / FY26 Q1 Comparisons

Bid frequency shift:

- Shippers are still running large bids (500+ lanes), which increased 16%, but are increasingly supplementing them with more frequent, targeted mini-bids
- RFP events increased 75%, while average lanes per event declined 48%

Award strategy shift:

- Average winning bid rank improved from 5.3 to 4.4, indicating a shift toward lower-cost, more competitive awards
- Awarding to asset-based carriers increased 10% (29.7% → 39.7%)
- Non-asset awards declined 8.7% (59.0% → 50.3%)
- Hybrid awards remained flat with minor decrease of 1.3% (11.3% → 10.0%)

Contract Rates

- Rates by equipment type increased across the board:
 - Van rates rose 12%
 - Reefer rates rose 20%
 - Flatbed rates rose 10%

Spot Rates

- Spot volume has increased 36.8% YoY

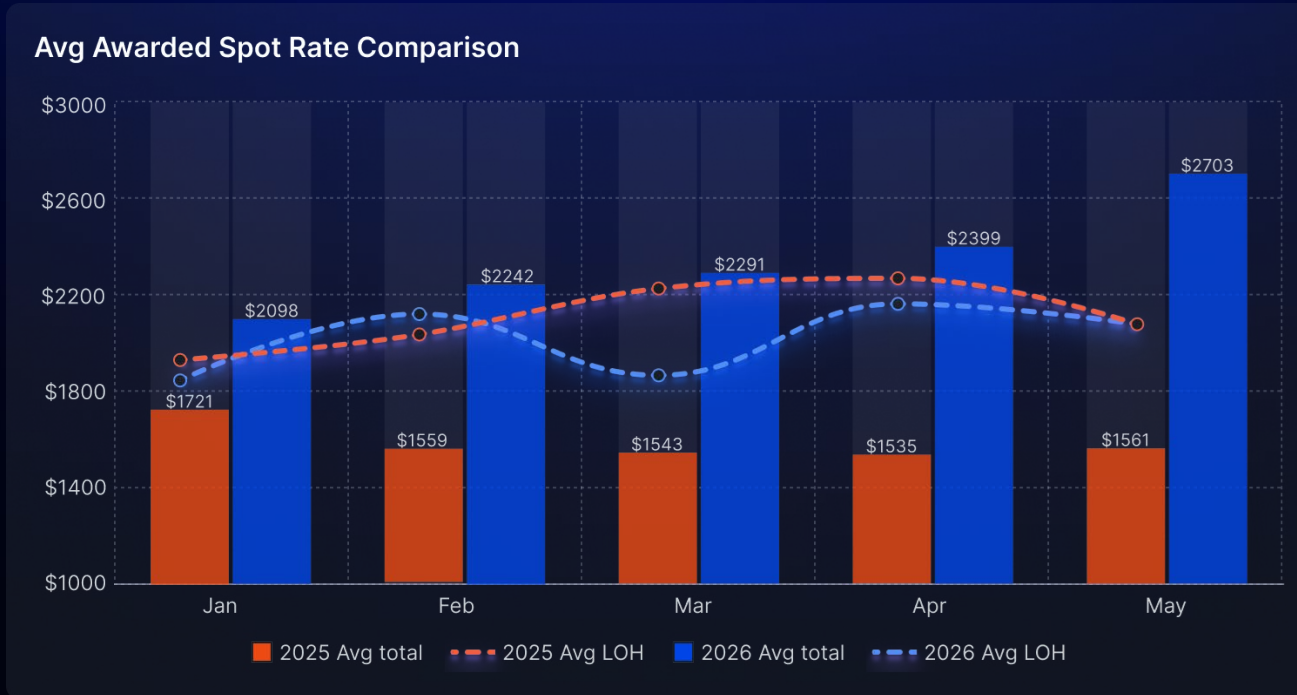
YoY Spot Volumes

Significant increase in spot activity 2025 vs. 2026 (Jan-May)



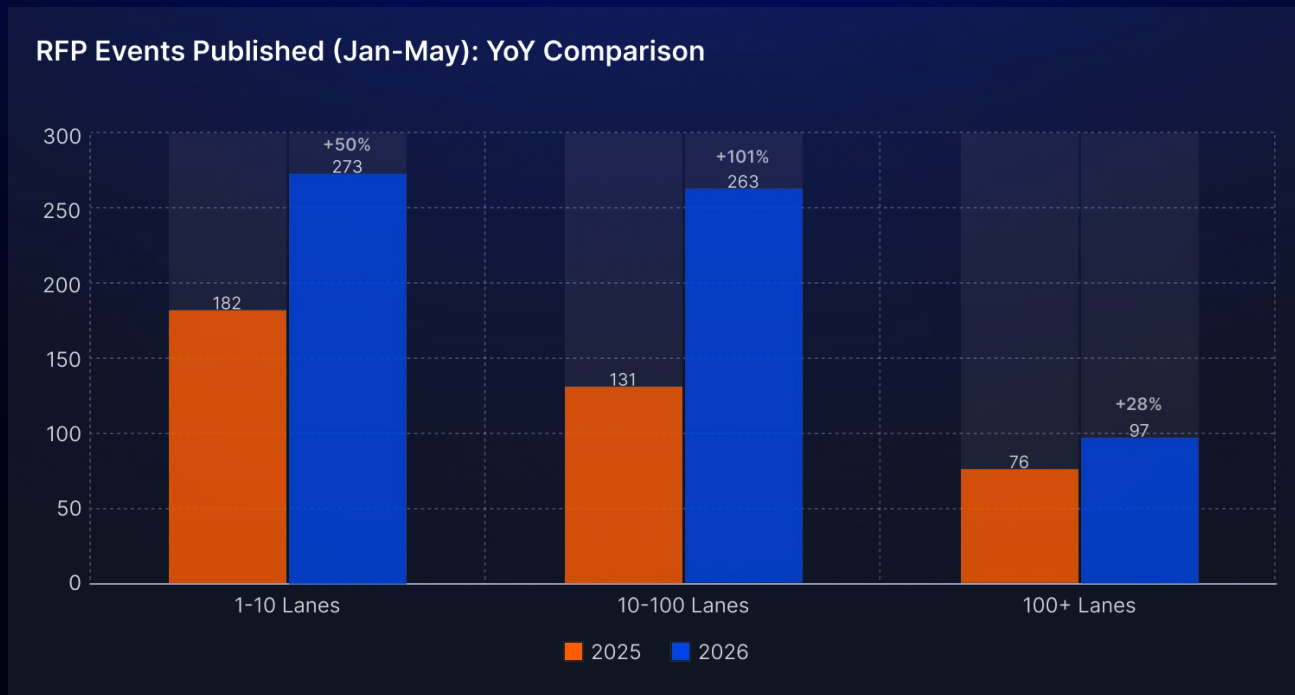
Avg Awarded Spot Rates

Even with a lower avg length of haul, spot rates are climbing drastically - leading to an increased focused on converting spot volume to contract via mini bid activity



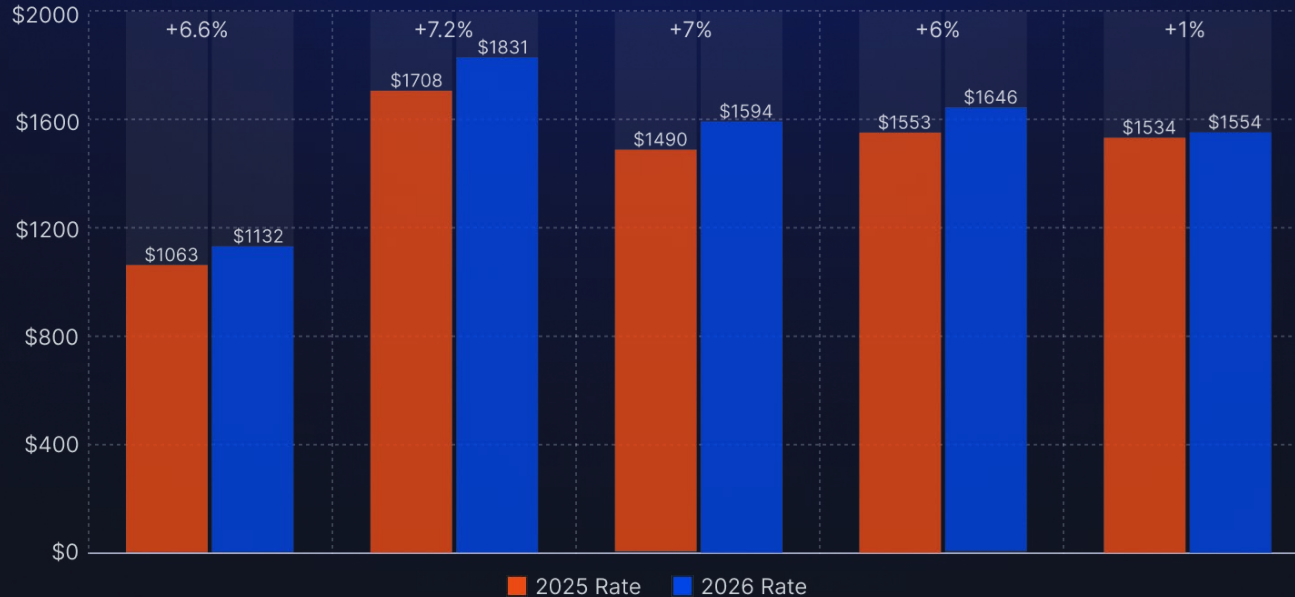
YoY RFP Activity by Event Size

Mid-sized RFP events doubled YoY indicating shippers are supplementing larger “network” bids more frequently



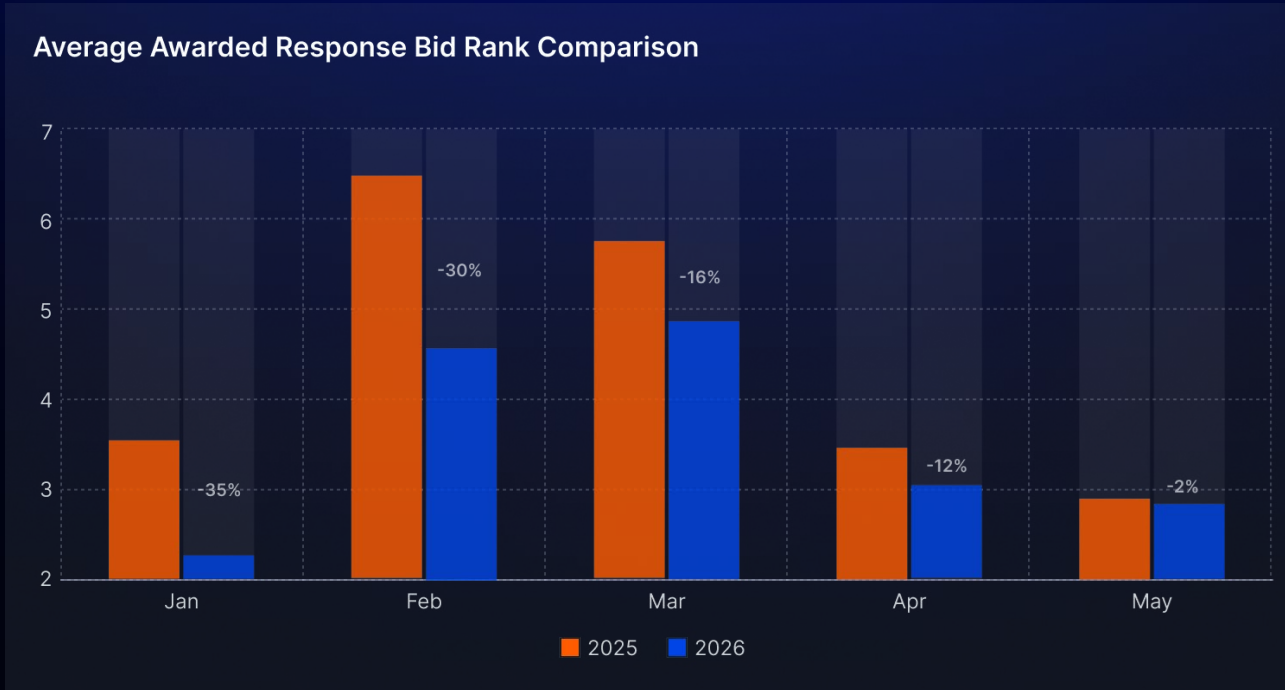
Avg Awarded Contract Rates

Avg Awarded Spot Rate Comparison



Avg Contract Award Rank

Avg award rank is decreasing indicating increased contract rates are forcing shippers to select low cost options more often



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Thank you for joining
us today!