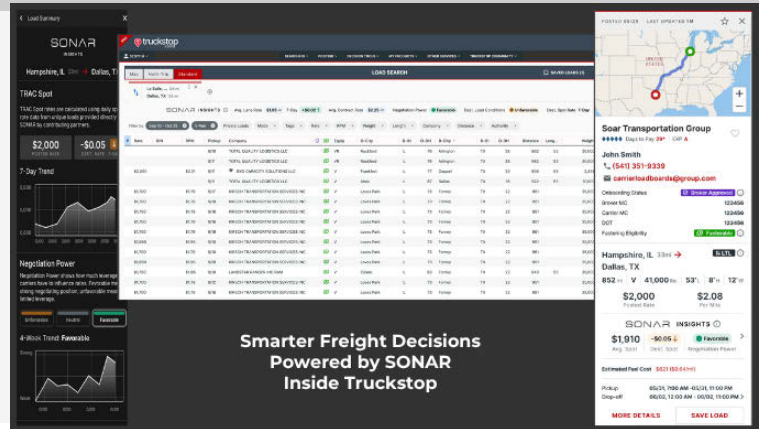


SONAR + Truckstop: Insights That Move You Forward



The SONAR and Truckstop integration delivers on-the-spot market insights directly inside the Truckstop web application and more. Users can access key SONAR data without leaving their load search workflow helping them make faster, more confident pricing and negotiation decisions.

SONAR Insights on Load Details Page

Dive deeper into specific load insights with data tailored to the selected lane.

- ❖ **Avg. Spot Rate:** Latest average RPM from SONAR TRAC.
- ❖ **Destination Spot Rate (7-Day):** Same metric as noted above for outbound lanes from the destination.
- ❖ **Negotiation Power:** Current carrier-favorability score.



SONAR Insights Page

Access a detailed view of lane dynamics and market momentum.

- ❖ **Posted Rate:** Most recent spot rate data from SONAR TRAC.
- ❖ **Destination Rate 7-Day:** Average 7-day rate movement for the destination market.
- ❖ **7-Day Trend Chart:** Visualized daily RPM changes for the lane.
- ❖ **Negotiation Power:** Current favorability highlighted.
- ❖ **4-Week Trend Chart:** Tracks the Coverage Difficulty Score over the past four weeks, showing shifts in capacity pressure.

Web Application

Get instant lane-level intelligence as soon as you search for loads.

- ❖ **Avg. Lane Rate:** Latest rate per mile (RPM) from SONAR TRAC Spot data.
- ❖ **7-Day Trend:** Comparison of the current RPM to the value from 7 days prior.
- ❖ **Avg. Contract Rate:** Latest RPM from SONAR Contract data.
- ❖ **Negotiation Power:** Based on SONAR's Coverage Difficulty Score, showing how favorable a lane is from the carrier's perspective
- ❖ **Destination Load Conditions:** Derived from the Headhaul Index, indicating how tight or loose capacity is at the destination market.
- ❖ **Destination Spot Rate 7-Day:** Shows the 7-day average RPM change for lanes outbound from the destination market.

SONAR's real-time intelligence meets Truckstop's load board—giving you the edge to quote faster, plan smarter, and win more freight.

Visit gosonar.com or email cs@gosonar.com to get started.

