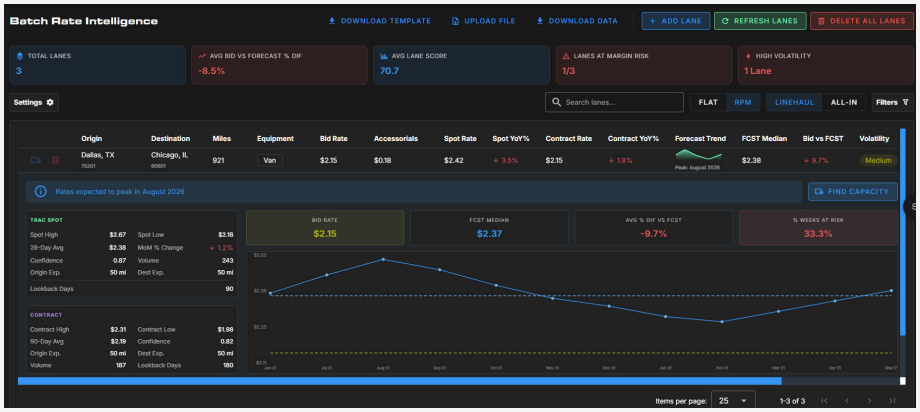
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Batch Rate Intelligence

RFP Pricing at Scale



A purpose-built RFP pricing workspace that helps brokers evaluate high-volume bid opportunities, compare bid rates against current and forward-looking market conditions, and identify risk before submitting a response.

Batch Rate Intelligence gives brokers a faster, more strategic way to evaluate RFP and RFQ opportunities across hundreds or thousands of lanes. Built for high-volume bid events, the tool combines lane-level rate intelligence, forward-looking pricing trends, seasonality, volatility signals and margin risk indicators in one centralized workflow.

Why should you use Batch Rate Intelligence?

Batch Rate Intelligence helps brokers move faster and bid smarter during RFPs and RFQs. Instead of manually reviewing lanes one by one, teams can evaluate an entire bid file in one place, compare target bid rates against market expectations and quickly identify lanes that may create margin risk. Now teams can:

- **Price more confidently** by comparing bid rates against spot, contract and forward-looking rate trends.
- **Identify margin risk** before submitting a bid with lane-level risk indicators, volatility signals and bid vs. projected market comparisons.
- **Account for seasonality** by seeing when rates are expected to peak across the selected contract period.
- **Prioritize the lanes that need attention** using summary cards for lanes at margin risk, high-volatility lanes and average lane score.
- **Support stronger pricing decisions & speed up RFP analysis** by filtering and exporting enriched lane results in one workflow with market movements and lane difficulty.

RFP Upload & Management Upload RFP or RFQ lane files using a downloadable template, including an optional target bid rate field. Users can validate, refresh, delete or re-upload lanes as bid work changes throughout the process.	**Bid Positioning Against Market Rates** Compare submitted bid rates against spot, contract and projected market rates to quickly understand where pricing may be competitive, too aggressive or exposed to margin risk.	**Forward-Looking Rate & Seasonality Insights** View lane-level projected market rates, trend lines, peak season callouts and rate movement across 3, 6, 9 or 12-month periods. This helps users account for seasonality and market shifts before submitting long-term pricing.
Volatility & Risk Signals Identify lanes that may become unprofitable based on bid position, projected rate movement and the percentage of weeks where the bid falls below the expected market rate. Volatility badges help users prioritize which lanes need closer review.	**Lane Detail View** Expand any lane to review TRAC spot data, contract rate intelligence, rate ranges, confidence, volume, origin and destination radius, lookback days and the full bid position matrix.	**Customizable Analysis & Export** Sort and filter lanes by equipment, volatility, origin, destination and selected time period. Export selected forecast timeframes including rates, trend data, scores and risk indicators.

Batch Rate Intelligence is designed for brokers, pricing teams, carrier sales teams and procurement teams managing RFPs, RFQs or recurring lane bid events. It is especially valuable for teams that need to analyze many lanes quickly while still understanding market and lane-level pricing risk.

Stay ahead of RFP pricing risk with Batch Rate Intelligence.

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