

Is Your Freight Funnel Broken?

	YES	NO
01 Can you name every source your freight opportunities come from, and where each one lands? Load boards, broker emails, EDI, phone calls, forwarded messages — one clear path into one system.	☐	☐
02 Do you know how long it takes to go from receiving an opportunity to acting on it? Every manual step adds time, and time is what the competition uses to get to the load first.	☐	☐
03 Are opportunities prioritized by something other than who responds first? Speed and instinct alone are manageable in a forgiving market. In this one, it's a margin leak.	☐	☐
04 Can you say how many opportunities you're missing? Missed opportunities don't show up in any report. They leave quietly, taking their margin with them. The funnel is the problem.	☐	☐
05 Could any dispatcher make the same decisions as your best one? If performance depends on who's at the desk, the operation is more fragile than it needs to be. The funnel is the problem.	☐	☐

Now Count Your No's

SCORING KEY

0-1

You're in decent shape.

2-3

There's real margin leaking somewhere.

There's real margin leaking somewhere. Find it with PCS Opportunity Manager.**4-5**

The funnel is the problem.

Opportunity Manager fixes what dispatch sees, not just how fast they see it.

See Your Freight Funnel in Action.

Opportunity Manager, powered by Cortex AI, captures, scores, and ranks every load- no noise, no guesswork.

Get a personalized demo of PCS TMS.

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