



RecVue Industry Accelerators for Transportation & Logistics

# **Accelerate Cash. Eliminate Revenue Leakage. Unlock Working Capital.**

200+ pre-built accelerators across complex billing, settlements, and revenue governance derived from high-variation, enterprise transportation logistics organizations.



# A New Approach to Revenue Management for Transportation and Logistics CFOs

Transportation & Logistics revenue is uniquely complex: every load, stop, delay, exception, and accessorial generates revenue events that must be captured, validated, rated, and invoiced correctly. Yet most T&L organizations still rely on fragmented systems, spreadsheets, or custom-built logic buried inside ERP extensions.

## The Result

5-12% ↘



5-12% annual revenue leakage



High dispute rates

Slow billing cycles (20-45 days)



Unpredictable cash flow



Rising compliance and audit exposure

## RecVue Industry Accelerators solve this problem.

Built on the RecVue Revenue Operating System (RevOS), these pre-configured accelerators give Transportation & Logistics companies a rapid, low-risk path to modernizing monetization, billing, and revenue accounting workflows—without multi-year IT projects or heavy custom development.

# What Are RecVue Industry Accelerators?

Industry Accelerators are pre-built, domain-specific revenue automation components designed around the real revenue events, conditions, pricing structures, and contract rules used in Transportation & Logistics.

Each accelerator contains:

-  **Pre-modeled events** (e.g., stop charges, detention, OS&D, accessorial, surcharges)
-  **Pre-built rules & logic** (e.g., when to apply fees based on time, weight, distance, exceptions)
-  **Pre-configured workflows** for validation, exception handling, and automated invoice creation
-  **Pre-mapped integrations** for TMS/WMS/ERP (including NetSuite and Oracle)
-  **Best-practice financial controls** for auditability and revenue recognition

This lets Transportation CFOs deploy complex monetization models in weeks, not months — and scale them without custom coding.

## Why It Matters

Transportation CFOs face three existential revenue challenges:



### Eliminate Revenue Leakage

Capture every movement-based fee and accessorial.

RecVue Industry Accelerators ensure no revenue event is missed and every rule is applied correctly, reducing leakage by 3-7%



### Accelerate Invoice-to-Cash

Convert loads to invoices in hours—not weeks.

RecVue Industry Accelerators automate prebill checks and event-to-invoice workflows cut billing cycle times by 30-60%



### Strengthen Financial Control & Compliance

Audit-ready billing and revenue recognition.

RecVue Industry Accelerators deliver pre-configured controls to ensure consistency, traceability, and full contract compliance.

**Outcome:** lower DSO, higher margin realization, predictable cashflow.



## The RecVue Value Advantage



### Built for Event-Driven Revenue

Transportation revenue is not order-based—it's event-based. RecVue processes millions of events with high accuracy and speed.



### Flexible, No-Code Configuration

Finance teams—not IT—control pricing, logic, and rules.



### Unified Revenue Spine

Connect TMS, WMS, CRM, ERP, and RevRec into one governed revenue layer.



### Fast Time to Value

Industry Accelerators compress implementation timelines from 9–12 months to 60–90 days, with immediate measurable ROI.



## Movement-Based Revenue Stream Accelerators

**Revenue driven by distance, weight, pieces, lanes, commodities, and routing logic.**

These accelerators automate the core shipment revenue model—turning TMS load events into accurate charges. They cover mileage tiers, zone-based pricing, commodity-specific rules, multi-stop logic, and contract-based rating.

**Value to CFOs:**

- Stops leakage at the core revenue layer
- Ensures load-to-invoice accuracy
- Supports rapid contract and rate changes without IT



## Accessorial & Ancillary Revenue Stream Accelerators

**Revenue for supplemental services and operational add-ons.**

Over 80 accelerators cover liftgate, lumper, rework, hazmat, tolls, fuel surcharges, pallet handling, escort fees, premium routing, and more.

**Value to CFOs:**

- Recovers 1-3% leakage from missed accessoriials
- Incorporates contract-specific logic
- Reduces disputes by standardizing calculation rules



## Exception-Based Revenue Stream Accelerators

**Revenue triggered by OS&D, failed delivery events, cancellations, unplanned services, and irregular operations.**

These accelerators detect exceptions automatically and convert them into revenue records using predefined business rules.

**Value to CFOs:**

- Improves margin protection on high-variance loads
- Speeds dispute cycles and reduces write-offs
- Makes OS&D billing repeatable and audit-ready



## Storage, Warehousing & Recurring Revenue Stream Accelerators

Revenue from storage, yard operations, cross-dock fees, fulfillment, temperature-controlled storage, and recurring services.

Accelerators cover daily/weekly/monthly storage, SKU-based fees, recurring services, and location-based surcharges

### Value to CFOs:

- Predictable recurring revenue
- Better revenue visibility for long-term storage
- Reduction in manual reconciliation work



## Hybrid Subscription + Usage Revenue Stream Accelerators

Revenue models combining recurring fees with event-based usage—critical for digital logistics, visibility products, and premium service tiers.

Includes subscription MRCs, event-based surcharges, usage tiers, and pay-as-you-go logistics services.

### Value to CFOs:

- Enables new revenue models without custom builds
- Speeds go-live for digital/visibility offerings
- Supports modernized product strategy for LSPs and 3PLs



## Financial, Audit & Compliance Revenue Accelerators

Revenue and accounting logic tied to ASC 606 compliance and financial control.

### Includes accelerators for:

- Revenue allocation & SSP logic
- Event-based revenue schedules
- Roll-forward and waterfall reporting
- Adjustments, carve-outs, and POB alignment

### Value to CFOs:

- Audit-ready revenue operations
- Faster closes and fewer manual journals
- Reduced compliance risk and higher confidence in numbers

## CFO Outcomes Delivered

With RecVue's Transportation Accelerators, CFOs typically achieve:

**3-7%** 

3-7% revenue leakage recovery

**30-60%** 

30-60% faster billing cycles

**40-70%** 

40-70% reduction in manual finance effort



Lower dispute rates and improved DSO



Accurate, real-time audit trails and revenue visibility



Stronger cash conversion and working capital improvement



No Custom Code



No multi-year implementation projects



Just pre-built revenue intelligence that works

## Learn More

Discover how Industry Accelerators can shorten your revenue cycle and improve cashflow in 90 days.

Schedule a Transportation Revenue Acceleration Assessment today

[Learn more →](#)