

Managed Transportation Services Market Research

FIVE-YEAR MARKET ANALYSIS AND TECHNOLOGY FORECAST THROUGH 2021

THE FASTEST GROWING 3PL SERVICE LINE?

In a managed transportation service (MTS) arrangement, a shipper contracts with a third party to plan and execute their moves for them. In other words, instead of the shipper having internal planners plan and execute moves, those planners are employed by the MTS supplier, but work on the shipper's behalf. In this study, market shares and market size are based on the management fees and gainshare arrangements associated with the Freight Under Management.

Some analysts covering the 3PL market are reporting the organic growth in the 3PL market is less than one percent. Many large 3PLs are only able to show growth based upon acquisitions. In contrast, the growth in the managed transportation market is much higher.

Growth in this market is driven by a variety of factors: a robust ROI associated with managed transportation arrangements, a decision by shippers to focus on their core competencies and outsource activities that are not core, an improved ability on the part of 3PLs to serve smaller shippers, and several other factors as well.

But there are shippers that are reluctant to embrace managed transportation. Among some, there is the fear that service level failures could put their business at risk. Other have decided to improve transportation operations by implementing a transportation management system.

For more information about this research, please contact your ARC Client Manager or visit us at www.arcweb.com/market-studies/.

STRATEGIC ISSUES

Different suppliers approach this market in very different ways. Indeed, there are very different business models.

- Are different strategies required for 3PLs based on their business model for MTS?
- How is newer, real-time visibility technology impacting this market?
- How will new Uber style freight solutions impact this market?
- Which suppliers are capable of global solutions, rather than regional ones?

RESEARCH FORMATS

This ARC research is available in the form of a Market Intelligence Workbook (Excel) and/or a concise, executive-level Market Analysis Report (PDF), with or without detailed charts.

RESEARCH FOCUS AREAS

STRATEGIC ANALYSIS

Major Trends
Regional Trends
Industry Trends
End User Trends
Strategic Recommendations

COMPETITIVE ANALYSIS

Market Shares of the Leading Suppliers
Market Shares by Region
North America
Europe, Middle East, Africa
Asia
Latin America

Market Shares by Customer Freight Spend

< \$5 Million
\$5-25 Million
\$25-100 Million
>30 \$100 Million

Market Shares by Industry

Aerospace & Defense
Automotive
Chemical
Electronics & Electrical
Food & Beverage
Household & Personal Care
Machinery Manufacturing
Medical Products

Oil & Gas
Pharmaceutical & Biotech
Retail
Other

MARKET FORECASTS & HISTORIES

Total Managed Transportation Services
Revenues
Revenues by Region

Revenues by Customer Freight Spend
Revenues by Industry

INDUSTRY PARTICIPANTS

The research identifies all relevant suppliers serving this market.

