



THE CHALLENGE

Rockfarm required a solution that could execute across all modes of transportation, manage all service types, and simultaneously offer the capabilities for optimization and freight audit.

THE SOLUTION

Rockfarm chose MercuryGate TMS because it was a solution that could handle all current domestic and international requirements, while also giving them additional capabilities as their business grew.

THE RESULTS

Since adopting MercuryGate technology in 2008, Rockfarm Supply Chain Solutions has grown their business to over \$98 million.

"MercuryGate has not become just a software service to us, but more of a partner in our business as we continue to grow."

— Brad Stewart, President

STARTING FROM SCRATCH

NEW LSP NEEDED A MULTIMODAL TMS FOR ALL SERVICES

Rockfarm Supply Chain Solutions, a logistics service provider out of Illinois, started its business in 2008. As a startup company, Rockfarm began researching possible TMS solutions to support their business plans. Armed with an idea, Rockfarm needed a platform that could execute across all modes of transportation, manage all Service Types, and simultaneously offer the capabilities for optimization and Freight Audit.

Having a system with the ability to offer services, starting with the sales process, all the way to final

delivery of product with visibility throughout the cycle is important to Rockfarm. Equally important is the ability to onboard new clients while empowering the customer's control over certain aspects of execution.

LAUNCHING DOMESTIC AND INTERNATIONAL SERVICES

Rockfarm chose MercuryGate TMS as a platform that could handle all current requirements and add additional capabilities as their business grew. They launched in April of 2008 and brought on a few large clients in their first year, while setting up the processes that would propel

their business in the years to come. Rockfarm has since been able to expand their service offering with a TMS that gives them room to grow.

Since inception, Rockfarm has launched domestic and international service offerings using the MercuryGate TMS. The solution allows them Control Tower Visibility and data analytics that ensures they are meeting customer requirements throughout the life cycle of the service that was offered.

"We were in search of that ultimate platform that we knew could grow with us as we grew and that's where MercuryGate was the chosen one. Having the technology base and platform of MercuryGate has enabled us to really grow and expand services beyond just the traditional transportation management."

— Brad Stewart, President

CASE STUDY



EXPANDING SERVICES WITH **BEST-OF-BREED** TECHNOLOGY

MercuryGate has helped drive Rockfarm's processes with best-of-breed technology that has allowed the company to expand its services to the transactional market. Rockfarm has experienced growth within their current client base with the flexibility and adaptability of the MercuryGate TMS. Even with the significant growth it has had since 2008, the company continues to strive for bigger and better. The MercuryGate foundation is the right technology solution to help them get there.

TMS ADOPTION **DRIVES** **REVENUE** ACROSS MULTIPLE LINES OF BUSINESS

Since the adoption of MercuryGate technology, Rockfarm Supply Chain Solutions has grown their business to \$98 million in eight years with a target to surpass \$120 million in four more years.

Approximately two-thirds of revenue comes from freight under management and the remaining third from transportation contract logistics and freight brokerage. Rockfarm manages this growth without significantly increasing the resources necessary to manage the business. Most recently, Rockfarm has taken their operations international with new freight forwarding services.

With the power of MercuryGate TMS, Rockfarm is able to execute their business at a price point that is the most competitive in the marketplace. Rockfarm sees growth opportunities as MercuryGate introduces new functionalities and services. The company is now able to drive processes and quickly enhance those for both their current and prospective clients.

To learn more, email
sales@mercurygate.com

ABOUT MERCURYGATE MercuryGate provides powerful transportation management solutions proven to be a competitive advantage for today's most successful shippers, 3PLs, freight forwarders, brokers, and carriers. Through the continued release of innovative, results-driven technology and a commitment to making customers successful, MercuryGate delivers exceptional value for TMS users through improved productivity and operational efficiency.

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