

How Phoenix Cargo Modernized Financial Management and Improved Operational Efficiency with PCS TMS

“ Everything is just easier on PCS—so much easier.”

ANDREW STRACK, ACCOUNTING MANAGER, PHOENIX CARGO

(All subsequent quotes are from Andrew.)

About Phoenix Cargo

Phoenix Cargo, founded by Sam Umrzokov, has evolved from a modest trucking operation into a visionary company within the trucking industry. Phoenix Cargo stands out for its commitment to growth and excellence. Their unique approach of promoting from within ensures that every team member, from customer service to management, possesses hands-on experience, driving the company's success.

The Challenges Before PCS

Prior to PCS, Phoenix Cargo relied on methods like spreadsheets and load boards to manage their operations, constraining their growth and efficiency. As Phoenix Cargo scaled, they recognized the need for a modern, end-to-end TMS to help them manage their business. They turned to PCS as their first TMS solution.

PCS Implementation

Phoenix Cargo selected PCS TMS for Carriers for its cutting-edge and modern user interface, comprehensive functionality, and superior support. The decision was based on the need for an all-encompassing TMS that aligned with their forward-looking vision and operational requirements.

The Results

“ PCS streamlined our accounting, making everything more efficient and transparent.”

Streamlined invoicing and financial management

With PCS, Phoenix Cargo transformed its invoicing and financial management systems. The PCS platform seamlessly integrates with Compass for factoring,



Fast Facts About Phoenix Cargo

- **Founded by:** Sam Umrzokov
- **Founded in:** 2017
- **Based in:** Columbus, OH
- **Industry:** Trucking and Logistics
- **Fleet size:** 400+ trucks
- **PCS TMS customer since:** 2020



Photos courtesy of Phoenix Cargo.



streamlining the entire invoicing process. This integration allows for more efficient and accurate financial operations, replacing the previously manual Excel-based system. Additionally, PCS enables direct email billing, which has significantly expedited the billing cycle, enhancing cash flow and overall financial transparency. This transition to PCS's automated and integrated system has not only saved time but also reduced the potential for human error, resulting in a more efficient, transparent, and reliable financial management process.

Better operational efficiency

Adopting PCS has led to significant operational improvements, particularly in load management and driver utilization. The focus on reducing deadhead and increasing revenue per mile has been central to their strategy, with PCS playing a critical role in achieving these objectives. This has resulted in optimized routes and schedules, leading to higher efficiency and customer satisfaction.

Robust user interface and error management

The intuitive TMS interface has dramatically improved error management in accounting and reporting, a critical aspect for Phoenix Cargo. The ease of correcting errors and the user-friendly nature of PCS set it apart from other TMS solutions. This has not only streamlined the accounting process, but also increased the accuracy of financial reporting, contributing significantly to the overall health and transparency of the company's finances.

In Conclusion

Phoenix Cargo tracks a wide array of metrics, with particular focus on revenue per mile and cost accounting. Since implementing PCS, they have seen improvements in these areas, along with a decrease in driver downtime.

As Phoenix Cargo looks to the future, they anticipate further enhancements in PCS, building on its already robust capabilities to continue improving their operations and the trucking industry at large.



PCS aligns with our goal to innovate.”

**ANDREW STRACK,
ACCOUNTING MANAGER,
PHOENIX CARGO**



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