

## About Convoy

Convoy is the nation's leading digital freight network. We move millions of truckloads around the country through our connected network of carriers, saving money for shippers, increasing earnings for drivers, providing elastic capacity for brokers, and eliminating carbon waste for our planet. We use technology and data to solve problems of waste and inefficiency in the \$800B trucking industry, which generates more than 87 million metric tons of wasted CO2 emissions from empty trucks. Fortune 500 shippers like The Home Depot, P&G, Niagara, and Unilever trust Convoy to reduce costs, increase logistics efficiency, and achieve environmental sustainability targets.

## Mission

To transport the world with endless capacity and zero waste

## Fast Facts

- **Founders:** Dan Lewis, CEO, and Grant Goodale, CXO
- **Founded:** April 2015
- **Offices:** Seattle, WA, and Atlanta, GA
- **Employees:** 1200+
- **Network:** 300k+ trucks and a fast-growing, nationwide roster of shippers comprised of Fortune 500 companies and other organizations.
- **Primary verticals:** Consumer packaged goods, food and beverage, manufacturing and industrials, retail, and wholesale.

• **Board of Directors:** Reid Hoffman, Hadi Partovi, Dan Lewis, Grant Goodale, Anu Hariharan, David Lawee, Joy Tuffield, Sumi Das (Observer), and Andrew Davis (Observer)

• **Notable investors:** T. Rowe Price Associates, Inc; Generation Investment Management; CapitalG; Y Combinator; Greylock Partners; Cascade Investment (the private investment vehicle of William H. Gates III); Salesforce.com CEO Marc Benioff; Jeff Bezos via Bezos Expeditions; U2's Bono and The Edge; former U.S. Senator Bill Bradley, former Starbucks President Howard Behar; and other angel investors.

## Carrier Benefits

- Convoy makes it easy for carriers to find, bid on, and win loads that keep their trucks full on the lanes they like to run, spending less time on operational work, phone calls, and chasing freight, and more time on what matters.
- Carriers earn more with less hassle when they use Convoy, getting paid quickly with free Convoy QuickPay™, automatically receiving no-hassle detention, requesting lumper payment codes with a single tap, and saving up to \$35,000 per year through TruckYeah Savings.
- Convoy's digital freight network gives equal access to all shipments, including power-only freight, giving carriers the best opportunity to maximize their earnings. [Learn more.](#)

## Shipper and Broker Benefits

- Using more than 50 machine learning models, Convoy has automated the shipment lifecycle, providing shippers and brokers with the most efficient way to secure elastic, high-quality capacity and manage their truckload freight.
- 300,000+ drivers in Convoy's network are verified for safety and compliance before every load, resulting in 16% fewer crashes and 20x fewer cargo claims vs. traditional brokers and asset-based carriers.
- 1,000+ data points collected on every load provide shippers and brokers with industry-leading visibility and unique insights into loads, facility performance and operations.
- For shippers, unique freight programs like Convoy Go, Guaranteed Primary, and Dynamic Backup provide innovative options for flexible, reliable capacity regardless of market conditions. [Learn more.](#)
- For brokers, Convoy's technology and data automates the brokerage process with zero-upfront costs, enabling brokerages to quickly find high-quality capacity while maintaining their relationships with carriers and the privacy of their data. [Learn more.](#)

## Industry and Environment Benefits

- Each year heavy trucks run 175 billion miles moving truckload freight in the US. Of these, 61 billion are empty miles — meaning a truck travels without a load — that contribute over 87 million metric tons of carbon emissions annually.
- Convoy's Automated Reloads program lowers miles from the industry standard of 35% to 19% by bundling shipments into a single job for a driver, while also reducing carbon emissions by 45%.
- If the industry as a whole is able to achieve the same efficiency improvements that Convoy sees on our bundled shipments, it would reduce CO2 emissions by 47M metric tons. [Learn more.](#)

## Customer Testimonials



*“From the beginning, working with Convoy was a partnership — they had skin in the game. Convoy disproportionately services our hardest freight, yet they consistently deliver some of the best results out of all of our carrier partners. It’s because of that level of commitment they are successful.”*

– Associate Director – North America Market Operations Purchases at Procter & Gamble



*“Since we started working together, Convoy has continued to perform at best-in-class capacity levels and on-time performance. Convoy’s capacity model is sustainable through the volatility of the trucking industry.”*

– Ron Guzzi, Senior Manager of Carrier Relations and Sourcing at The Home Depot



*“While there are some areas where we compete with Convoy, there’s more opportunity for both of us when we work together. Convoy for Brokers complements our existing truckload offering—it’s helped us support additional growth in our load volume and increase the productivity of our team by making it easier to access trucks through Convoy’s digital freight network.”*

– George Henry, Senior Vice President at USA Truck, Inc.



*“After starting with Convoy, our company’s cash flow was astonishing! They reward carriers greatly that provide quality work. Convoy helped us become a stable and profitable carrier. We couldn’t have done it without the amazing team dedicated to being the best in the industry.”*

– Christopher Windsor, East Gulf Enterprises LLC

## Awards and Recognition

- 2021 CNBC Disruptor 50 (#12)
- 2021 BloombergNEF Pioneer
- 2021 Forbes’ America’s Best Startup Employers
- 2021 FreightWaves FreightTech 25 Award (#6)
- 2021 FreightWaves FreightTech 100 Award
- 2021 World Finance Sustainability Award
- Women in Trucking Association 2021 Top Company for Women to Work for in Transportation
- CHEP 2021 Linehaul Freight Carrier of the Year
- Niagara 2021 National Carrier of the Year
- Unilever 2021 H1 Top Carrier for Brokerage Award
- 2020 CNBC Disruptor 50 (#47)
- 2020 Fast Company: World Changing Ideas
- 2020 Fortune Impact 20
- Dan Lewis named to Puget Sound Business Journal 2020 Power 100
- Atlanta Supply Chain Tech Impact 2020 Award
- 2020 FreightWaves: FreightTech 25 Award (#3)
- 2020 FreightWaves: FreightTech 100 Award
- 2020 Frost and Sullivan ‘Company of the Year’ Award

## Connect with Convoy

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