

FreightMath Alliance Spring Meeting

April 28–29, 2026 • KSM Conference Center • 800 E. 96th St., Suite 150 • Indianapolis, IN

Arrivals: Evening of Monday, Apr. 27

Travel & Lodging

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Plan to arrive the evening prior to Day One. An informal reception will be available from 6:00 p.m. onward.

Hotel: Drury Plaza Hotel (near KSM)

Room block at the Drury Plaza Hotel, just down the road from KSM Conference Center. Room block has closed.

Monday, Apr. 27 — Arrival & Networking

6:00 p.m. Informal Arrival & Welcome Reception

Check in at the hotel; light refreshments and casual mingling. Opportunity to connect ahead of formal sessions.

Tuesday, Apr. 28 — Kickoff & Collaboration

8:00–9:00 a.m. Registration & Working Breakfast

KSM Social Hub, Suite 100

Participant check-in, name badges, and networking over breakfast.

9:00–10:30 a.m. Breakout Sessions, Round 1

Breakout Session A, Teton Room

Facilitated by Chris Henry, President, KSM Transport Advisors

Maintenance Best Practices, Procurement & Fraud Prevention (45 min.)

- Benchmarking maintenance costs effectively
- Innovations: predictive maintenance, onboard diagnostics, telematics
- Procurement strategies: vendor management, parts sourcing, and cost control
- Fraud prevention: detecting and preventing maintenance and procurement fraud
- Tying maintenance to safety and profitability
- **Outcome:** Framework for benchmarking, procurement controls, and test-worthy innovations

Safety & Insurance Strategy (45 min.)

- Building a safety culture that lowers claims frequency and severity
- Leveraging CSA scores, dash cams, and telematics to negotiate better premiums
- Insurance market trends: what underwriters are looking for in 2026
- Strategies for managing rising insurance costs without sacrificing coverage
- **Outcome:** Actionable steps to strengthen safety programs and reduce insurance spend

Breakout Session B, Glacier Room

Facilitated by Jim Stockeland, Fractional COO, Your C-Suite

Direction Determines Destination (90 min.)

- Translating market signals into fleet-level strategic decisions
- Balancing rate discipline, volume growth, and capital allocation
- Building a strategic planning cadence with accountability
- **Outcome:** A practical framework to protect margins as the market heats up

10:30–10:45 a.m. Break

10:45 a.m.–12:00 p.m. Breakout Sessions Rotate, Round 2

Participants remain in initial room and Presenters swap rooms.

12:00–12:30 p.m. Lunch

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12:30–2:45 p.m. FreightMath New Features & Development Roadmap

Facilitated by Chris Henry, President, KSM Transport Advisors

With KSM Transport Advisors' Dave Dunst, Director of Carrier Intelligence; Pete Richards, Developer; Jordan Nelson, Director of FreightMath; Adam Smith, FreightMath Engineer

- Welcome & Alliance Overview: objectives, vision, and collaborative goals
- Segment-Level Costing: overview of segment-level costing logic and capabilities — Dave Dunst
- MapLedger Launch: Costing & FP&A integration — Pete Richards & Chris Henry
- FreightMath Insights: AI-assisted insights and analytics — Jordan Nelson
- Updated FreightMath Dashboard Features: new visualizations and reporting — Adam Smith
- Carrier First Rates & Lane ORs: overview and application — Adam Smith
- Dedicated & Trip Check: tools for dedicated fleet and trip-level analysis — Chris Henry

2:45–3:00 p.m. Break

3:00–4:00 p.m. BidRight: RFP Pricing & Bid Management Platform

Presented by Austin Knobloch, Director of Product Development, Nussbaum Technology

- Alpha Launch & Live Demo: walkthrough of the BidRight platform and core workflow
- Shipper Feedback Integration: uploading feedback sheets and surfacing shipper comments alongside rate data
- Bid Snapshot Panel: coverage views by lane count and volume
- Rate Factor Transparency: fuel surcharge, contract spread, and all-in rate adjustments at a glance
- Strategy Review & Collaboration: sales and pricing notes, approval status, and team visibility
- Operational Data & Operating Ratios: TMS-connected load counts, average rate, deadhead, time-on-load, historical and modeled profitability

4:00–4:30 p.m. Driving Measurable Cost Reduction with Precision Routing & Mileage Intelligence

Presented by Peter Espinosa, CEO, MileMaker

- Truck-Specific Routing & Mileage: leveraging 67M+ uniquely attributed road segments for routes drivers can trust
- Route Optimization Strategies: planning by fuel efficiency, shortest distance, quickest trip, toll costs, and vehicle specifications
- Freight Rate Accuracy & Fuel Forecasting: using precise mileage data to support rate negotiations and validate fuel surcharges
- Integration & Deployment: web APIs, TMS integrations, on-premises, and cloud options
- Reducing Fuel Consumption & Operating Costs: data-driven approaches to cutting miles, avoiding tolls, and improving fleet profitability

4:30–5:00 p.m. Group Debrief, Planning Day Two & Open Q&A

6:00–8:00 p.m. Dinner Reception

Sponsored by MileMaker

Aberdeen Social House | 150 W 96th St, Indianapolis, IN 46260

Wednesday, Apr. 29 — Breakouts & Best Practices

7:00–8:00 a.m. Breakfast & Informal Networking

8:00–8:30 a.m. Next Generation in Trucking: Educating & Developing Future Trucking Professionals

Presented by Lindsey Trent, Co-Founder and President, Next Generation in Trucking

- Mission & Vision: how NextGen is working to attract, educate, and develop the next generation of trucking professionals
- Workforce Pipeline Programs: connecting students, military veterans, and career changers to opportunities across the industry
- Industry Partnerships: how carriers can engage with NextGen to build their own talent pipelines
- What Alliance Members Can Do: practical ways to support workforce development and strengthen recruiting efforts

8:30–10:00 a.m. AI & Automation in Carrier Operations

Interactive discussion shaped by member survey responses

Survey themes: AI automation implementation, vendor vs. internal approaches, tools in use, successes/failures, and ROI estimates.

- Current State of AI Adoption: round the room, what Alliance members are implementing today
- Vendor Solutions vs. Internal Development: what's working, what's not, and lessons learned
- Dispatching & Load Matching: AI-driven dispatch optimization, dynamic load matching, and marketplace tools
- Route Optimization & Predictive Maintenance: real-world results from AI-powered routing and maintenance scheduling
- Back-Office Automation: billing, settlements, paperwork, and agentic workflows replacing expensive RPA
- AI in Pricing & RFP Strategy: forecasting demand, bid optimization, and rate modeling
- Measuring ROI on Automation: frameworks for quantifying returns and building a business case
- Risks, Ethics & Governance: data privacy, model transparency, and practical governance considerations

10:00–10:15 a.m. Break

10:15–11:30 a.m. FreightMath Benchmarking Results Overview

Facilitated by Chris Henry, President, KSM Transport Advisors

- Cost Benchmarking: how Alliance members compare across key cost categories: fuel, maintenance, driver pay, insurance, and overhead
- FreightMath Measures: review of core metrics: revenue per truck per week, operating ratio, cost per mile, and contribution margin by lane
- Cross-Mode Trends: performance benchmarks and recent trends across truckload, dedicated, and intermodal
- Identifying Gaps & Opportunities: where the data shows room for improvement and what top performers are doing differently

11:30 a.m.–12:00 p.m. Fleetline.AI: AI-Powered Dispatch Optimization

Presented by Veer Juneja, Co-Founder, Fleetline.AI

- AI Dispatch Engine: how Fleetline ingests load, driver, and ELD data to simulate billions of scenarios and deliver optimal assignments
- Load Board Aggregation: centralizing freight from multiple load boards into a single, intelligent workflow
- Deadhead Reduction & Utilization: maximizing driver productivity and reducing empty miles through AI-driven planning
- Measuring ROI: real-world revenue impact, fleet growth acceleration, and dispatcher efficiency gains

12:00–1:00 p.m. Lunch

Sponsored by Fleetline.AI

1:00–1:30 p.m. Purpose + People = Profitability

Presented by Nina Eiland, Founder & Chief Business Champion, Pinnacle Group 360

- The People-Profit Connection: why driver retention, employee engagement, and leadership development are margin levers, not just HR line items
- Diagnostic Tools: organizational and executive leadership assessments that surface hidden operational gaps
- Practical Frameworks: custom retention programs, recruiting playbooks, and KPI development built specifically for carriers
- 30/60/90-Day Outcomes: what measurable change looks like in the first quarter of a Pinnacle engagement

1:30–2:30 p.m. Fuel Strategy & Network Optimization

Interactive discussion shaped by member survey responses

Survey themes: rising fuel cost impacts, fuel surcharge strategies, fuel-efficient behaviors, benchmarking practices, and compliance enforcement.

- Fuel Surcharge Strategies: adapting surcharges in a volatile cost environment
- Fuel-Efficient Behaviors & Benchmarking: driver coaching, idling, throttle/speed management
- Network Compliance & Enforcement: hard card controls, route planning tools, and improving in-network purchase rates
- Contract Structures & Vendor Management: OPIS-indexed pricing, contract lengths, national network agreements
- Discount Benchmarking: comparing net discount/premium relative to OPIS benchmarks across members

2:30–3:30 p.m. Sales & Network Strategy Discussion

Interactive discussion shaped by member survey responses

Survey themes: formalizing sales strategies, shifting trucks to high-performing lanes, and aligning network planning with profitability goals.

- Building and formalizing a sales and network strategy
- Shifting capacity to high-performing lanes and markets
- Using FreightMath data to drive network decisions
- Actionable ideas across profit and cost centers

3:30–3:45 p.m. Closing Remarks & Adjourn