



Agency Partner Program



ARE YOU READY TO GROW?

ICAT Agency Partner Program

Finding the right strategic partner in a competitive industry is crucial to the overall success of your business. That's where we come into the equation.

Since opening our doors in 1993, ICAT has focused on creating and establishing a network where agencies can grow and achieve continued success. From new startups to existing businesses, we have successfully helped build and transition agencies through our collaborative efforts and team of subject matter experts.

AGENCY TESTIMONIALS

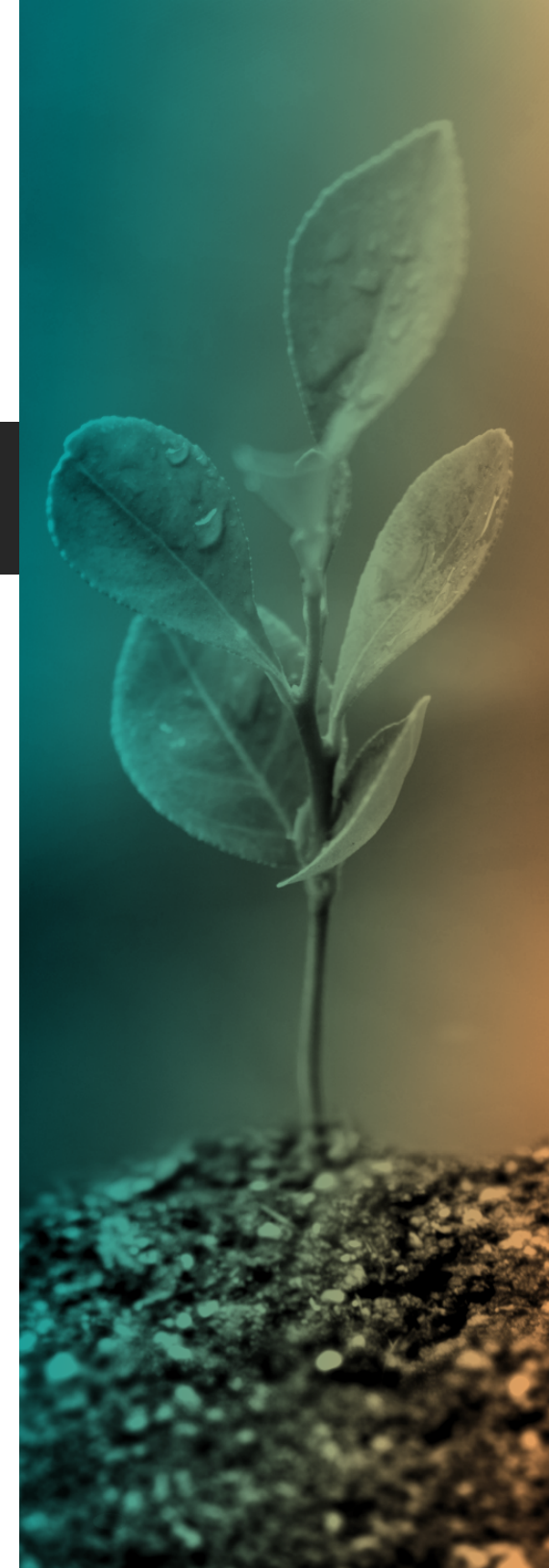
Take it from two of our current partners!

“When I joined ICAT, I was looking for that different approach. Twenty-four years later, I’m still here and growing my business to levels I never imagined possible. ICAT has stayed true to their values and asked for my input on growing the network. It’s been a win-win partnership since the beginning.”

Daniel Cser
ICAT Detroit Agency

“ICAT’s corporate support has been instrumental for the overall growth of our agency. Whether it’s dealing with customer interactions, vendor relations, compliance or billing, the corporate office’s extensive knowledge, assistance and professionalism keeps our business flowing smoothly.”

Mark Holt
ICAT Nashville Agency



HOW DO YOU BENEFIT AS AN ICAT AGENCY PARTNER?

- Collaborative environment with a growth mentality
- Proactive communication from corporate, as well as throughout the enterprise
- Insightful business and customer data to help with making informed decisions
- Competitive fee structure and payment
- Thorough customer credit screening
- Comprehensive invoicing and collections to create one of the best cash flow cycles in the industry
- Effective and impactful marketing and CX strategies
- Creative approaches to help with prospect introductions and strengthen client relationships
- Customized materials and tools specific to your agency to assist with your selling efforts





- Hands-on business development and support
- Extensive global network with access to hundreds of international agents
- All-encompassing training by our subject matter experts on company systems and all modes of transportation
- Key operational metrics and benchmarking to develop plans and drive overall efficiencies
- Leveraged buying power with volume discounts
- Long-standing business relationships with global vendors, including major air carriers and steamship lines
- Proactive compliance measures to prevent issues or errors
- Essential industry management by compliance experts to ensure limited exposure to potential liability or risk
- Intuitive data and IT tools to help track customer trends
- Dedicated help desk support to answer questions, assist with technical issues, and customize dashboards and reports
- Helpful hiring tools, including sample interview questions and cognitive and personality testing



LET'S TALK!

Contact Us Confidentially



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