



3PL ROI & Hidden Cost Calculator Worksheet

This worksheet is designed to help logistics managers and operations leaders quantify the hidden costs of 'good enough' freight providers—and compare those costs to the value of a strategic logistics partner like Bailey's Logistics. Use this to assess monthly and annual impacts across key areas.

Step 1: Estimate Your Monthly Hidden Costs

Category	Estimated Monthly Cost (\$)	Notes
Time spent chasing updates (e.g., calls, emails, status checks)		
Late delivery fees or penalties		
Lost revenue from delayed or missed shipments		
Extra costs from emergency freight or air shipments		
Rework due to poor planning or visibility		
Staff burnout or attrition cost (if applicable)		
Customer churn related to missed expectations		

Add up your total estimated monthly cost _____

Multiply by 12 for annual cost: _____



Step 2: Reflection Questions

Ask yourself or your team the following:

- What's the cost of doing nothing for another 6 months?
- Are we solving problems or constantly reacting to them?
- How confident are we in our current provider's ability to scale with us?
- What would we gain with a logistics partner who brings proactive ideas and better visibility?

Step 3: Compare Providers Side by Side

Use the space below to jot down differences between your current provider and Bailey's Logistics.

Key Factor	Current Provider	Bailey's Logistics
Responsiveness & Communication		
On-Time Performance		
Cost Optimization Support		
Visibility & Tracking Tools		
Proactive Strategy & Planning		
Customer Experience Impact		