



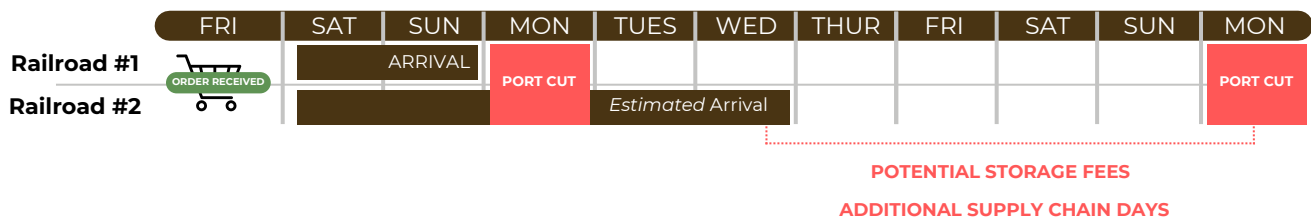
CASE STUDY

# BEYOND THE RAILS

## Navigating Customer Goals with Data-Driven, Per Lane Evaluations

### PER LANE EVALUATION WITH A PARTNERSHIP MINDSET

Valor Victoria consistently evaluates rail transit products to identify optimal solutions for our customers. Through regular studies and a commitment to staying informed about industry advancements, we provide expert recommendations tailored to meet specific goals.



#### BACKGROUND

Valor Victoria books rail products based on customer's goals.

- Decisions hinge on north star KPIs
- Rail products are chosen using **current data to ensure transit reliability** that matches customer's goal



#### BREAKDOWN

**Customer A:** Success is defined and measured by **port cut reliability**

**Customer B:** Success is defined and measured by **reduced supply chain days**

- Riding on RR #1 poses no risk for Customer A of missing port cut
- RR #1 supports Customer B's goal of reducing supply chain days
  - 1 day = \$\$\$ for Customer Bottom Line



#### SUMMARY

Valor Victoria deploys pivot strategies at the front-end and back-end of rail transit legs, **meticulously evaluating per-lane data to guide customers towards strategically optimal solutions.** Through this approach, we ensure that every facet of the journey is tailored to meet their specific goals, thereby enhancing both **value and reliability.**