

3PL & WHOLESALE DISTRIBUTION

The 3PL Operations **AI Audit**

18 diagnostic questions to identify exactly where your back office is bleeding hours per week on manual data entry and repetitive workflows.

Why This Audit Matters

California 3PLs are spending 30–40 hours a week typing data from PDFs into legacy ERPs. Your bottleneck isn't warehouse space; it's back-office capacity. This audit reveals where Sovereign AI can instantly recover margins.

The 18-Point Diagnostic

Data Entry & Order Intake

- 1. Are staff manually re-typing BOLs, packing slips, or POs into your TMS/WMS?
- 2. Do you receive orders in multiple PDF formats that require human interpretation?
- 3. Is order intake speed directly delaying your warehouse picking schedules?
- 4. Do you have a dedicated headcount strictly for 'swivel-chair' data entry?
- 5. Are typos in data entry causing costly routing or billing errors?
- 6. Do you print and scan documents just to keep a digital record?

Carrier & Vendor Communication

- 7. Does your team spend >2 hours daily answering 'Where is my freight?' emails?
- 8. Are rate quotes generated manually by comparing multiple carrier portals?
- 9. Is carrier invoice reconciliation a manual, line-by-line matching process?
- 10. Do you struggle to track accessorial charges effectively?
- 11. Are exceptions/delays communicated reactively rather than proactively?
- 12. Is claims processing delayed by manual data collection?

System & Data Sovereignty

- 13. Do you avoid AI because shipper/rate data cannot be uploaded to public APIs?
- 14. Are your SOPs documented, or do they exist only in key employees' heads?
- 15. Are you paying per-seat software licenses for staff who only need read-access?
- 16. Do IT security audits prevent the use of ChatGPT for operational data?
- 17. Is your data isolated in silos that require manual export/import?
- 18. Does onboarding a new dispatcher take longer than 3 weeks?

Scoring Rubric

0-4

EXPLORING

Operations are lean. Monitor AI for future gains.

5-9

READY

Clear bottlenecks exist. ROI will be immediate.

10-14

URGENT

Manual tasks actively prevent scaling.

15-18

BLEEDING

Severe operational tax. Over-paying for labor.

What We Build

Sovereign Architecture

Agents deployed in your AWS/GCP. Read complex BOLs and POs, extracting line items and pushing directly to your ERP. Zero data leaves your network.

Predictable Flat Fees

No per-token metering or hidden API taxes. We charge a flat monthly subscription tied to capacity.

Multi-Channel Triaging

Agents that live in your email inbox, instantly categorizing carrier updates and matching them to active loads without human intervention.

Your IP Stays Yours

Unlike ChatGPT, our models are isolated. You own the workflow, the system, and your private data remains completely sequestered.

Armen Donigian

Founder, Performance AI Lab | Former Meta SuperIntelligence Lab

With 25 years in software engineering and enterprise infrastructure, I build systems that prioritize security, scale, and measurable ROI.