

Shannon Vaillancourt, President and Founder of RateLinx

Biography

Shannon Vaillancourt is president and founder of RateLinx. While working for a small parcel manifesting software re-seller, his natural curiosity for logistics kicked in and he wanted to know everything there was to know about the industry. So with a vision to harness the opportunity of big data, he began writing a software solution to make processing shipments easier for all modes. In 2002, ShipLinx was the result and this began RateLinx' journey of becoming a thought leader in shipping and logistics management.

Today, RateLinx is revolutionizing shipping and logistics management with the only software that connects freight procurement, processing and payment. RateLinx Integrated Shipping Intelligence™ enterprise suite and ShipLinx software is used by companies of all sizes from Fortune 500 firms to internet start-ups.

Embracing innovation, Shannon has led RateLinx software implementation initiatives, with more than 300 integrations in 10,000 locations customized for individual customer needs. He designed the unique predictive modeling engine that allows businesses of all sizes to solve complex logistics issues by seeing their supply chain in real time. Shannon drives the company's strategic initiatives including business development and advanced software development.

Shannon has helped the company achieve consistent rankings in the Inbound Logistics Top 100 Logistics IT Providers list. He is known to quickly spot industry trends that would otherwise go unnoticed and has been a pioneer in leading the industry in promoting logistics IT solutions. Shannon's leadership has allowed him to be elected to take part in panels such as the Technology CEO panel during NASSTRAC. He has also been recognized in the industry with accolades such as the 14th Annual Pros to Know 2014 by Supply & Demand Chain Executive.

Before founding RateLinx, Shannon held several leadership and technical roles in software engineering, solutions and services that are the foundation of his work. Shannon's commitment to innovative logistics IT solutions, industry problem solving and revolutionizing the logistics industry has made him one of the most respected Logistics IT CEOs in the industry.

Achievements and Accolades

Two-time Technology CEO Panel Member at NASSTRAC

14TH Annual Pros to Know 2014 by Supply & Demand Chain Executive

Featured Thought Leader in Inbound Logistics Magazine



Education

University of Wisconsin – Platteville, Bachelor of Science in Electrical Engineering

Areas of Expertise

E-Commerce, retail Logistics

Intelligent Invoice Management makes freight audit obsolete

The myth of the common rate base