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CarrierSource Launches AI-powered Research Agents to Turn Shipper Intent Data Into Revenue

Three AI-powered agents that turn shipper searches into your next meeting, by showing sales teams why a shipper is researching, who to contact, and how to win the deal.

Chicago, IL — CarrierSource, the leading platform for transportation provider reviews and shipper insights, today announced the launch of **CarrierSource Research Agents**, a suite of three AI agents built on their proprietary Shipper Intent Data. Designed for brokers and carriers, CarrierSource Research Agents transform raw shipper activity into clear, actionable steps, making CarrierSource the first platform to fully bridge the gap between shipper research and sales outreach.

Until now, freight sales teams relied on manual research, guesswork, and fragmented tools to interpret shipper search activity. Hours were spent trying to sift through actions, identify decision-makers, and craft outreach strategies. With CarrierSource Research Agents, teams can go from shipper intent signal to full context to qualified contact to outreach strategy in minutes.

“Brokers and carriers have limited time to truly understand every shipper’s core business,” said Rob Light, CEO & Co-Founder at CarrierSource. “With Research Agents + Shipper Intent Data, we’re turning every shipper search into a roadmap: why they’re in the market, who to talk to, and how to win. This is the future of intent data.”

CarrierSource Research Agents consist of three distinct AI agents working together to deliver instant clarity. The **Context Agent** identifies why a shipper is conducting research on CarrierSource, revealing the problem or opportunity driving their search. The **Contact Agent** pinpoints the right contacts within the company most likely behind the intent signal. The **Action Agent** delivers tailored, evidence-backed recommendations and pre-built outreach so sales reps know exactly how to engage. Together, they create the first end-to-end intent-to-action workflow in logistics, where shippers search, signals fire, and sales teams move seamlessly from insight to action.

Built for any team using CarrierSource's Shipper Intent Data, Research Agents enable freight sales organizations to operationalize signals at scale. CarrierSource is the only platform combining Shipper Intent Data with AI agents for context, contacts, and recommended action, built on proprietary insights unavailable anywhere else in freight. By consolidating the entire sales workflow in one place, CarrierSource Research Agents help sales teams move faster, target more precisely, and convert more consistently.

CarrierSource Research Agents are available now. Email us at support@carriersource.io to book a demo today.

About CarrierSource

CarrierSource is the logistics industry's trusted review platform, helping shippers find freight partners through verified reviews, FMCSA safety & insurance data, and robust profiles. With over 75,000 reviews across 40,000+ companies, CarrierSource is where reputations are built, and now, where intent turns into revenue. Through real-time Shipper Intent Data and AI-powered agents, CarrierSource empowers carriers and brokers to engage high-intent prospects at exactly the right time, transforming passive searches into closed business.

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