

Iron Margin

SHIPPING COST OPTIMIZATION



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FOUNDER & PRINCIPAL

Brands overpay on shipping every day — not from carelessness, but from **information asymmetry**. Carriers know your market rate. You probably don't. Iron Margin levels the playing field.

WHO WE ARE

Former Brand-Side Supply Chain, Now in Your Corner

Keyan spent years leading operations at growing e-commerce brands — managing fulfillment integrations, negotiating carrier contracts, and learning exactly how carriers think about pricing. Iron Margin was built on that experience. We don't come from the carrier side. We come from yours.

WHAT WE DO

We Lead Your Carrier RFP — Start to Finish

We run a formal carrier RFP process: tapping our domain expertise, proprietary data, and established carrier relationships to negotiate rates on your behalf. We evaluate cost, carrier performance, and customer experience — so you get a deal that holds up in the real world.

WHO WE SERVE

Self-Fulfilling Brands, 3PLs & Amazon FBM Sellers

If you ship packages at scale — as a DTC brand, a 3PL, or an Amazon FBM distributor — your shipping spend is likely your largest variable cost. We help you own it.

WHY IT WORKS

Your Relationships Stay Yours

Unlike middleman consolidators who clip a margin on every label, we act as your Outsourced VP of Transportation. You own the rates. Your carrier relationships stay intact long after we've done our work.

VOLUME & ELIGIBILITY

When Should You Reach Out?

1 k+

At 5,000+ parcels/month your carrier options open up dramatically. But if you're above **1,000 parcels/month**, there's already a conversation worth having. Start with a complimentary intro call — no commitment, just clarity on where you stand.

[BOOK A FREE INTRO CALL →](#)