



A Guide on Securing and Succeeding as a FedEx Ground Contractor



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1. Contact FedEx Ground:

The first step is to reach out to FedEx Ground. Here's how you can start:

- **Create an Account:** Set up your account with FedEx Ground.
- **Email the BDS Team:** You can also email strategicBDS@fedex.com for more information and guidance.

2. Meet the Qualifications:

To become a FedEx Ground contractor, you must meet specific qualifications:

- **Business Experience:** At least one year of business ownership or management experience.
- **Financial Requirements:** A minimum net worth of \$100,000.
- **Background Check:** You must pass a background check

3. Understand the Contractor Opportunities:

FedEx Ground offers two main types of contractor opportunities:

- **Pickup and Delivery (P&D):** Using vans or small trucks, contractors pick up packages from shippers and deliver them to business and residential recipients.
- **Linehaul:** Transporting FedEx Ground-owned trailers over the road, from station to hub, hub to hub, and hub to station.

4. Research the Opportunity:

Visit the FedEx Ground website to learn more about the contractor opportunities, requirements, costs, and benefits. Look into open routes and territories to find the best fit for your business.





5. Apply for a Contract:

If you meet the qualifications and are ready to proceed, apply for a contract:

- **Submit Your Application:** Provide detailed information about your business, financial situation, and experience.
- **Business Plan:** Have a comprehensive FedEx Ground Contractor Business Plan ready.

6. Attend an Interview:

If your application is accepted, you will be invited for an interview with the BDS and station management teams. During the interview, you will discuss:

- Safety Plans
- Efficient Operations
- Customer Service Strategies

7. Complete the Background Check

Once you pass the background check, you will receive a FedEx ID. Use this ID to access resources and approved vendors on MyGroundBiz.

8. Interview Vendors

FedEx Ground has vetted and approved vendors for various needs, including:

- Vehicles
- Safety & Telematics
- Scanners
- Business Management Tools
- Uniforms
- Insurance
- Vehicle Financing
- Payroll Services

Ensure vendors are approved by FedEx Ground before finalizing any agreements.





9. Purchase Equipment

Acquire or lease the necessary equipment, such as vehicles, uniforms, software, and scanners.

10. Build Your Team

Depending on your operation size, build a team that includes:

- Business Contacts (Team Leads)
- Drivers
- Back Office Staff (Payroll & Recruiting)

11. Start Your Business

Once you have set up and purchased your equipment, you're ready to start your FedEx Ground contractor business. Watch FedEx's introductory webinar to understand what to expect on your first day.

12. Consider Broker Assistance

Brokers can help you buy and sell routes. If you opt to use a broker, be cautious of common pitfalls and ensure you protect your transaction.

