

# Procurement Excellence

The procurement of goods and services of many kinds has increased in complexity in recent years and is subject to continuous change. This is also experienced by purchase managers, who are responsible for freight rate purchasing. Tim Consult and Transporeon combine more than 20 years of experience in freight purchasing, profound market knowledge and an optimal tendering tool. This way they create the ideal requirements for Procurement Excellence in freight purchasing.



## Challenges:

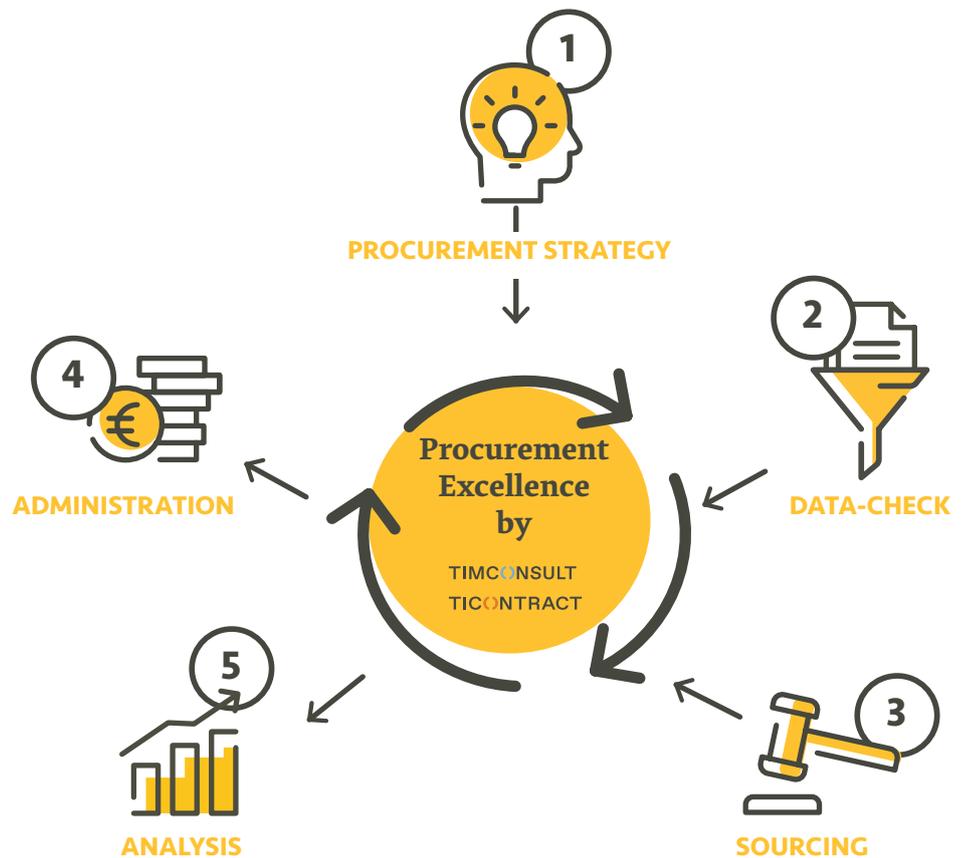
- » **Digitalization and automatization:**  
The rapidly advancing digitalization is responsible for the continuous change of Purchasing Processes.
- » **Volatile transport market:**  
Economic and geopolitical uncertainties such as Brexit and international protective tariffs, but also natural disasters and pandemics affect supply and demand.
- » **Increasing competition among service providers:**  
Increasing diversity and complexity of offers: Offers have to be elaborately requested by the shipper, sorted and correctly classified.
- » **Requirements for the transport of own products:**  
Aspects such as load securing, climate/temperature, fragility, delivery times, type of transport, etc. must be taken into account when requesting tenders and searching for the appropriate service provider.
- » **Manual and fragmented process:**  
Telephone calls, faxes, e-mails and manual filing are still very common, which increases inefficiency and the risk of errors and makes it difficult to handle the large amount of data.

## Product Portfolio:

- **INTELLIGENT STRATEGY FOR FREIGHT PURCHASING**  
Consulting on purchasing strategy, professional tendering, tender evaluation and allocation decision
- **EFFICIENT DATA-CHECK**  
Preparation of data for the Ticontract platform: Intelligent cleansing, harmonization and validation of data according to Tim Consult's Data-Check method
- **E-SOURCING PLATFORM TICONTRACT**  
Service provider search within 40,000+ detailed and verified profiles, extensive search functions, transparent and secure bidding process, combinatorial scenarios and intelligent carrier communication and much more
- **PROFESSIONAL REPORTING**  
Scenario-, management- and extended reports as a basis for strategic decisions, development of procurement strategies, forecasts, negotiations with service providers and much more.
- **ADMINISTRATION OF FREIGHT RATES**  
The resulting rates from the tendering platform can be easily transferred to Rate Management ensuring that all departments—whether purchasing, sales or accounting—access the same database

## How it works:

1. Classification of the market position and development of a smart procurement strategy
2. Data checking and preparation by using the Data-Check-Method
3. Intelligent tendering of the transport on the Ticontract Tendering platform - based on market requirements and valid data
4. Generation of profound and differentiated analysis and reports
5. Administration and monitoring of the rates received in the tender, within Transporeon Rate Management



► **Procurement Excellence = Best of 2 Worlds**

## Benefits:

- » Up to 19% reduced freight costs through increased competition and auctioning functions...
- » up to 30% less administrative effort through efficient e-sourcing...
- » a well thought-out purchasing strategy adapted to the market...
- » easier communication, time saving and market transparency, which leads to better tender results for all parties...
- » the expansion of the service provider network for future tenders...
- » cleanly prepared data of high quality...
- » easy-to-understand, clearly structured reports...
- » 100 Percent Compliance along the whole Purchasing Process...
- » **... for all transport modes (sea- and airfreight, rail- and roadtransport)**

**Want to find out more?**

Learn more at  
[www.transporeon.com](http://www.transporeon.com)