

H.ESSERS

WAREHOUSING ■ TRANSPORT ■ SYSTEMS

AI ensures

anything is transposable  
with H.Essers

TRANSPOREON  
A Trimble Company





## About the customer

H.Essers is a pan-European logistics provider that emphasizes asset-based differentiation. Headquartered in Genk, Belgium, H.Essers has 71 branches across 17 countries in Europe. They invest in supply chain solutions for demanding industries such as chemicals, pharmaceuticals, healthcare and high value products. H.Essers has managed steady and significant growth by showing customers that anything is “transpossible”.





## The challenge

It was time to branch out and break down barriers as H.Essers faced the following challenges:

- ▶ Increasing demands from customers to serve regions not typically covered by H.Essers own trucks
- ▶ Pressure to find cost-effective capacity for overflow cargo within the firm's own pool of approved subcontracted carriers
- ▶ Significant time spent on manual tasks due to disjointed legacy chartering processes
- ▶ Not enough time and resources to focus on nurturing relationships

## The challenge

**Autonomous Procurement uses AI to empower data-driven decision making for chartering spot moves with third party carriers, including selecting whom to offer work to, at what price and within what timeline.**

- ▶ Initial roll-out included the firm's large base of carriers in Austria, Germany, Denmark and Poland
- ▶ Autonomous Procurement delivers unbeatable results for finding price-competitive capacity
- ▶ Average time to carrier acceptance of 15 minutes

## The results

H.Essers seized the opportunity to become an early adopter of AI in trucking, and consequently strengthened its ability to service demanding industries regardless of market conditions.

- ▶ Rapid return on investment
- ▶ Significant cost reductions
- ▶ Improved operational environment for both staff and carriers
- ▶ Better carrier relationships

**Ready to set automated spot buying in motion?  
Discover Autonomous Procurement today**

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