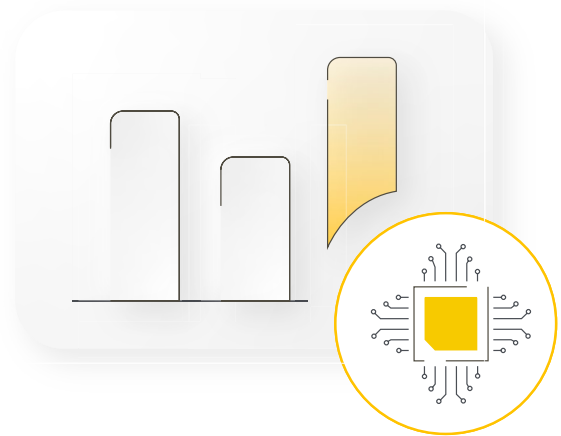


Automating and Simplifying the Quotation Process

Does your team struggle to create solid freight quotations that hit the mark? Quote too low, and you take a loss. Too high, and shippers won't bite. Unactionable indices, fluctuating markets and auction portals wear sales representatives down. Autonomous quotation provides a game-changing solution for fast and accurate quote generation.



CHALLENGES

ERRATIC, VOLATILE MARKETS

With rising fuel prices and inflation, carrier rates are more unpredictable than ever. This makes accurate quoting a major challenge, especially as capacity for contracted rates remains limited since COVID-19.

INCREASING CUSTOMER DEMANDS

Shippers expect instant quotes. Relying on manual methods to collect quotes takes too long — and speeding up the process jeopardises accuracy.

BROAD, BLENDED FREIGHT INDICES

Price accuracy is limited in broad brush freight index services, only offering a vague indication of real rates. They also don't take into account the varying buying powers of large vs. small brokers, leading to incomplete recommendations.

LOW MARGINS

Freight forwarders and brokers rely too heavily on traditional market average rates or gut instinct to set freight prices, which often erodes margins and makes the process too time-consuming.

LIMITED GROWTH AND MISSED OPPORTUNITIES

Manual quoting is not scalable, as each sales rep can only handle a limited number of loads each day. At the end of the day, you can't win what you don't quote.

FEATURES

INSTANT AND RELIABLE PRICE PREDICTION

Price predictions are personalised to your business and buying power, as opposed to using a broad-brush market index. On average, Autonomous Quotation is 25% more accurate in comparison to market indexes.

CUSTOMISED MARGINS

This is NOT a one-size-fits-all calculator. A smart interface and user-friendly tool make it easy to set your margins and self-configure the rules for each quote.

BASED ON BUSINESS RULES

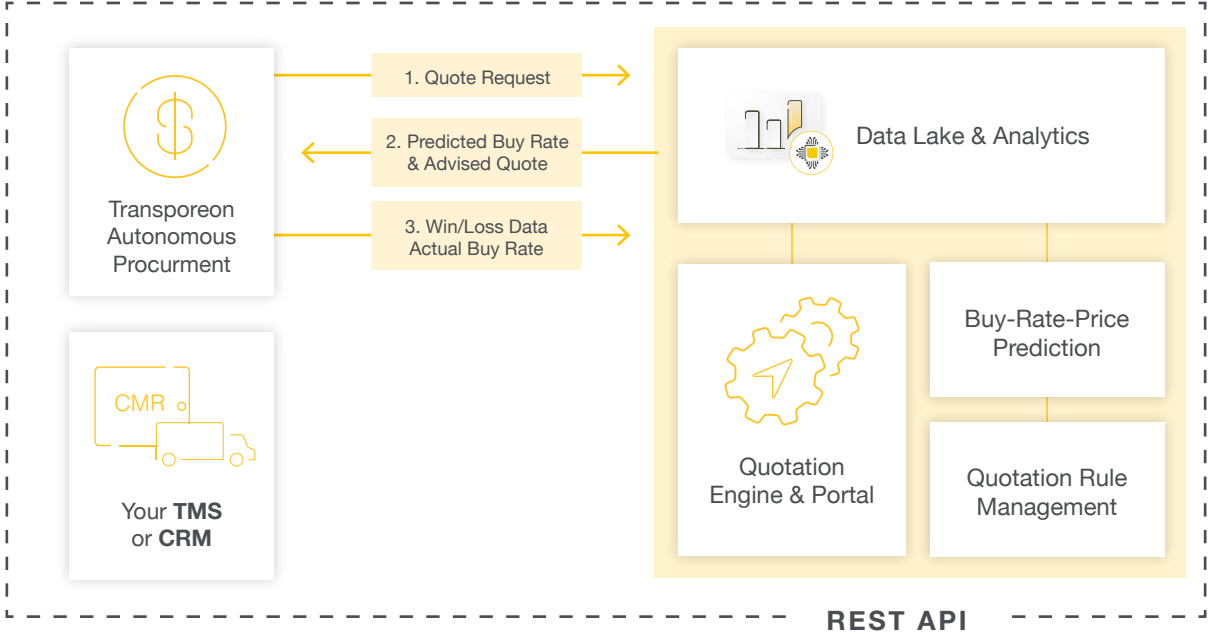
Leverage shipment characteristics, unique customer requirements, and our sophisticated business rules engine to produce real-time quotes. Rules can consider dozens of characteristics, including buy/sell side margins, equipment type, distance, pickup/delivery windows, stop location and more.

ANALYTICS AND WIN/LOSS FEEDBACK

Transporeon provides a data lake and a visual exploration toolkit, which sits over the quotation data. By sending Transporeon the outcome data (win/loss and actual buy rate) this data lake contains all the necessary points for performance managing the quoting process.

HOW IT WORKS

AUTONOMOUS QUOTATION



BENEFITS

- WIN MORE LOADS**
Machine learning helps ensure offers are priced accurately and are enticing enough to increase the average win rate for logistics service providers.
- SPEED IS KING**
Automation provides instant quote generation, which is far faster than manual quoting—even for the most efficient account managers. Shippers often award bids to the first carrier that submits, so make sure you are the first in line. Allow data science and our automated rules engine do the hard work for you.
- GROW MARGINS**
Accurate quotes ensure top logistics service providers win more business while also optimising the bottom line. Predict rates based on your unique data, real-time market trends, carrier behavior and more.
- GAIN PRODUCTIVITY**
Account managers typically spend between five and 20 minutes researching and negotiating tenders. Our automated quotation takes less than two seconds to generate and can be instantly shared externally.

“ We don’t want to spend 100s of hours coming up with spot freight quotes. **We want to be able to manage those exceptions... and spend time and resources building better relationships.** ”

JOHN PERKOVICH
COO, RPM

WANT TO FIND OUT MORE?

GET A DEMO