

TRANSPOREON

**ENABLING
PREDICTIVE
TRANSPORTATION
WITHIN YOUR
ORGANIZATION**



Introduction

According to leading research and advisory firm Gartner, by 2023, 50% of global leading enterprises will have invested in real-time transportation visibility solutions. Gartner confirms that real-time transportation visibility continues to be a key priority for shippers, 3PLs and their customers, driven by digitization as well as sustainability efforts and accelerated by the covid-19 disruptions.

B2B transportation might not yet be up to the agility and predictability standards of today's world where individual consumers are used to easy online tracking of anything they ordered. Therefore, bringing transportation in sync with the world's fast-growing technologies is the key enabler for predictive transportation.

While visibility is the basis for predictive transportation, it is also just the first step toward a massive change. Seeing one truck on the map does not give us all the benefits that internal stakeholders are looking for. How about combining the full visibility of your transportation network with digitized transport execution? Not to mention data-driven transport planning, smart allocation and dynamic slot booking without human intervention. All together, these will bring your company to the next level of supply chain excellence.

The project of implementing predictive real-time visibility is a top priority in logistics organizations, but also a marathon, not a sprint. Don't worry - we will be there to support you along the way.

Companies combining and integrating planning, execution and visibility into one experience own their markets



NESTLÉ



SAINT-GOBAIN



**GIRTEKA
LOGISTICS**



**STI FREIGHT
MANAGEMENT**

Predictive & Responsible Practices

Predictive Transportation

Predictive Transportation

Predictive & Transparent Transportation Managing

165,000 Direct Suppliers
695,000 individual Farmers

42,6B Euro Global Revenue
68 Countries
32 + Brands

230+ Shipper Customers
7400 Trucks
14,000 Drivers

330K Domestic & Intl Road Transports
33K Sea / Air Transports
33K Customs Clearance

Delivering visibility and reliability across a complex global supply chain network.

Delivering visibility, automation and agility across entire network of trucks serving customers across the globe.

Delivering reliable and consistent service excellence day in day out.

Delivering seamless and transparent solutions from start to finish resulting in stellar customer experience.

TRANSPOREON

Transporeon boosts logistics performance and profitability with every freight load. Founded in Germany in 2000, Transporeon connects a worldwide network of more than 1,200 industrial shippers and retailers with over **120,000** logistics service providers in 100+ countries in real time.

Its security-certified platforms offer digital solutions for freight benchmarking and sourcing, freight assignment and shipment execution, time slot management, shipment tracking, and end-to-end supply chain visibility. By leveraging the latest capabilities, including artificial intelligence and predictive analytics, Transporeon solutions cut CO₂ emissions, empty runs and truck waiting times while digitising manual processes. Transporeon is located across Europe, Russia, Asia and the US.

For more information, visit transporeon.com

SIXFOLD

Sixfold by Transporeon is Europe's leading real-time transportation visibility platform, solving supply chain visibility challenges for the world's biggest companies, shippers and carriers. Sixfold's platform, powered by AI, integrates with transport management systems, truck telematics and mapping data to proactively predict transportation delays, drive sustainability and deliver valuable business intelligence.

For more information, visit sixfold.com

Getting everyone onboard to do everything in real-time

SITUATION

Many decisions are unfortunately not based on data-driven information. To manage Supply Chain & Logistics today, most companies resort to:

- Human interference and manual effort
- Decisions based on intuition and past experience
- Slow & reactive actions
- Ungreen practices

They lead to diminishing returns, lack of visibility and diminished business agility, resulting in a poor customer experience.

COMPLICATION

All this is happening in a world where data is available to do it better and more accurately:

- Manage people & resources
- Make data based decisions
- Improve customer satisfaction
- Reduce co2 emissions

Your organization can only successfully embark on the real-time visibility journey if the right stakeholders are involved and committed to change. But for some departments within your organization, the benefits might not be obvious.

RESOLUTION

It is therefore crucial that the stakeholders across the company understand the significance and their own earnings of the visibility project:

- Chief Supply Chain Officer/ Director
- Transport Planning Manager
- Warehouse/ Yard Manager
- Carrier Relations Manager / Freight Procurement
- Customer Service
- IT Manager

Chief Supply Chain Officer



FOCUS AREAS

- Macro-level strategy with sustainable growth of the supply chain within the organization
- Overall cost optimization and margin improvement
- Ability to mitigate risks and make proactive decisions based on high-quality data
- Avoiding additional costs that are incurred due to inefficient transportation logistics and lost opportunities for creating value for the organization
- Preventing dissatisfaction with customers and internal sales department due to supply chain problems



OBJECTIVES

- Supply Chain digitization enables more efficient people and resources management
- An integrated visibility and execution platform reduces manual activities, allowing greater focus on innovative and strategic projects
- Ability to react in more flexible and resilient way in times of disruption
- CO2-emissions reduction and environmental sustainability – one of the main focuses of today's transport market
- Reliable insights into carrier KPIs
- Ensure on-time delivery and customer satisfaction
- Avoid penalties as a result of delivery performance problems



VALUE

- Transporeon Group product portfolio supports you across the entire value chain by digitalizing your processes from goods receiving to customer delivery. That saves up to 30% of administrative costs reduces loading times by more than 20% and transport costs by up to 5%. Besides that, Transporeon provides valuable data and reports for business improvements along the whole supply chain
- 55% of customers would be willing to pay extra for faster delivery
- 1-3% potential increase of revenue by combining real-time visibility with smart allocation
- 10-20% KPI increase in on-time delivery (OTD)
- Elimination of empty and idle transports by up to 7%, leading to CO2 reduction



OUR CUSTOMERS' EARNINGS

Building Materials sector:

- Increased market share (aspiration: increase revenue by 1%) due to fully digitalized Order processing

CASE STUDY



NESTLÉ IS USING REAL-TIME VISIBILITY TO MANAGE SUPPLY CHAIN DISRUPTIONS

Real-time visibility enabled Nestlé to minimize the impact of uncertainty and react quickly to volatile conditions – experienced during Black Swan events such as the disruption caused by the COVID-19 pandemic. It is providing the necessary foundation for Nestlé to better drive operational decisions and to achieve longterm, strategic goals such as the more flexible and efficient use of transport capacities.

Specifically, the following results have been measured so far:

- **Improved service levels and customer satisfaction**
- **Decrease in manual operational resources needed to identify and handle transport journeys**
- **Increased stability of the supply chain (enabling Nestlé to react more flexible and resilient in times of disruption)**
- **Improved supply-chain efficiency, including environmental sustainability, based on visibility**

[READ MORE](#)

“An excellent example of how digital technology can help us address today’s challenges.”

SERGIO SCARCERIEAU
ZONE EMENA TRANSPORT TRANSFORMATION LEAD AT NESTLÉ

Transport Planning Manager



FOCUS AREAS

- Ensuring smooth daily operations and quick reaction to exceptions.
- Reduction of costs related with demurrage, detention, schedule changes and empty mileage.
- Recognizing opportunities for optimizing transport by combining deliveries and taking advantage of the spot market when advantageous.



OBJECTIVES

- 100% end-to-end transparency and control
- Smart planning and allocation based on reliable data and real-time updates
- Accurate and irrefutable reports on the arrival and departure times
- Cutting costs through exception management
- Lower transport costs



VALUE

- Visibility improves daily business efficiency by reducing manual workloads by up to 30%, waiting times by more than 20%, and transport costs by 2%.
- Up to 10% increase of on-time performance
- Up to 15% cost reduction in transport planning departments thanks to Visibility and Smart Allocation



OUR CUSTOMERS' EARNINGS

FMCG sector:

- Lowered late shipment penalties and 10% reduction in claims within 12 months

Building Materials sector:

- Decrease of delayed tours and increase of delivery service (OTD +2 percentage points) in the first quarter of 2020
- Reduced penalties due to reduced times at factories leading to savings of more than 15 minutes per transport

TESTIMONIAL

Dynamic data-driven approach: 11% cost savings

"With its dynamic data-driven approach, Transporeon continuously supports us in finding the best, most suitable transport lanes for spot-market usage. Thanks to this, our transport assignment strategy has changed from a rigid to a flexible way of working, always focusing on a suitable micro-market in an automated way. As a result, our process efficiency has increased by 30%, delivering 11% cost savings (average) on Transporeon-suggested 'high-potential spot-market lanes.'"

**DL STEFAN HIERZENBERGER, BSC, CORPORATE LOGISTICS
AT MAYR-MELNHOF HOLZ LEOBEN GMBH**



Warehouse / Yard Manager



FOCUS AREAS

- On-site operations optimization
- Reduction of waiting and dwell times of staff and trucks
- Staff time management
- Warehouse inventory optimization



OBJECTIVES

- Clear overview of the current & future yard situation for management and forecasting of warehouse activities
- Identify potential bottlenecks and enable rescheduling of tasks
- Labor and resources optimization
- Prepare the right goods on time



VALUE

- Transporeon solutions resolve unfulfilled time slots and reduce manual administration efforts up to 15 min per transport which translates to approx. average of 2% freight costs savings
- 30% rise in warehouse productivity
- Cutting loading times by more than 20%
- Inventory reduction by 10% due to better predictability and on-time delivery



OUR CUSTOMERS' EARNINGS

FMCG sector:

- Reduced 13 min of labor costs due to reduction of dwell times - at customer unloading site (10 min per transport), and at loading site (3 min per transport, in addition to already previously optimized level)

Building materials sector:

- Reduced labor cost at factory & warehouse by 5% due to fewer delayed transports and proactive notifications

TESTIMONIAL



"Transporeon's Dynamic time slots project will enable us to make full use of all real-time data from Sixfold. A dedicated algorithm is able to automatically check and detect deliveries with a delayed estimated time of arrival (ETA) and switch booked time slots with trucks which are already on site. This dynamic adaptation will allow us to utilize the available resources within the plants in the best possible way."

MARTIN KIESELHOFER
TGA VERLADEPLANUNG
ROCKWOOL OPERATIONS GMBH & CO. KG



Carrier Relations Manager / Freight Procurement



FOCUS AREAS

- Performance of the complete carrier landscape with subcontractors
- Transport quality and reliability
- Contracts and SLAs fulfillment
- Tools for reliable KPIs monitoring and fixing issues with carriers



OBJECTIVES

- Objective data instead of subjective behaviours
- Data-based track record of the performance, quality, and service level of carriers to help shape informed decision-making regarding tendering or assigning transports
- Overcoming language barriers with international drivers which make it difficult to check delivery status and restrict communication about any delays
- Access to a large carrier network and rapid onboarding supported with carrier performance reporting
- Seamless carrier integration including carrier API for automatic vehicle allocation; additional effort for dispatchers and drivers



VALUE

- 120 people at Transporeon dedicated purely to carrier onboarding and support
- Customer support for carriers and shippers in 26 language
- Real-time visibility KPI reports available on carrier level provide valuable insights for the tendering process



OUR CUSTOMERS' EARNINGS

OUR CUSTOMERS' EARNINGS

Logistic service provider customers:

- Reduced transport management effort by 80 min per transport generating labor cost savings (at 35€/h cost) that amount to –8% of freight cost
- Reduced administration effort for handling dwell/detention times by 15 min per transport amounting to –2% of freight Cost
- Increased Sales through better customer service (tracking portal) leading to higher customer loyalty and lower churn rate
- Increased gross margins due to closer carrier relationships
- Increased customer and product scope new customer groups (pharma, customer with high SLA expectations)

CASE STUDY



KINGSPAN REALIZED VALUE QUICKLY DRIVEN BY FAST ONBOARDING

More than 200 of Kingspan's carriers were onboarded to the platform in phase one. Onboarding was fast and easy with 59% of their carriers onboarded in the first three days. Within seven days 68% were onboarded and by two weeks, 82% of Kingspan's carriers were onboarded.

READ MORE



Customer Service



FOCUS AREAS

- Meeting and, where possible, exceeding customer expectations with superior service
- Fast and easy access to the Customer Order status
- Monitor deliveries that run into a problem
- Ensure on-time customer deliveries



OBJECTIVES

- Bringing B2B customer experience to the next level
 - Status and accurate ETA in real-time
 - Real-time access to status of all incoming shipments via end-customer Visibility Portal
- Elimination of manual and time-consuming communication with customers and carriers
- Minimize delays of customer deliveries



VALUE

- Sixfold Real-Time Visibility provides a market-leading ETA with 13 percentage points higher accuracy than the best competitor
- 50% reduction in check calls
- Increase of efficiency of internal teams by ~15%
- Up to a 20% increase of on time delivery rates



OUR CUSTOMERS' EARNINGS"

Paper & Packaging sector:

- Improved on-time delivery and customer satisfaction: 10-point improvement on NPS score due to accurate real-time information & proactive notifications

Building Materials sector:

- Labor management savings due to 50% fewer internal check calls (reduced number of FTE by 15% in transport planning department)
- Reduction of costs in order processing/customer service (by reducing FTE)
- Improved on-time delivery and customer satisfaction (10% improvement on their Customer Service Index) due to proactive notification services for ETAs.
- Decrease of delayed tours and increase of delivery service (OTD +2 percentage points) in the first quarter of 2020

TESTIMONIAL

“Having long transit times, it is necessary that the customer receives the most accurate information about the location and status of the goods so that they can better allocate resources on their side. The real-time visibility solution of Transporeon and Sixfold helps us to achieve a more accurate communication towards customers regarding ETA’s, that results in a higher customer satisfaction.”

**ARNOLD SWART, EU LOGISTICS OPERATIONS MANAGER,
KRATON**

KRATON™



Digital / IT Manager



FOCUS AREAS

- Reduction of IT landscape complexity
- Secure and compliant solutions
- Creation of competitive advantage through innovations



OBJECTIVES

- Low effort associated with connecting and maintaining new IT solutions
- Visibility vendor responsible for onboarding and technical connectivity with the carriers
- Maintenance of the platform and support of the users is within the vendors' responsibility to reduce a great amount of work for IT departments that are usually fully occupied with other tasks
- Getting the organization digitally ready for the future



VALUE

- Reduced effort of user management and no inhouse support needed
- Resources available to focus on system and processes optimization rather than system maintenance and firefighting
- Revenue from new services potential based on RTV data



OUR CUSTOMERS' EARNINGS"

Logistics service provider customer:

- Minimised manual efforts during planning processes
- Better customer experience by setting up a customer portal and submitting tracking links to provide peace of mind for all parties involved regarding shipment locations.

Looking for more?

Follow the 8-week real-time visibility journey of our customers.

Achieving full real-time visibility, is a journey — but not necessarily a long one. That is why we are joining forces with some of our clients to make this journey visible to everyone, in real time, and show how quickly we can achieve a positive impact.

[LEARN MORE](#)

Get inspired by reading our customers case studies.

Want to succeed like our customers? In our case study section, they let you know how they achieved their goals with the Transporeon's solutions.

[LEARN MORE](#)



No time like now to join the RTV journey into Predictive Transportation

VALUE BEYOND JUST VISIBILITY

We offer the only fully integrated execution and visibility platform, allowing real-time insights to be an integrated part of end-to-end transportation management.

20M TRANSPORTS ANNUALLY

From having been in this space for 20 years and **executing >20m transport annually**, we know that scale matters. With 120,000 carriers and 1,200 shippers we are best positioned to deliver leading coverage.

120,000 CARRIERS

Our platforms have been used by more than 120,000 carriers for years, making it a deeply ingrained part of their day-to-day processes, not requiring any additional training.

PRICING THAT'S SIMPLE & TRANSPARENT

Our pricing model is designed to maximize your profits, without any hidden costs. Pay only on a per-transport basis. Fees are 100% tied to value.

BIGGEST OPERATIONS TEAM IN EUROPE FOCUSED ON DELIVERING CUSTOMER VALUE.

Leading provider in Europe with ~250 people focused solely on enabling visibility for our whole network. Among them, ~120 colleagues purely dedicated to onboarding and supporting carriers.

Transporeon and Sixfold bring strengths to the table that ensure the best real-time visibility service in the market

- **Deep-integration with TMS functionalities from ground up**

Our visibility product has been deliberately designed & built to aid transportation end-to-end: from tendering, to transport planning/execution, to dock scheduling, to yard management, to surcharge management and freight payment, to analytics.

- **Combination of visibility & execution prevents channel conflict**

Sixfold and Transporeon will combine real-time visibility and execution as the true value of visibility is achieved when integrating it with other use cases. By providing visibility & various execution capabilities all in-house, we prevent channel conflicts like RTV-TMS.

- **Focus on real-time & high-quality predictive visibility**

To provide best-in-class services, we don't collect non-real time input such as "end-of-day batch files", but focus on data input with minimal latency. Moreover, we have heavily invested in data cleansing, data science (ML/AI), etc. to ensure we use the best data possible. This has, in combination with our leading network, enabled us to build a powerful Big Data asset allowing us to quickly react to market developments at large scale.



Customer References



SELECTION OF COMPANIES THAT HAVE ALREADY JOINED US ON
THE JOURNEY TOWARDS PREDICTIVE TRANSPORTATION





A member of the
Borealis Group

Transporeon and Sixfold coming together to create real-time visibility in the supply chain network will bring efficiency gains to both shippers and carriers. Having this real-time visibility accessible on one platform and being able to share it with our customers is a big advantage. We are about to enter a new era that will change the way we operate and make decisions across the whole supply chain, and we look forward to being part of this journey.

Marijke Vrins
Global Logistics Manager
Borealis L.A.T

TRANSPOREON



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