

Transporeon Carrier Premium Account

With the **Transporeon Carrier Premium Account**, carriers have exclusive insight into calls for bids on our cloud-based logistics platform. A premium freight carrier can increase visibility to shippers with additional opportunities to present services. Not only will premium carriers be invited to bid, but can independently find suitable calls for freight tenders, submit bids and gain new customers. Additionally, premium carriers have a number of exporting and reporting options that can make work much easier.



CHALLENGES

STRONG CAPACITY FLUCTUATIONS IN THE MARKET

Fluctuations on the transport market that are difficult to predict lead to uncertain order situations; classic cycles for tenders no longer exist and carriers have to be on the lookout for potential customers around the clock

PROTRACTED CUSTOMER ACQUISITION

Acquisition via telephone, e-mail or on-site appointments is time-consuming and laborious

INCONSISTENT FILE STRUCTURES

Documents for tenders, inquiries, draft contracts, etc. come from different sources and must first be sorted, prepared and stored in a central location

FEATURES

RFQ AND RFI SEARCH

Find current RFQs and RFIs (Requests for Information) to which carriers have not been invited, but have been released for participation by the shipper

RFI AND RFQ APPLICATIONS

On the basis of the search results, apply for participation in the RFI and RFQ as soon as the application is accepted by the shipper

CARRIER "IN THE SPOTLIGHT"

Presentation possibility on the platform to potential shipper customers with individual texts and pictures

ADDITIONAL EXPORT FUNCTIONALITY INCLUDING RANKING

Export the matrices (with same structure) to one spreadsheet with the additional ability to include your ranking in the export

REPORT

Select a date range and export an overview of all RFQs and RFIs in which carriers (also carrier branch offices) have participated or applied

ALLOCATION OF RFQ AND RFI

Carriers' headquarters can re-allocate RFQs and RFIs independently to their corresponding branch offices as well as decline participation in the name of their branch offices

IT SECURITY

Set up rules requiring users to change their passwords within specific intervals while also defining the requirements for passwords (similarity, number of characters, special characters, etc.)

BE VISIBLE ON THE HOMEPAGE

Transporeon Freight Procurement provides a public search for logistics providers on its homepage - Premium Carriers can be found via search (transport mode, relations, equipment type) by numerous customers and can be contacted directly

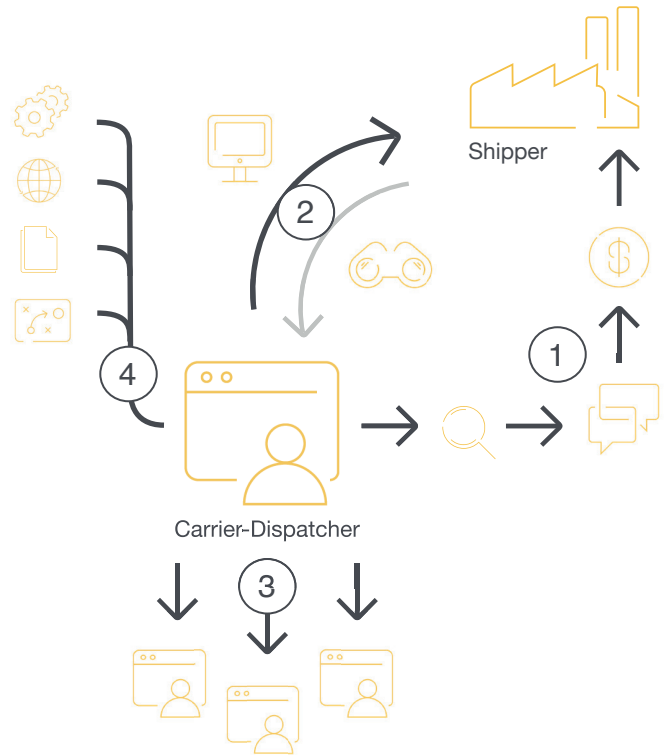
DISPLAY OF LANES WITH LOW OFFER DENSITY

View lanes for which the number of quotations from other suppliers is below average

HOW IT WORKS

OPTIMIZE CUSTOMER ACQUISITION

- 1 Search for RFQs, apply and submit an offer
- 2 Ability to present to shippers on the platform, making it easier for potential new customers to find carrier profiles
- 3 Optimum control of the branch offices by the carrier headquarters
- 4 Additional functionalities for enhanced data security, presence on the website, additional export functionalities and offer density, etc.



BENEFITS

- > **Customer acquisition:** Increase competitiveness through broad diversification and presentation of the carrier profile
- > **Uncover new business:** Participate in RFQs and RFIs for new customers and orders to which carriers otherwise would not have been invited without a Premium Account
- > **Increase data security** through company-specific password regulation
- > **Clear distribution** of competencies and tasks between head office and branch office
- > **Faster and clearer processes** and filing through a single central tendering tool
- > **Optimize** internal processes through additional functions and reports

“ Through the Carrier Premium Account, we have become more present on the market and have considerably **expanded our network of potential clients.** ”

PURCHASER
OF A MEDIUM-SIZED TRANSPORT SERVICE PROVIDER

WANT TO FIND OUT MORE?

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