# The TRANSPOREON GROUP

The Transporeon Group links industrial and retail enterprises with their logistics service providers. The company, which has headquarters in Ulm and Kempten, does this via the Transporeon logistics platform, the Ticontract tendering platform and the Mercareon retail logistics platform. Over 1000 shippers, 55,000 carriers and 150,000 users in over 100 countries are currently connected to the Group's platforms. Tendering, order assignment, time slot booking and tracking & tracing can all be carried out easily and efficiently using the web-based solutions. Founded in the year 2000, the Transporeon Group is now the European market leader in the e-logistics segment, with a growing presence in Asia and the USA, too.

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| **Company Name:** | Transporeon Group |
| **Headquarters:** | Ulm and Kempten |
| **Management:** | Ahmet Arslan, Olaf Demuth, Thomas Einsiedler, Peter Förster, Leander Kling, Martin Mack, Peter Schmidt, Marc-Oliver Simon, Alexander Sollmann, Martin Wülfert |
| **Platforms:** | Transporeon, Ticontract, Mercareon |
| **Staff (2015):** | 450 |
| **Founded:** | 2000 |
| **Representative offices:** | In 16 countries |
| **Languages spoken:** | 23 |
| **Associated shippers:** | 1000 |
| **Associated carriers:** | 55.000 |
| **Countries covered:** | 100 |
| **Total users:** | 150.000 |

# THE TRANSPOREON LOGISTICS PLATFORM

Transporeon is a web-based logistics platform which links industrial and retail enterprises with their existing logistics partners. It enables all the sequences of operations involved in transport logistics to be performed online in a way that is both cost effective and transparent.

**Time Slot Management**
TRANSPOREON's Time Slot Management solution reduces idle times during loading and unloading. Carriers book their shipping schedule online in the form of time slots, which smooths out peaks and troughs and decreases waiting times.

**Transport Assignment**
The **Transport Assignment no-touch order option** simplifies the process for both parties and reduces the chance of communication errors occurring. The system automatically selects a suitable carrier for each order, based on contractually defined criteria such as freight price or quantity commitments, for example. If the carrier declines, the next most suitable service provider is found. This is a much more efficient way of doing things, plus it reduces your scheduling team's workload considerably. With the **Transport Assignment best carrier option**, Transporeon helps you to find the best carrier for every order, assigned at up-to-the-minute prices for that very day. It works by offering the shipping job to all the carriers approved by the shipper, i.e. you. If a carrier is able to avoid dead mileage by taking on your shipment, he will be able to offer a better price. This means less work for your schedulers, but you still get the best offer nevertheless.

**Transport Visibility**
The **Transporeon Transport Visibility** solution makes the shipping process more transparent. Status messages enable you to track all your goods right from the time they are picked up until they are delivered to the consignee. Delays are reported immediately, even before the customer has the chance to ask. Each step in the process is documented, with carriers using this information to prove deliveries have been made and shippers to measure performance or evaluate suppliers.

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**Reporting**

The **Transporeon Reporting module** lets you calculate key performance indicators really easily and create reports at any time with a click of the mouse. It puts all the latest relevant information at your fingertips – and fast. For example, you can keep track of carrier performance, adherence to deadlines, booking quotas or supply and demand.

**Mobile Order Management**

This is an easy-to-use Android app that links the driver's smartphone in the truck directly to the shipper, facilitating end-to-end real-time processes, paperless dispatch and transparency right up until the goods reach the consignee.

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# THE TICONTRACT TENDERING PLATFORM

Companies are becoming more international, volumes are increasing and freight costs are rising – resulting in new challenges for those purchasing logistics services. Frequently, the only way now to pull off the balancing act between achieving cost efficiency and transport quality in particular is to use an electronic tendering procedure (e-tendering). Ticontract, the web-based tendering platform from the Transporeon Group, can help with this. The Tendering module guides the shipper through even complex, international tendering processes involving all modes of transport, such as road, sea or air, allowing him to determine the best carriers for his needs. On top of this, the Rate Management module allows shippers to manage and retrieve countless freight rates and the associated contracts with service providers.

**Making child's play of complex tenders**

The Tendering module makes it easy for industrial and retail enterprises which need to ship their goods to create tenders for their long-term logistics and freight orders. The menu-guided tender generator walks the user through the process step by step. Even complex tender matrices with multiple price fields and ranges, text and percentage fields, drop-down menus and definable formulas are easy to create. Tenders can thus be handled with no discontinuity between different formats from start to finish and come complete with full, auditable documentation. With the evaluation function, the user can find out the status of his offers at any time, whilst the simulation tool enables various scenarios for assigning service providers to be run through, analysed and incorporated into the assignment process.

**Managing and archiving rates and contracts**

The Rate Management module is where all freight rates and contracts are stored in a central database. An overview of all active and expiring contracts and associated freight rates is provided, although the system also sends the user push notifications about expiring contracts and rates. All relevant freight contracts and documents can be saved and archived per service provider and per contract.

**Invoice verification and self-billing mode**

In the Billing module, you can check the freight costs which your logistics service providers want to bill with a click of the mouse. Alternatively, the module also offers you the option

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of creating electronic self-bills from your shipment data and stored freight and VAT rates, which you then submit to the relevant service provider.

It makes good economic sense to use Ticontract whether for relatively small or very large-scale tenders. The entire tendering process, from selecting a service provider to analysing offers and finally assigning the order, can be performed quickly and in a structured way. What's more, it reduces administrative workloads and optimises logistics costs.

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# THE MERCAREON RETAIL LOGISTICS PLATFORM

The Mercareon retail logistics platform is based on the Transporeon system and has been specially developed to meet the needs of the inbound goods process at central retail warehouses. A retail company will usually order its goods from several thousands of suppliers. Yes, the unloading team will be given a delivery date, but the exact time when the driver will arrive at the warehouse will be unknown. The result? Lots of trucks arrive at the same peak times, leading to gridlock and long waiting times at warehouses.

**Mercareon closes the communication gap**

Staff in the inbound goods area will not always know which carrier is set to make a delivery, as it is the suppliers who assign their transport orders. Carriers have no contractual relationship with the companies to which they are delivering goods. So there is a yawning communication gap between the carrier and the retail company awaiting a delivery. Transparency is lacking in terms of who wants to deliver what, when and in what volume. To solve this problem, Mercareon GmbH offers a web-based platform of the same name, where carriers can log in and book a time slot when they will deliver. Well-known German, Austrian and Swiss retail companies such as Rewe/Penny, ElectronicPartner, Spar Österreich, Edeka and Tegut are already working with the Mercareon platform or are in the process of introducing it.

**Benefits for both sides**

The first thing to do is to bridge the communication gap between retail companies and carriers or suppliers. To solve this issue, Mercareon has developed a modular communication concept consisting of information materials, an additional recording step in the inbound goods area and effective training over the phone for carriers in all major European languages. All in all, both sides benefit enormously from Mercareon: carriers from shorter waiting times, transport schedules which can be planned more efficiently and less dead mileage, and retail companies from better utilisation of their unloading teams, punctual deliveries and savings of over 80% on telephone costs compared to a method using telephone notifications. What's more, Mercareon is environmentally friendly too, since improved coordination and the grouping of orders together reduce the number of journeys required and idle times. This decreases the volume of traffic on the roads and lowers emis-

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sions – good for the climate, other road users and, last but not least, people living near to the warehouses.

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