

# Freight Marketplace



## Unlocking Logistics Potential, Together

The logistics industry faces challenges in **aligning capacity** and **securing prices**, hindering both buyers and sellers to **strike fair agreements**. Traditional methods fall short, leading to inefficiencies and difficulties in **finding the right partners**. The new **Marketplace** is a game-changer, addressing inefficiencies and complexities head-on.

Logistics providers can **showcase** their **expertise**, while buyers **find partners** based on their specific needs. The **Marketplace** automates processes, compares offers to market rates, and integrates sustainability considerations, transforming logistics operations into one streamlined and transparent experience.

## CHALLENGES

### LIMITED NETWORK

Difficulty finding the right business partners due to fragmented, unstructured information and lack of reliable profiles.

### INEFFICIENT NEGOTIATIONS

Traditional methods of finding the right counterpart often rely solely on price negotiations, neglecting other critical factors like volume, lead-time, and sustainability requirements.

### INADEQUATE DATA

Existing systems lack integration capabilities and fail to leverage additional information due to unstandardized data sets, hindering informed decision-making.

### MANUAL AND TIME-CONSUMING

Cumbersome processes hinder efficiency, causing delays and reducing productivity. Manual decision-making inhibits automation and streamlined operations.

## FEATURES

### › COUNTERPARTY DISCOVERY

Access one of the largest shipper-carrier network available. Connect with trusted and reliable partners through high-quality profiles for secure and efficient transactions.

### › MULTI-DIMENSIONAL NEGOTIATIONS

Fair agreements made easy. Engage in negotiations based on price, volume or CO<sub>2</sub> emissions. Compare offers to up-to-date market rates, to simplify decision-making.

### › INTEGRATION OF ADDITIONAL DATA

Leverage additional data, including CO<sub>2</sub> emissions, distance calculation, market intelligence and benchmarking information, for superior outcomes.

### › SEAMLESS USER EXPERIENCE

A user-friendly interface that requires no onboarding. Its intuitive design and self-explanatory features allow for a streamlined process, ensuring a seamless user experience.

## HOW IT WORKS



## BENEFITS

- › ENHANCED EFFICIENCY
- › IMPROVED DECISION-MAKING
- › SUSTAINABLE TRANSPORTATION
- › BETTER COLLABORATION
- › COST OPTIMIZATION
- › MORE TRANSPARANCY
- › FLEXIBLE



The Marketplace helped us find new carriers that we wouldn't have found otherwise. It's great to have access to "hidden capacity" and expand out network with carriers we can trust.



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PAPER INDUSTRY CUSTOMER**

WANT TO FIND OUT MORE?

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