

# Strategy Assessment - Freight Procurement



The procurement of goods and services of many kinds has increased in complexity in recent years and is subject to continuous change. This is also experienced by purchase managers, who are responsible for freight rate purchasing. Tim Consult and Transporeon combine more than 20 years of experience in freight purchasing, profound market knowledge and a best-in-class tendering tool. **Take advantage of our unique offer for a workshop, fully tailored to your individual requirements: Our Tim Consult experts analyze your processes and give concrete recommendations for action.** The workshop results will support you in creating ideal requirements for Procurement Excellence in your freight purchasing, for all modes of transport.

## Your Challenges:

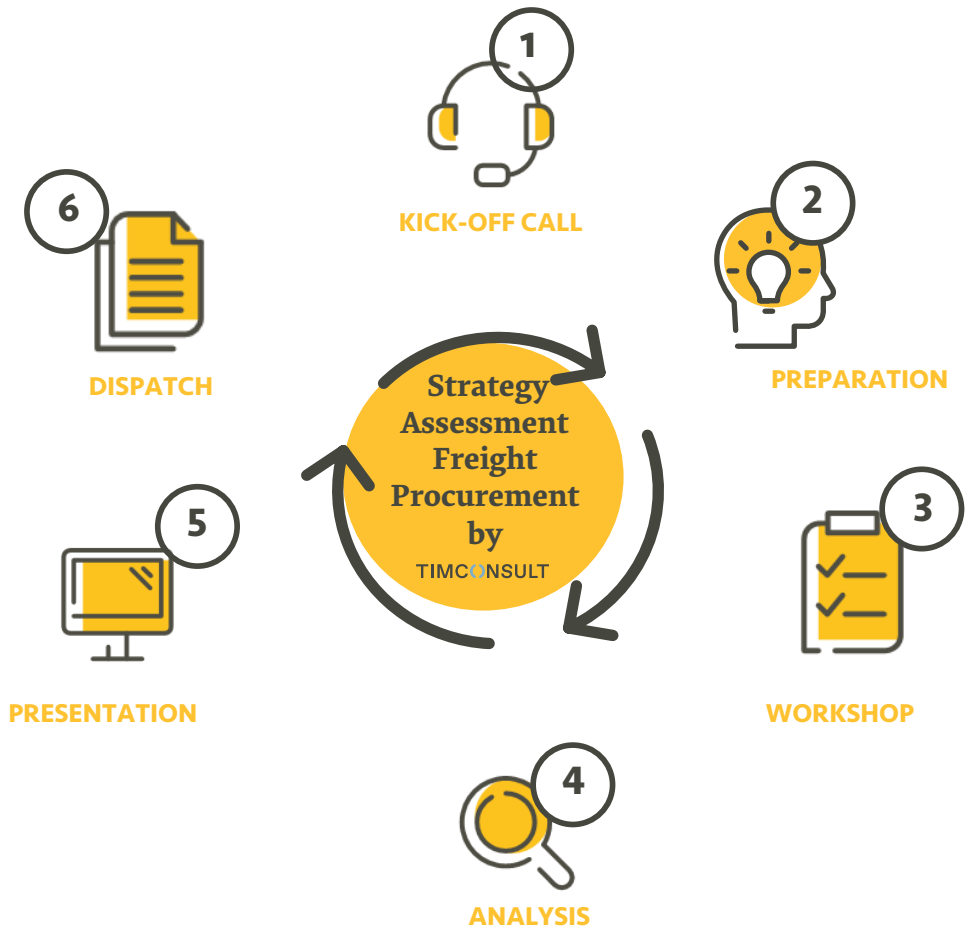
- » **Digitalization and automation:**  
The rapidly advancing digitalization is responsible for the continuous change of purchasing processes.
- » **Volatile transport markets:**  
Economic and geopolitical uncertainties such as Brexit and international protective tariffs, but also natural disasters and pandemics affect supply and demand.
- » **Increasing competition among service providers:**  
Increasing diversity and complexity of offers: Offers have to be elaborately requested by the shipper, sorted and correctly classified.
- » **Requirements for the transport of own products:**  
Aspects such as load securing, climate/temperature, fragility, delivery times, type of transport, etc. must be taken into account when requesting tenders and searching for the appropriate service provider.
- » **Manual and fragmented process:**  
Telephone calls, faxes, e-mails and manual filing are still very common, which increases inefficiency and the risk of errors and makes it difficult to handle the large amount of data.

## Our Offer: Strategy Assessment-Freight Procurement

- **PROCUREMENT STRATEGY**  
Check of purchasing strategy, identifying potential for optimization (more efficient tendering, evaluation and allocation decisions).
- **INTEGRATED SHIPMENT DATA ANALYSIS**  
Quick check of your data for relevance and completeness as a basis for subsequent best practice recommendations for tendering.
- **SERVICE PROVIDER MANAGEMENT**  
Analysis of your service provider portfolio, advice on strategic service provider selection, best practices in service provider management.
- **FUEL AND BUNKER**  
Feedback on existing fuel clause or development of an individual fuel clause based on best practices.
- **RATE CARD SET-UP**  
Establishment, structuring and validation of rate cards, taking into account transport and sector-specific best practices.
- **...AND ALL YOUR INDIVIDUAL TOPICS**  
You decide which topics are to be covered in the preparation and workshop

## Process:

1. **Kick-Off** Call. Clarification of individual requirements & contents of the workshop.
2. Internal **Preparation** starts.
3. **Workshop** fully digital; duration depends on complexity
4. **Post-Analysis** of the workshop results including preparation
5. Online **Presentation**
6. **Dispatch** of all results & recommendations for action



## Your benefits:

- » Individual and tailor-made feedback for your processes...
  - » Best practices for well thought-out and market-adapted purchasing strategies...
  - » Independent expert opinion for your questions...
  - » Identification of optimization potential and concrete recommendations for Procurement Excellence...
  - » Well-founded expert know-how on global transport markets and more than 20 years of experience with tenders...
  - » Recommendations for action from the areas of market intelligence and benchmarking...
- ... for all modes of transport (sea and air freight, rail and road transport)**

**Would you like to learn more about our Strategy Assessment?**

Contact us under:  
[procurement@timconsult.com](mailto:procurement@timconsult.com)