

THE END OF LONG-TERM TRANSPORT CONTRACTS?

How to secure actionable transportation capacity fast in uncertain times?



The current transportation market conditions require a change of paradigm

Shippers traditionally are contracting long term agreements with their transportation suppliers. But traditional tendering tools are no longer the ideal solutions. From one side the elapsed time from running the tender to the implementation is too long. From the other side carriers are not committing anymore for a long period of time.

Shippers need to run tenders more often in order to find quickly reliable solutions at lane level.

Simple Tenders make sure the shippers get noticed in the crowd by its unique outreach modalities in the transportation community through **Trans.eu Platform and Trans.info medium.**

Trans.eu Group S.A. offers digital platforms to help shippers to find new forwarders and carriers for transport flows from and to Eastern Europe. Trans.eu is the most advanced marketplace in Central and Eastern Europe aggregating the **biggest carrier network** with more that **120,000 members** connected on a daily basis.

Trans.info is the most read medium in the transport, forwarding and logistics industry offered in 6 different languages with more than **1,000,000 monthly subscribers** and **4,000,000 pages** viewed per month across Europe.

Key advantages of Simple Tenders:



- ິ widest access to carriers in Poland
 - b possibility to adapt the process to individual requirements
- proven effectiveness in finding carriers

What does it look like?

The first step is to fill in a very simple form. There you specify the routes for which you need carriers, add the desired type of vehicle, body and type of load. It is also necessary to provide specific loading and unloading places with precise postal codes. You can also add individual requirements concerning, for example, the desired amount of insurance or detailed conditions of carriage. Based on this data, within a few days we configure for you a form dedicated to your tender.

Promotion of the tender

After completing the requirements, we start working on the communication. Both descriptive and visual. We send the advertising materials for your approval.

Promotion of Simple Tenders takes place in two ways - via the Trans.eu Platform and Trans.info, the largest portal for the transport and logistics sector in Europe.

Trans.eu Platform is visited by 120,000 customers daily, while Trans.info can boast over one million unique users per month. In this way, we can guarantee the range that no one else will give you. Once the order and requirements have been approved, we design an advertising banner for you to place on the platform and configure the mailing. The target group for advertisements is defined according to your needs. Thanks to detailed targeting, they reach only the carriers you want, e.g. those with isotherms or those with specific tonnage capacities.



Security principles

Simple Tenders is a solution that guarantees that your freights will be carried only by the company that enforces your compliance rules. On the platform, we are able to determine the Trans Risk parameter, i.e. a numerical value of the security offered by the carrier. It is calculated based on historical data from the Trans.eu Platform. For example, if the carrier has repeatedly failed to deliver freights on time – this will be highlighted on the platform. Thanks to the detailed information, you can check the rating of each carrier and the comments on their work. Remember that in the requirements you can also add what value of the carrier's liability insurance you require as well as other parameters that will make your goods safe and secure.



Quick execution

Forget the tenders organised only among fellow carriers as well as the costly and time-consuming placement of advertisements in the media. Our tenders are organised in a huge database of carriers on the Trans.eu Platform. This guarantees a high response rate in a very short time. **The whole process takes a maximum of 23 weeks and the average rate of quotes per route is as high as 11.**



"Customers of the Simple Tenders solution praise, above all, the quick execution and taking responsibility away from them for the usually time-consuming and complex procedure. Tenders are usually associated with a lot of paperwork, whereas in the case of Simple Tenders the formalities on the client's side are reduced to a minimum. All that is needed is a precise definition of requirements and routes. Finding carriers takes no more than 3 weeks".

Tomasz Łyszega, Global Account Manager

Individual approach

If you are interested in an individual process – our team will prepare it for you. We are able to extend the range of your activities with social media, additional mailings and – if needed – overseas campaigns. The Trans.eu Platform, the potential of which we benefit from, has a coverage of 16 countries, which makes its reach very wide. Trans.info, on the other hand, has as many as 6 language versions and is considered to be the largest industry portal in Europe.

Want to secure your capacity today?

Make an appointment for a consultation with one of our experts

ARRANGE A FREE CONSULTATION

