



**WORLD'S LEADING AUTOMOTIVE OEM &
SUPPLIER SHRINKS FREIGHT
PROCUREMENT COSTS BY 10% AND
SAVES 75% IN PERSON-HOURS SPENT**



Customer Challenges

- Poor collaboration with freight forwarders for spot inquiries and quotations
- Inability to track containers/shipments in real-time
- Poor collaboration with freight forwarders for spot inquiries and quotations

The Solution

- Shipy's integrated, end-to-end international logistics freight orchestration and visibility platform

Business Value Delivered

- 10% cost reduction in freight procurement
- Instant access of freight rates to group companies resulting in up to 2 days faster business closure
- 75% person-hours savings
- Seamless collaboration and insights-driven decision-making

About The Customer

Our customer is one of the world's largest manufacturers of components for the automotive and transport industries. With a global presence of 270 facilities in 41 countries, they focus on being a single-window, technology empowering 4PL solution provider for all their group companies with zero service failure assurance.

Key Challenges The Customer Had To Address

The customer was struggling with manual processes throughout the shipments' lifecycle. They were challenged by poor freight negotiations with carriers and freight forwarders on lack of data-driven insights, and a centralized system to effectively manage multimodal shipments across all the group companies.

The top 10 challenges specifically cited by our customer were:



The Solution

The customer needed an intelligent solution that integrates with their current systems to drive unified visibility and automate shipment processes across companies. Shipy's automation-led and ERP integrated, end-to-end international logistics solution met their requirements out of the box.



Key Solution Highlights:

- Enterprise-wide unified portals to create, float, compare, and confirm spots and freight rates
- Single platform to collaborate and communicate with internal and external stakeholders for effective shipment execution
- Standardized and automated documentation and invoice reconciliation
- Automated, multimodal tracking of shipments
- Insightful dashboards with advanced analytics and reporting

Freight Procurement

Manually floating spot inquiries and RFQs to freight forwarders

Manual collation of bids, comparison, negotiations, and bookings

Traditional Shipment Management Process

The Shippy Impact

- Centralized freight procurement for the entire group of companies
- Automated spot inquiries, RFQ creation, and follow-ups across multiple freight forwarders and carriers/shipping lines
- Contracted rate search access for required OD (Origin & Destination) pairs
- Auto rate comparison and multiple bidding rounds with dynamic reference rates and cost deviations
- Intelligent bid rankings to aid bookings



Shipment Execution

Offline document management.

Siloed communications across teams and stakeholders

Operational communications between stakeholders over back-and-forth emails and calls

Manual invoice reconciliation

**Traditional
Shipment
Management
Process**

The Shipy Impact

- ▶ Automated and digitized documentation management
- ▶ Documents vault to secure and maintain contracts
- ▶ Single platform for collaboration and communication between shipment stakeholders
- ▶ Auto reconciliation highlighting exceptions
- ▶ Approval process through the system
- ▶ Payables aging view



Shipment Tracking

Tracking of shipments through multiple carrier (land/sea/air) websites across all modes

Monitoring of ETAs and exceptions through spreadsheets and phone calls

Manual data consolidation and reporting

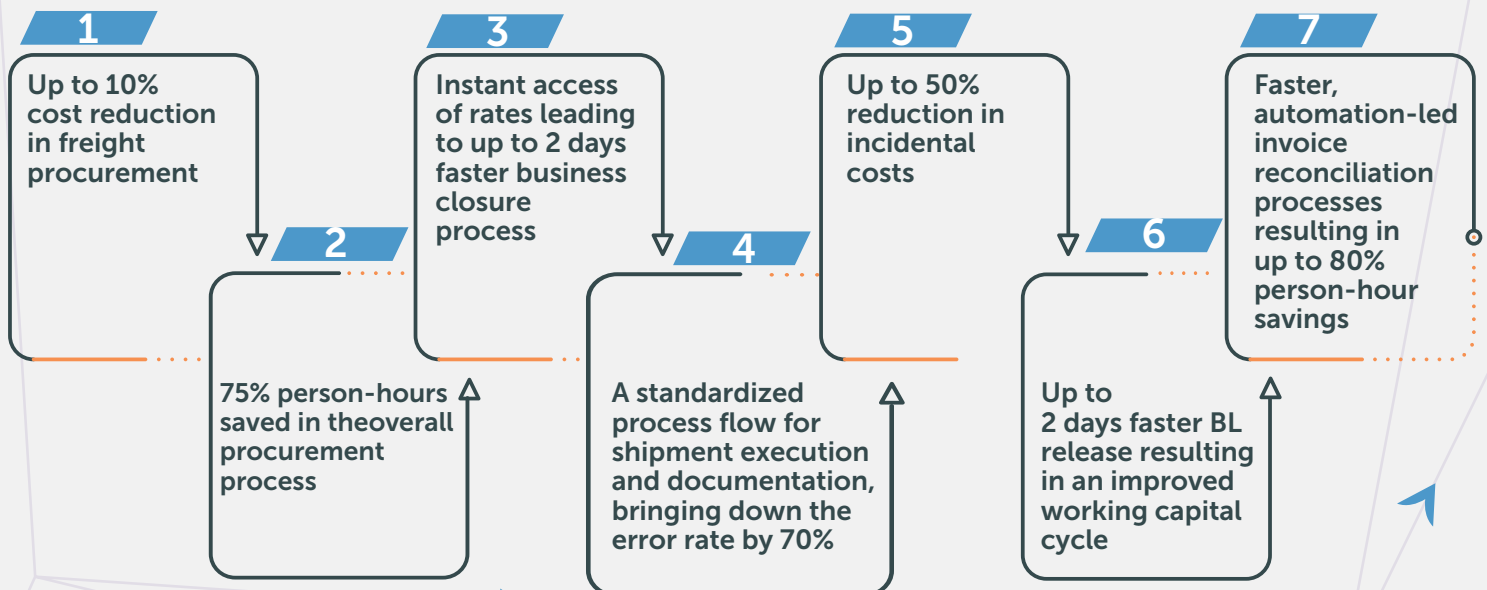
Traditional Shipment Management Process

The Shipsy Impact

- ▶ Single dashboard for consolidated shipment visibility in real-time
- ▶ Automated tracking of ETAs and reporting
- ▶ Advanced analytics and monitoring for data-driven decision making

Business Value Realized

Shipsy's International Logistics Management platform was a one-stop-shop solution for the customer to automate and optimize processes — from spot inquiries to advanced reporting — addressing all their shipment management needs. Our smart logistics management platform empowered the customer with:



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