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Project Insights

Real Stories of Value Creation using Exdocs

Carrier network reduces transportation costs

Example: Carrier network management

Project teams involved: Global manufacturer and reseller of heavy equipment

Result: Reduced freight costs
Improved operational efficiencies
Increased on time performance

GARNER

The time required to secure and track quotes is greatly reduced and shipping resources are efficiently utilized

The Customer Environment

As a re-seller of heavy equipment, the customer was searching for ways to improve carrier compliance, equipment availability, and to reduce costs.

The Challenge

Historically, when a shipper required specialized equipment for a project, freight quotes were collected via individual phone calls to transportation equipment suppliers. Once the calls were made, the shipper waited for responses. Often, the shipper did not receive enough quotes in a timely fashion to have a competitive bidding process and was forced to take one of a limited number of available options, regardless of price.

The Solution

Garner developed a bidding system as an online marketplace for specialized construction equipment transportation. Using this system, the shipper sends out one request for a quote to many shipping companies. Quotes are received in a consistent format for ease of comparison and accuracy, and for effective record keeping, including invoicing.

The Results

This bidding system allows the shipper and manager to reach more carriers and can result in lowered freight costs, since shippers can tap in to local carriers and back hauls. The time required to secure and track quotes is greatly reduced and shipping resources are efficiently utilized. The resulting negotiations are tracked and transparent, keeping both sides of the negotiations visible to all parties, including providing managers with insight into the freight decision, not just the end result. Inter departmental collaboration improves workload sharing across departments and locations.

From the shipping company's perspective, they are able to match available equipment to the request and can gain efficiencies by using equipment that is in close proximity to the requested location. Carrier bidding is user-friendly and clear. Carriers are easily added to the shipper database for inclusion in future bidding opportunities.