

# Benchmark analysis

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# Summary

Key Definitions.....	5
Abstract.....	6
1. INTRODUCTION.....	7
2. METHODOLOGY.....	8
3. CURRENT FREIGHT TRANSPORT E-PLATFORMS .....	9
3.1. Transaction on e-platform.....	9
3.2 Benefits associated to e-platforms.....	11
4. Platform overview on the project area .....	13
4.1 E-platforms overview on the project area .....	14
4.1.1. TenderEasy AB .....	14
4.1.2. Teleroute .....	15
4.1.3. 123Cargo.....	16
4.1.4. Ticontract.....	17
4.1.5. Timocom .....	19
4.1.6. TenderTool.....	21
4.1.7. Wtransnet.....	22
4.1.8. WeLoadYou.....	24
4.1.9. Trans.eu .....	25
4.1.10. CargoAgent .....	27
4.1.11. Cargopedia.....	28
4.1.12. Transpobank .....	29
4.2 E-platform's market penetration.....	30
4.2.1 Wtransnet barometer.....	30
4.2.2 TimoCom offers .....	31
References .....	32

## Key Definitions

As used in this document, the concepts below have the following definitions:

Term	Definition
E-sourcing and e-procurement	<p>The words e-sourcing and e-procurement are frequently used with the same meaning. In this deliverable they will be used as the following:</p> <p>E-sourcing and e-procurement - It foresees the strategic use in the purchasing cycle, for the long term planning, of IT tools. Main objectives are to ensure the best pricing and value for the transport services required. The price and quality could be locked in the contract, which will be signed and managed in one central information hub.</p>
Spot market	<p>Short-term contracts for voyage, trip or short term time charters, normally no longer than three months in duration<sup>1</sup>. Requests are usually resolved with the booking being assigned by the shipper to just one carrier within a few hours (or sometimes a couple of days) after the initial inquiry.</p>
Freight forwarder	<p>It is a person or a firm who arranges transport of goods on behalf of either the seller or the buyer. In many cases it will also consolidate several small shipments in a larger one to take advantage of better freight rates. In most cases the freight forwarder will assume the legal liabilities of acting as a carrier.</p>
Shipper	<p>It is a person or company who is usually the supplier or owner of goods shipped.</p>
Carrier	<p>It is a person or company that transport goods, for any person or company, that is responsible for any possible loss or damage of the goods during transport<sup>2</sup>.</p>
Bid - Tender	<p>Bid: an approach to a client in order to gain significant new or repeated business. The term "bid" can also relate to the documented offer submitted in response to a request or invitation to tender;</p> <p>Tender: the term tender is often used interchangeably to the term bid. However, "bid" is increasingly being used by the offeror (the supply side) and the term "tender" used on the procurement side (the buyer)<sup>3</sup>.</p>

<sup>1</sup> <https://www.clarksons.com/glossary/>

<sup>2</sup> <http://www.kkfreight.com/consignee-notify-party-shipper.html>

<sup>3</sup> <http://thoughtbubble.com.au/the-hook/the-difference-between-bids-tenders-and-proposals/>

## Abstract

One of today's main policy challenges for the European Union is to improve the efficiency of the freight transport system that is still patchy. Currently, rather than a truly European transport system, several barriers exist to the seamless movement of goods across borders including a lack in Information and Communication Technology.

Technical standardization, exchange of information and secured data transparency along the logistic chain imply an increased use of ICT, which will allow the market to find appropriate combination of transport modes that makes it more cost-effective and environmentally friendly.<sup>4</sup>

There are freight transport's e-platforms that are already standard tools for shippers, carriers and freight forwarders, but most of current platforms, which are active in Europe, focuses on road transport as it is the most widely used transport mode.

The Programme area is characterised by a little attention on intermodal traffic, and especially regarding the Ro-Ro/Ro-Pax and road transport combination. The lack of available information and different level of IT penetration, as advanced booking and tendering, is a barrier that causes the scarce use of the maritime transport mode.

Furthermore, transport processes are characterized by limited sharing of information on status and authorizations between the various actors, which have a negative impact on logistic efficiency.

The purpose of this work is to understand the state of the art of existing ICT solutions available in particular for the procurement process of transport services. This piece of work could be used as an initial framework for the development of further IT tools, able to facilitate the interconnectivity between various applications that should boost intermodal traffic between Italy and Croatia.

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<sup>4</sup> [https://eurift.eu/file.php/Integrated-Transport-Reseach\\_reviewed-by-EIA.pdf-2015-01-23](https://eurift.eu/file.php/Integrated-Transport-Reseach_reviewed-by-EIA.pdf-2015-01-23),

# 1. INTRODUCTION

Digital platforms for transport and logistics are one of the most important innovations in the sector because: they enable market players to increase efficiency in operations and administrative functions; companies may introduce new services' offerings that haven't been possible before; there are positive externalities as the reduction of empty spaces and congestion on streets and nodes.

For shippers, transport e-procurement has been developing as a process at different levels: operational for daily activities as booking transport services and strategic as planning transport supply policies. The shippers can outsource only the transport or the entire logistic process. This will matter because it will differ the subject that will use the technology in order to take the decision about the transport mode.

The use of e-platforms solutions, through e-sourcing or on spot market, has significantly eased the process of searching for providers and partners allowing also shippers to internalize complex processes that before were controlled only by logistic operators. Common communication capabilities, improved collaboration, integration and optimization of activities on a cross company level, provided by the e-platforms, give the opportunity to increase quality in transportation and logistics services and considerably reduce transport costs in the supply chain.

In this context, the increased use of e-platforms has significantly eased the process of searching for providers and partners, allowing the possibility of trading transport and compare automatically different transport offers. This innovation facilitates for shippers, forwarders and carriers the exchange of transport information, regardless of the European country's origin.

Regarding the e-platforms, they could be able to shift the balance from all-road to intermodal (road-sea) transport modes, choosing the best routes in terms of lowest total cost of combined transport, higher bi-directional load factor and lower emissions of the entire chain, which will allow the transition to a more economically and environmentally sustainable transport system.

## 2. METHODOLOGY

Our study is qualitative and explorative in nature, it uses a variety of secondary resources that allows to get a pretty precise overview on existing platforms. While academic literature is consulted to discuss, for instance, intermodal and multimodal transport, we found it offers limited insights regarding existing and emerging ICT developments in the field of intermodal and multimodal freight transport solutions.

Furthermore, the extremely dynamic and differentiated nature of the online transportation environment makes it difficult to set-up a comprehensive description of all the solutions available.

Indeed, the growth of e-platforms in the ten last years has resulted in a variety of initiatives that refer to several different types of functions. The deliverable gives insight on the most diffused and innovative existing transport e-platforms and on their general features, to address the need to adopt ICT to boost intermodal and multimodal transport on the project area and, before of that, collect information on the cutting edge developments in this field.

The specific aim of this research is to identify the relevant elements that support companies at improving freight transport-related activities through a variety of offerings – ranging tools. After having described the main characteristics of these marketplaces the research focuses on the most active freight transport e-platform in the project area.

## 3. FREIGHT TRANSPORT E-PLATFORMS

Freight transport companies are facing an era of unprecedented change, digitization takes hold driving the transformation in transportation and logistics processes, providing market players with the unique chance to catapult their business models from “manual, expensive and stiff” to “automated, efficient and agile”.

At the same time hauliers face a new environment where intermediation has changed, the control of information by big integrators take an important role and the small companies are forced to offer their service to them and not to final customers.

This scenario could change with the use of e-platforms by shippers because this will allow a higher number of companies to be competitive because they will be able to get information otherwise available only to big players and integrators (3PL, 4PL, 5PL).

Supply chain performance is achieved through efficient data exchange, and digital innovators were at the forefront of this development, while few providers joined early on and many are adopting “me-too” strategies<sup>5</sup>.

Transport and logistics from being considered marginal are today at a forefront of a wide range of improvements, which includes from the administrative to strategic management<sup>6</sup>.

### 3.1. Transaction on e-platforms

E-platforms provide means on trading services across supply chain and allow optimizing its design, becoming a standard tool for freight forwarders and transport carriers in road transport<sup>7</sup> to get cargo and for shippers to outsource transport services. Transactions on e-platforms are implemented in the following forms:

E-sourcing or e-tendering: it is an electronical tool that facilitates sourcing, as a strategic level in the purchase cycle, and embeds the possibility of selecting and identifying transport partners. Moreover, those tools help the shipper in negotiating, managing and monitoring contracts. The use of such tools is extremely helpful in minimizing maverick spend and realizing budget savings. First step is identifying the need for services, then, it sends freight RFQ to carriers: carriers can accept or decline freight RFQ. If they participate in the tendering process they will set a price for the required services. Various strategies are then implemented to find suppliers that best meet a company’s needs, at a logistical and financial level, and the contract will be negotiated and can also be signed electronically.

<sup>5</sup> [http://www.adlittle.com/sites/default/files/viewpoints/adl\\_digital\\_platforms\\_in\\_freight\\_transportation.pdf](http://www.adlittle.com/sites/default/files/viewpoints/adl_digital_platforms_in_freight_transportation.pdf)

<sup>6</sup> [http://www.gepinformatica.it/images/stories/Diconodinoi/GDL04\\_022-024.pdf](http://www.gepinformatica.it/images/stories/Diconodinoi/GDL04_022-024.pdf)

<sup>7</sup> [http://ilot.edu.pl/prace\\_ilot/public/PDF/spis\\_zeszytow/228\\_2013/miksa.pdf](http://ilot.edu.pl/prace_ilot/public/PDF/spis_zeszytow/228_2013/miksa.pdf)

Strategic sourcing process involves internal needs assessment, evaluation of supply markets, management of the tender process (RFI, RFP, RFQ) with efforts to achieve best costs and quality.

Spot Market: It is an electronic tool, sometimes part of e-platforms that have e-sourcing or e-procurement modules, that facilitates to catch all term of any transaction where the price is determined at (or near) the time when the load is actually moved. Spot markets are characterized by an easy data entry of the required services and a short reaction time. Supply and demand meet very easily and search for capacity available on specific relationship is greatly facilitated. Those tools are used both by transport operators (mostly) and shippers. Transport operators are usually looking for cargo for their return trips and shippers are looking for transport for some specific project.

This coexistence of e-procurement (strategic and tactical) and spot market (operational) characterizes these marketplaces, because it allows to combine the advantages of spot transactions, for the allocation of excess capacity or extraordinary loads, with the possibility to exploit the marketplace's platform for process automation and better integration with new or actual providers or customers, without the necessity of undertaking high ICT investments<sup>8</sup>.

E-platforms operate as a centralized online market, with RFI, RFP, RFQ trading facilitator's exchange. In this marketplace suppliers are selected to create a catalogue and submit fixed priced, sealed bids in response to real-time request issued by a buyer<sup>9</sup>.

The methodology used by these tools to approach the market reflects the traditional process of procurement and could be synthesized by the following steps:

- RFI – Request For Information – Suppliers are asked to provide information about their services offering as it relates to the buying firm's requirements. The results of an RFI often lead to some of the participants being invited to tender in a subsequent RFP;
- RFP – Request For Proposal – Suppliers are asked to propose the best overall solution to a firm's problem or scenario. Proposed solutions are compared, usually including quality, cost, schedule and credibility of supplier;
- RFQ – Request For Quotation – Suppliers are asked to tender on a standard set of services. The quote with the best price, amongst other characteristics, wins the business for a set period of time. The next best quote may win the position of being a secondary source of services.

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<sup>8</sup>[https://www.researchgate.net/publication/261884469\\_Business\\_Models\\_of\\_Transportation\\_Electronic\\_Marketplaces\\_a\\_n\\_Empirical\\_Survey](https://www.researchgate.net/publication/261884469_Business_Models_of_Transportation_Electronic_Marketplaces_a_n_Empirical_Survey)

<sup>9</sup> <http://www.diva-portal.org/smash/get/diva2:1017079/FULLTEXT01.pdf>

## 3.2 Benefits associated to e-platforms

An e-platform provides access to, and easy purchasing from, catalogues of many different suppliers while eliminating paperwork, automating the approval process and enforcing the purchase policies that apply to every supplier. Typically cost saving is the main motivator for companies to implement e-sourcing that reaches sensitive reduction compared to “traditional” sourcing transaction<sup>10</sup>.

Moreover, e-platforms allow joined decisions among shippers, carriers and freight forwarders to plan their routes, which can contribute to improve the efficiency of freight transport.<sup>11</sup>

Below are provided main e-platform strengths for shippers, freight forwarders and carriers<sup>12</sup>:

Credibility of companies in e-platform community: it is the most important factor for users that will create a working relationship and will have major security for payments (that’s regard to the constant verification of company profile by the e-platforms);

Better shipment visibility: most system-based shippers know in advance from 10 to 30 days that the their goods have become a freight, whereas the most manual shippers know it from 6 to 10 days before<sup>13</sup>;

Less time for the RFI, RFP and RFQ mechanism: approach on e-platform for tendering/bidding has reductions in lead-time within the procedure procure-to-pay cycle, in some cases by 50% compared to traditional methods:

- Cause e-platform hold in-time comparative rates for the various transport services available options<sup>14</sup>;

Evaluate different freight transport modes, different supply chain with different routes and times of delivery, that until now could be managed with the rudimental approach that has been making it complex and time-consuming:

- Reduce the complexity of administrative requirements;
- Negotiate more favourable freight tariffs based on higher volumes for lower prices;
- Making sure that good is being moved on the right equipment, maximizing weight capacity, recovering significant cost from its transportation program

<sup>10</sup> <http://www.diva-portal.org/smash/get/diva2:1017079/FULLTEXT01.pdf>

<sup>11</sup> <http://www.etp-logistics.eu/wp-content/uploads/2015/08/European-Technology-Platform-on-Logistics-input-for-the-first-calls-of-the-HORIZON-2020.pdf>

<sup>12</sup> [http://www.transport-research.info/sites/default/files/brochure/20100602\\_172959\\_30571\\_TRKC\\_Freight\\_Logistics.pdf](http://www.transport-research.info/sites/default/files/brochure/20100602_172959_30571_TRKC_Freight_Logistics.pdf)

<sup>13</sup> [https://www.rila.org/news/industry/BenchmarkingResearch/Global\\_Transportation\\_Management\\_Benchmark\\_Study-AmericanShipper+RILA+CSCMP\\_Nov2013.pdf](https://www.rila.org/news/industry/BenchmarkingResearch/Global_Transportation_Management_Benchmark_Study-AmericanShipper+RILA+CSCMP_Nov2013.pdf)

<sup>14</sup> <http://www.diva-portal.org/smash/get/diva2:1017079/FULLTEXT01.pdf>

- Lower overall transportation costs for all the stakeholders within the supply chain;
- Transform shippers/carriers/freight forwarders into a key partner;
- Improve service level.

Major improvements in the management of sourcing:

- Break down of markets barriers that arise though time difference and geography;
- Better access to information and transparency in markets, particularly for regional and small to medium sized business;
- Ability to implement “just-in-time” strategies, with resulting reductions in inventory levels and increase in working capital;
- Streamlining of supply chains by removal of inefficient intermediaries and automation of the transactions comprising the chain<sup>15</sup>.

Reduce CO2 on entire chain:

- reduce the empty trucks and vessels’ spaces;
- higher bi-directional load factor for trucks and vessels<sup>16</sup>;

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<sup>15</sup> <http://www.diva-portal.org/smash/get/diva2:1017079/FULLTEXT01.pdf>

<sup>16</sup> <https://link.springer.com/article/10.1007/s12544-017-0251-y>

## 4. Platform overview on the project area

There are some e-platforms operating in Europe, whereas, the research is oriented towards the platforms operating between Italy and Croatia.

The current application of ICT on freight transport, in general for truck mode, is largely supported by and dependent on a number of enabling technologies.

Some of these technological drivers such as transport management system could be considered as mature and well established in the commercial environment, while others are still emerging or in their infancy. Currently there are 13 e-platforms that are active, most of them are focus on truck transport, but some also offer services as sea, air and rail transport.

These e-platforms continue to growth on two ways:

- Greater use: grow users able to connect cargo to transport across Europe, and freight brokers able to monitor their fleet to ensure they are achieving maximum capacity (or, at least, making sure their trailers are not returning home empty);
- E-platform development: most modern-platforms offers easy usability, smart algorithms and real-time data integration; they shown the tremendous potential when the right timing, technology and business application come together<sup>17</sup>.

Table 1 - Major e-platforms operating between Italy and Croatia

Company	Web address	Transport modes				Transaction methods	Geographical range (EU)	
		Road	Sea - Containers	Air	Rail		IT	HR
TenderEasy AB	<a href="http://www.tendereasy.com">www.tendereasy.com</a>	Road	Sea - Containers	Air	Rail	Tendering - Spot market	IT	
TENDERTOOL	<a href="http://www.tendertool.com">www.tendertool.com</a>	Road	Sea - Containers	Air		Tendering	IT	
TICONTRACT	<a href="http://www.ticontract.com">www.ticontract.com</a>	Road	Sea - Containers	Air	Rail	Tendering - Spot Market	IT	HR
Timocom	<a href="http://www.timocom.com">www.timocom.com</a>	Road				Tendering	IT	
Teleroute	<a href="http://www.teleroute.com">www.teleroute.com</a>	Road				Tendering	IT	HR
123Cargo	<a href="http://www.123cargo.eu">www.123cargo.eu</a>	Road				Spot market	IT	HR
Wtransnet	<a href="http://www.wtransnet.com">www.wtransnet.com</a>	Road				Spot market	IT	
WeLoadYou	<a href="http://www.weloadyou.com">www.weloadyou.com</a>	Road	Sea - Containers	Air	Rail	Spot market	IT	
Trans.eu	<a href="http://www.trans.eu">www.trans.eu</a>	Road				Spot market	IT	HR
Cargoagent	<a href="http://www.cargoagent.net">www.cargoagent.net</a>	Road				Spot market	IT	HR
Cargopedia	<a href="http://www.cargopedia.net">www.cargopedia.net</a>	Road				Spot market	IT	HR
Transpobank	<a href="http://www.transpobnak.it">www.transpobnak.it</a>	Road				Spot market	IT	

Source: Elevante elaboration on the e-platform companies' websites

Many companies are updating their business models launching the e-sourcing activity to make them their primary source for obtaining order.

It helps shippers to gain better visibility of all consignments regardless of which carrier does the delivery. It leads to more reliable delivery and an improved customer service level, as well as better management of carriers' performance.

<sup>17</sup> [http://www.adlittle.de/sites/default/files/viewpoints/adl\\_digital\\_platforms\\_in\\_freight\\_transportation.pdf](http://www.adlittle.de/sites/default/files/viewpoints/adl_digital_platforms_in_freight_transportation.pdf)

As far as carriers, it helps carriers to achieve better fleet and labour utilisation through better scheduling, and be more responsive to shippers' requests through improved visibility.

Affordable ICT infrastructures have lowered the perceived entry barriers and smaller carriers can now compete successfully with larger ones.

There are the also global benefits, as is opportunities for horizontal collaboration opportunities between shippers and carriers leading to network optimisation<sup>18</sup>.

## 4.1 E-platforms overview on the project area

### 4.1.1. TenderEasy AB

TenderEasy AB and both Teleroute and 123Cargo are a suite of products belong at Alpega Group, which concern the leading global logistics software.

Alpega Group was headquarter in Brussels and was present in 80 countries with more than 100.000 daily active users on their community. Alpega Group offers end-to-end solutions covering all transport needs, and software and services are proposed as Software as a Service. Below are shown Alpega's Group portfolio solutions that satisfy requirements on the transport industry.

Figure 1. – TenderEasy logo



Source: TenderEasy web site

- Foundation year: 2004
- Freight transport typology: road, sea, air, rail
- Registered companies: +50.000

The TenderEasy was founded in Stockholm in 2004, as working with freight e-sourcing as consultants. In 2016 was extended spot market on their e-sourcing tool, because of globalization there has been a surge of *ad hoc* logistics services required by enterprise shippers<sup>19</sup>: *"shippers know that they are paying too much, but so far they have had to accept it as many times they are non aware of all their freight origins or destinations with enough time to include it in a tender but they need to get a quote and book their shipment asap"*.

The solution was realized for allowing shippers: issue RFQ and use powerful algorithms to optimize and analyse the results, thus ensuring the best possible service and price combinations<sup>20</sup>; advantage of a wider providers because suppliers (e.g. hauliers) can register and

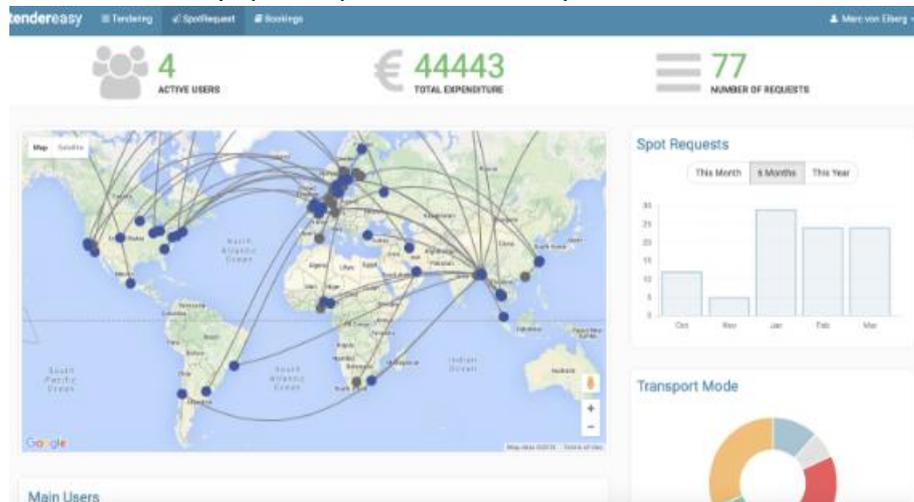
<sup>18</sup>[https://www.google.it/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&ved=0ahUKEwj\\_ldjTgrDbAhUDFywKHxqWDtsQFggnMAA&url=http%3A%2F%2Fwww.eskema.eu%2FDownloadFile.aspx%3FtableName%3DtblSubjectArticles%26field%3DDPDF%2520Filename%26idField%3DsubjectArticleID%26id%3D215&usg=AOvVaw0TGTpovlfHOM66Iw3GrMQe](https://www.google.it/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&ved=0ahUKEwj_ldjTgrDbAhUDFywKHxqWDtsQFggnMAA&url=http%3A%2F%2Fwww.eskema.eu%2FDownloadFile.aspx%3FtableName%3DtblSubjectArticles%26field%3DDPDF%2520Filename%26idField%3DsubjectArticleID%26id%3D215&usg=AOvVaw0TGTpovlfHOM66Iw3GrMQe)

<sup>19</sup> <https://www.tendereasy.com/en-GB/story-33907212>

<sup>20</sup> <https://www.alpegagroup.com/it/who-we-are/>

use the e-tender service on free of charge mode<sup>21</sup>; increasing visibility; reducing costs (1-5% lower total cost<sup>22</sup>); high return on invested capital – ROI<sup>23</sup>.

Figure 2. – TenderEasy spot request functionality



Source: TenderEasy website

TenderEasy AB is among the few e-platforms that offers sea transport mode, which concerns the containers, through NYSHEXs' services, enabling shippers to book their volumes.

#### 4.1.2. Teleroute

Figure 3. – Teleroute logo



Source: Teleroute website

- Foundation year: 1985
- Freight transport typology: road
- Registered companies: +70.000

Teleroute is the first freight and vehicle exchange e-platform in Europe that provides spot market services<sup>24</sup>, and it registers approximately 200.000 offers daily. Teleroute is an online

<sup>21</sup> <https://shared.tendereasy.com/tenderBackend/pages/TenderEasy%20Terms%20and%20Conditions.pdf>

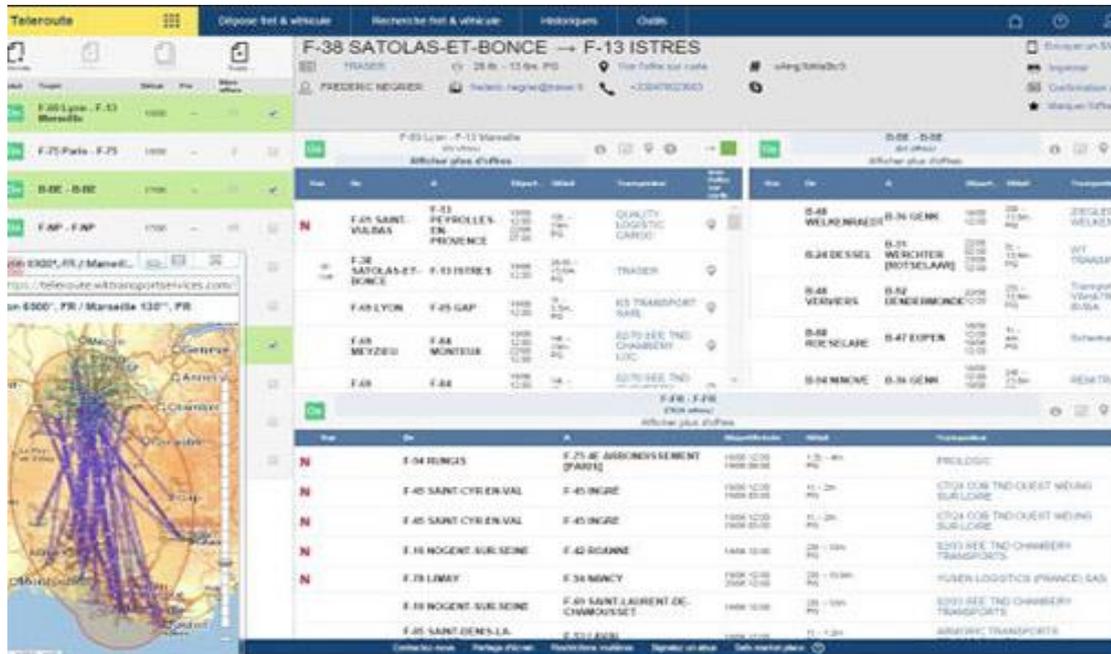
<sup>22</sup> <https://www.slideshare.net/TenderEasy/webinar-key-to-a-successful-freight-tender>

<sup>23</sup> <https://www.tendereasy.com/2016/03/29/en-GB/ad-hoc-procurement-how-to-tackle-it--31382432#conversion-2017941099>

<sup>24</sup> <https://teleroute.com/en-en/about-us/>

freight exchange e-platform that offer, beyond of the technological solutions, financial rating services<sup>25</sup> that would support company in changes the business and needs<sup>26</sup>.

Figure 4. – Teleroute suite page



Source: Teleroute website

#### 4.1.3. 123Cargo

Figure 5. – 123Cargo logo



Source: 123Cargo website

- Foundation year: 2001
- Freight transport typology: road
- Annual loads and trucks: +700.000

123Cargo is the simplified freight exchange, of the Romanian's BursaTransport freight exchange, focused on the West Balkans side<sup>27</sup>. It can offer a pack of essential features as per the original BursaTransport: sharp price; safe, reliable and easy to use interface.

<sup>25</sup> <https://wktransportservices.com/frontend/files/news/files/new-financial-rating-service-allows-teleroute-customers-to-check-the-financial-health-of-their-business-partners.pdf>

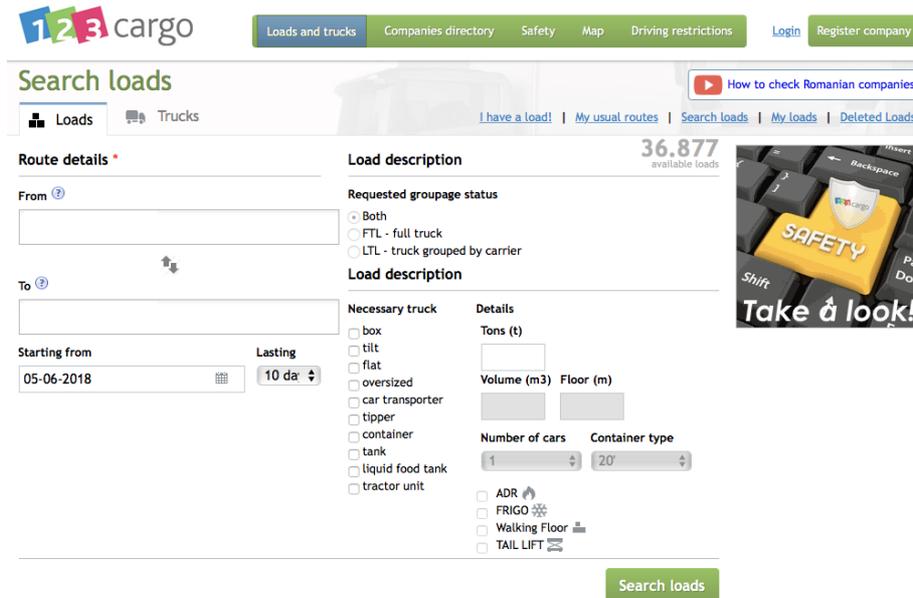
<sup>26</sup> <https://freightcentral.com/src/Frontend/Files/Testimonials/files/1445520683.pdf>

<sup>27</sup> <https://www.slideshare.net/PoslovnaLogistika/a-freight-exchange-solution-for-western-balkans>

The loads to be carried and the available trucks are part on the common lists between the two interfaces of the same application and the same database<sup>28</sup>.

123Cargo provide integrated solutions, with over 700.000 loads and trucks offer throughout Europe, and its freight exchange finds itself in on going regional expansion<sup>29</sup>, mainly offering and allocating shipments in the Central and South Eastern European countries<sup>30</sup>.

Figure 6. – 123Cargo loads and trucks page



Source: 123Cargo website

#### 4.1.4. Transporeon

- Foundation year: 2000
- Freight transport typology: road, sea, air, rail
- Registered companies: +66.000

Transporeon Group as a software company is market leader in Europe that enables a worldwide collaborative network of manufactures and suppliers with their logistics services providers. The company links a global network of more than 100.000 users in over 100 countries, offering Ticontract, Transporeon and Mercareon software-as-a-service solutions currently available in 24 language versions. Mercareon is other Transporeon's e-platform, which is aiming to optimize the inbound goods process for retail companies, managing at the all processes that take place before or after the delivery<sup>31</sup>. Ticontract provides numerous features for centralized management of global transport prices, automatic control of transport operations and electronic self-billing.

<sup>28</sup> <https://www.123cargo.eu/en/faq>

<sup>29</sup> <http://www.affinity-ts.com/123cargo-partnership/>

<sup>30</sup> <https://www.alpegagroup.com/en/>

<sup>31</sup> <https://www.mercareon.com/it/>

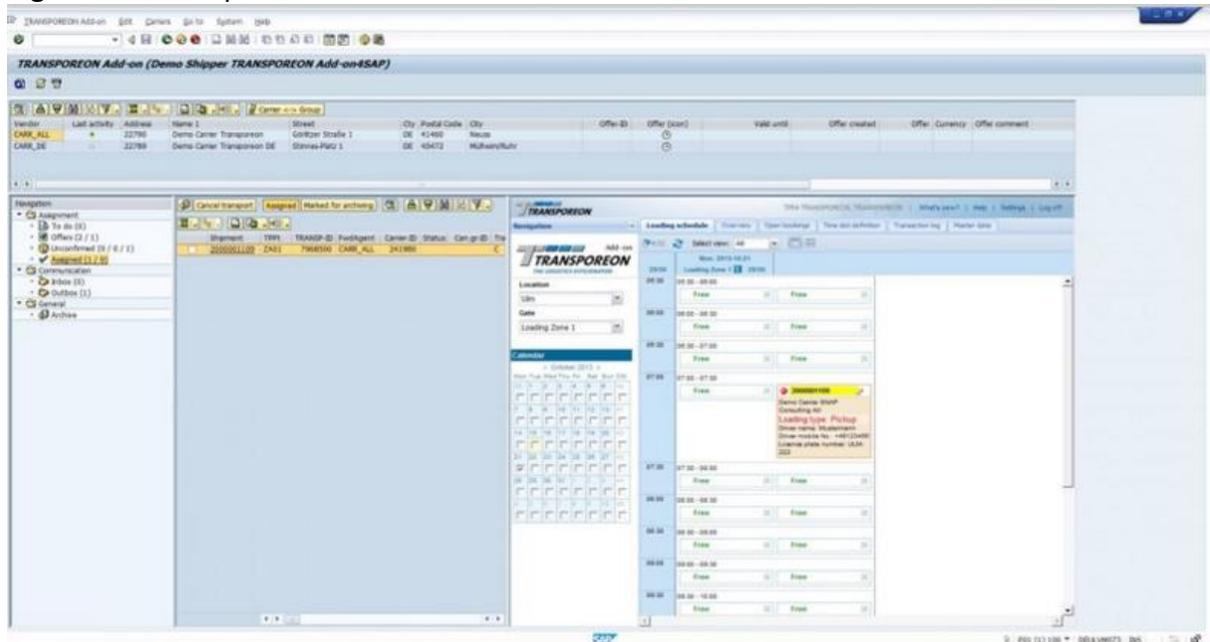
Figure 7. – Transporeon Group logos



Source: Transporeon Group website

Transporeon consists of an internet platform and a software package<sup>32</sup>, tools with whom it has digitalized the entire logistics supply chain, that enables real-time communication and collaboration across the worldwide shipper-carrier community, it also allows: saving in transport and processing costs; shorter waiting times at loading and unloading; and improve quality and visibility all throughout the logistic process<sup>33</sup>.

Figure 8. – Transporeon’s interface



Source: Logistica Efficiente’s web site

The platform comprises different modules and each of them can be used separately or in combination: 1. Time slot management for loading or unloading goods; 2. Transport assignment; 3. Transport visibility; 4. Proof of delivery<sup>34</sup>.

<sup>32</sup> [https://solutions.ticontract.com/register/ticontract\\_agb\\_en.pdf](https://solutions.ticontract.com/register/ticontract_agb_en.pdf)

<sup>33</sup> <https://www.transporeon-group.com/en/press/articles/transporeon-receives-a-notable-mention-in-gartner-2018-magic-quadrant-for-transportation-management-1/>

<sup>34</sup> <https://www.ticontract.com/en/products/>

Currently the Transporeon Group database includes many selection criteria: all transport modes are covered (sea freight transport in collaboration with Xeneta database<sup>35</sup>); 22 value added services; 19 industry sectors and among 26 licences and certifications<sup>36</sup>.

#### 4.1.5. Timocom

Figure 9. – Timocom logo



Source: Timocom website

- Foundation year: 1997
- Freight transport typology: road, sea, air, rail
- Registered companies: +40.000

This freight exchange platform operates in 50 countries, and has its headquarter in Düsseldorf (Germany). TimoCom runs the largest transport platform in Europe: up to 750.000 international freight and vehicle offers daily; 127,000 users<sup>37</sup> from 44 European countries<sup>38</sup>.

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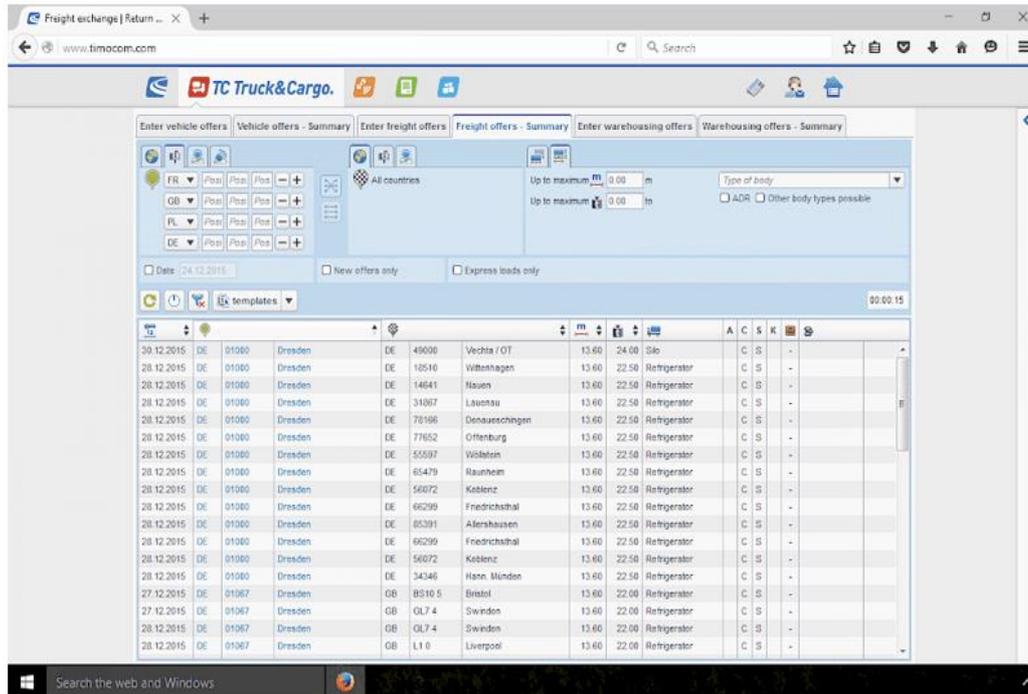
<sup>35</sup> <https://www.ticontract.com/en/services/managed-services/sea-freight-benchmarking/>

<sup>36</sup> <https://www.slideshare.net/VivienCheong1/ticontract-supply-chain-sourcing-solution>

<sup>37</sup> <https://www.timocom.co.uk/The-Freight-Exchange/Transport-exchange>

<sup>38</sup> [http://getservice-project.eu/Documents2/GET%20Service%20D5\\_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf](http://getservice-project.eu/Documents2/GET%20Service%20D5_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf)

Figure 10. – Timocom platform interface



Source: Timocom's web sites

Basically, the software offers access to 4 main modules: 1. Transport market to search for and add new cargoes and available trucks; 2. Map that allow to check the distance between loading and unloading places or calculate the price of gasoline; 3. Profiles database of freight forward and haulier companies; 4. Bid in which you are in competition with others relating to an offer<sup>39</sup>.

A few special functionalities of this platform include TC eMap, which allows the integration of conventional telematics solutions into TC Truck&Cargo for real-time tracking of vehicles, and Closed Users Groups (CUG), which are user-specified subgroups of all companies participating in TC Truck&Cargo. In this system the members of a user group get notified beforehand, increasing likelihood for the company that respond a request by the CUG members<sup>40</sup>.

<sup>39</sup> <https://kubadownload.com/timocom-download.1373.html>

<sup>40</sup> [http://getservice-project.eu/Documents2/GET%20Service%20D5\\_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf](http://getservice-project.eu/Documents2/GET%20Service%20D5_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf)

#### 4.1.6. TenderTool

Figure 11. – TenderTool logo



Source: TenderTool website

- Foundation year: 2016
- Freight transport typology: road, sea, air
- Registered companies: +2000

TenderTool as a ControlPay's spin-off, is a cloud-based freight tendering platform with customers in over 40 countries<sup>41</sup>. They claim to have made an easy and efficient tender process for all parties involved, as a different legacy from traditional tendering based upon subsequent RFIs, RFPs and RFQs<sup>42</sup>.

TenderTool offer standard rate cards, containing tariffs for specific transport services covering base rates, accessorial costs and business rules. Rate cards increase possibility to enhance the RFI and RFQ process, reducing time spent on tenders with up to 60%<sup>43</sup>.

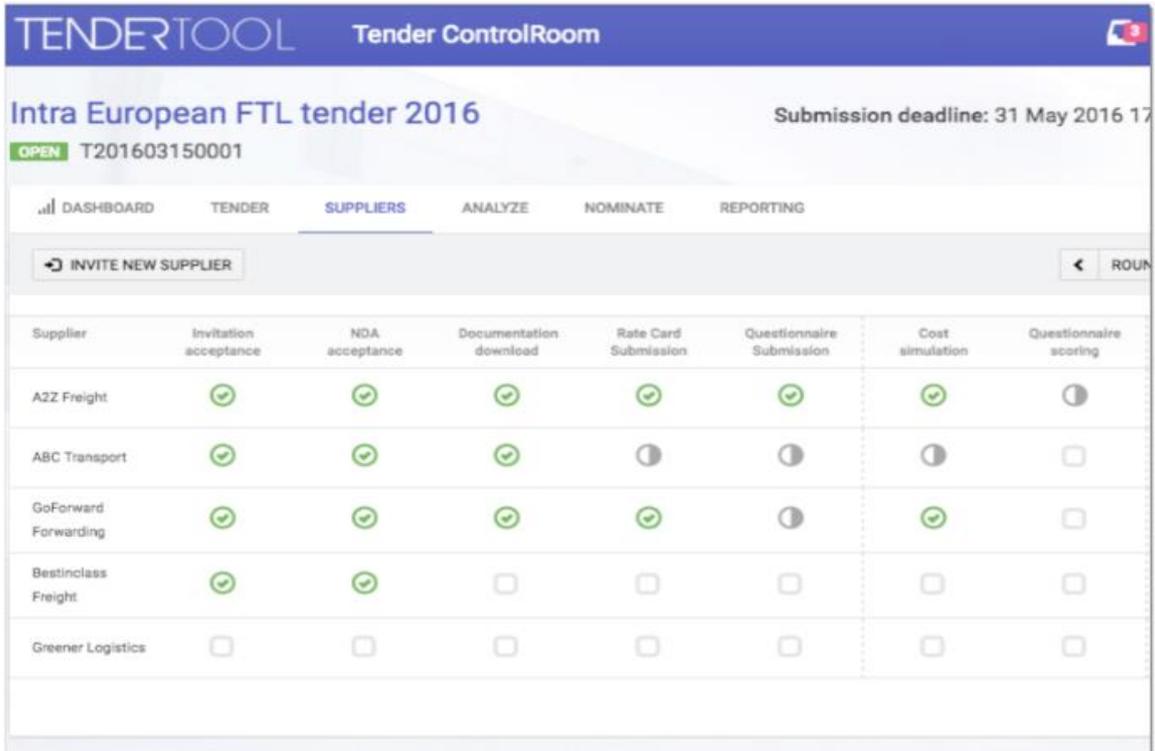
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<sup>41</sup> <https://www.slideshare.net/ControlPay/controlpay-company-stats>

<sup>42</sup> [https://www.tendertool.com/documents/TenderTool\\_carrier\\_program.pdf](https://www.tendertool.com/documents/TenderTool_carrier_program.pdf)

<sup>43</sup> <https://www.tendertool.com/cloud-based-procurement/>

Figure 12. – Tender ControlRoom



Supplier	Invitation acceptance	NDA acceptance	Documentation download	Rate Card Submission	Questionnaire Submission	Cost simulation	Questionnaire scoring
A2Z Freight	<input checked="" type="checkbox"/>	<input type="checkbox"/>					
ABC Transport	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
GoForward Forwarding	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Bestinclass Freight	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Greener Logistics	<input type="checkbox"/>	<input type="checkbox"/>					

Source: TenderTool website

Another key feature of TenderTool is Internal Tender Management solution, developed to allow an easily set up of the received tender on the platform, and its further distribution among colleagues for quotation, taking into account different freight transport: as road, sea or air freight transport modes<sup>44</sup>.

#### 4.1.7. Wtransnet

Figure 13. – Wtransnet logo



Source: Wtransnet website

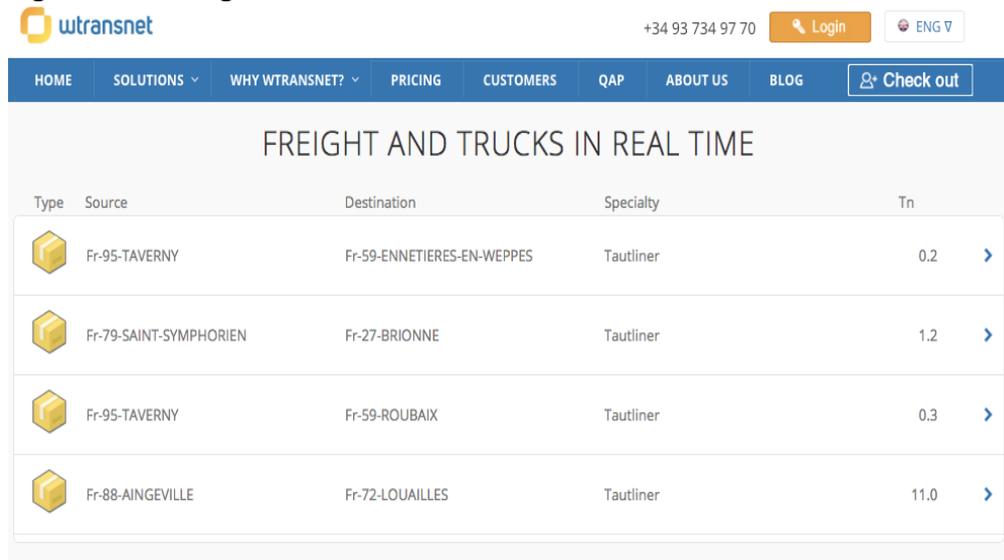
- Foundation year: 1996
- Freight transport typology: road
- Registered companies: +11.000
- 

<sup>44</sup> <https://www.tendertool.com/freight-forwarders-tender-2/>

Wtransnet has its headquarter in Barcellona, it operates in 33 countries and has certified 11.000 companies across Europe<sup>45</sup>, while in Italy it has registered 15.000 load and 8.000 truck offers for entire 2015<sup>46</sup>.

Its special functionalities are: online payment guarantee insured by the insurance company Coface; the possibility to participate in private freight exchange with only selected companies in one group through the Cargo Plus package; Car Transport package as a specialized for a car transporters.<sup>47</sup>.

Figure 14. – Freight and trucks in real time



The screenshot shows the Wtransnet website interface. At the top, there is a navigation bar with links for HOME, SOLUTIONS, WHY WTRANSNET?, PRICING, CUSTOMERS, QAP, ABOUT US, and BLOG. A 'Check out' button is also present. Below the navigation bar, the main heading is 'FREIGHT AND TRUCKS IN REAL TIME'. A table displays four rows of data, each representing a truck offer. Each row includes a yellow cube icon, a source code, a destination code, the specialty 'Tautliner', and a weight in tons (Tn). A right-pointing arrow is next to the Tn value in each row.

Type	Source	Destination	Specialty	Tn
	Fr-95-TAVERNY	Fr-59-ENNETIERES-EN-WEPPEES	Tautliner	0.2
	Fr-79-SAINT-SYMPHORIEN	Fr-27-BRIONNE	Tautliner	1.2
	Fr-95-TAVERNY	Fr-59-ROUBAIX	Tautliner	0.3
	Fr-88-AINGEVILLE	Fr-72-LOUAILLES	Tautliner	11.0

Source: Wtransnet website

<sup>45</sup> <https://www.wtransnet.com/en/quality-policy-transport/>

<sup>46</sup> <http://www.informatorenave.it/news/il-servizio-borsa-carichi-di-wtransnet-entra-negli-interportida-oggi-e-possibile-consultare-camion-e-merci-presenti-nelle-aree-intermodali/>

<sup>47</sup> [http://getservice-project.eu/Documents2/GET%20Service%20D5\\_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf](http://getservice-project.eu/Documents2/GET%20Service%20D5_1%20A%20Review%20of%20Transportation%20Planning%20Tools.pdf)

#### 4.1.8. WeLoadYou

Figure 15. – WeLoadYou logo



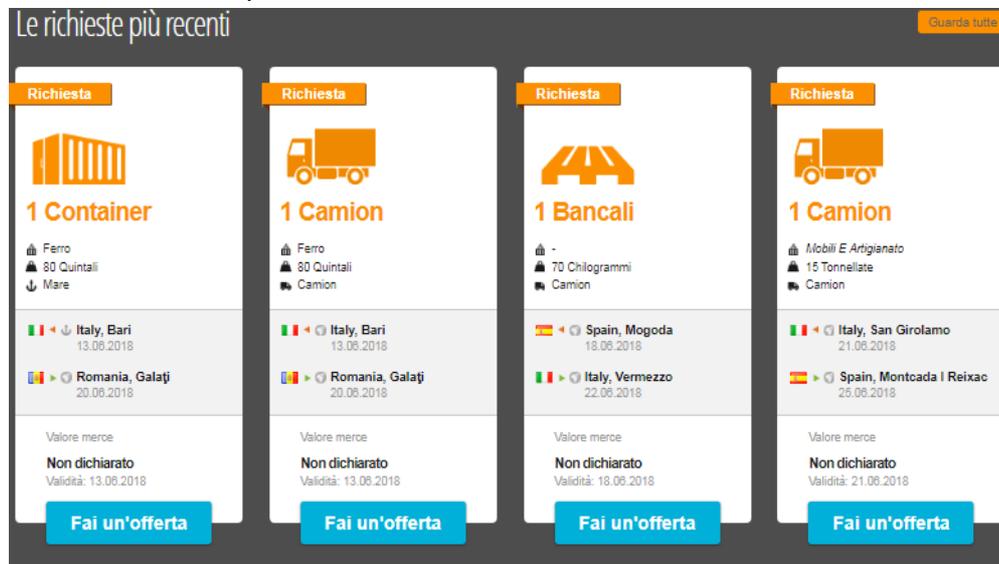
Source: WeLoadYou website

- Foundation year: 2012
- Freight transport typology: road, sea, air
- Registered companies: +400 (2014)

WeLoadYou is a freight exchange e-platform owned by the Shipping Deals S.r.l. with its headquarter in Milan. This platform was created among other platform because: *“it will be a more commercial tool, and its scope is making the companies, that need to move their goods, will interact directly with the carrier”*. It pushes a lot on the marketing level: by sending/receiving email among platform’s users to rich more request for quotation among road and sea or air freight transports; it focuses on the European freight transport<sup>48</sup>.

It allows shippers and carriers to enter their requests and offers respectively and match them without intermediation dealing with spot market<sup>49</sup>.

Figure 16. – Most recent request list



Le richieste più recenti			
<p><b>Richiesta</b></p> <p><b>1 Container</b></p> <p>🏠 Ferro 🏠 80 Quintali 🏠 Mare</p> <p>🇮🇹 🇮🇹 Italy, Bari 13.06.2018</p> <p>🇷🇴 🇷🇴 Romania, Galati 20.06.2018</p> <p>Valore merce <b>Non dichiarato</b> Validità: 13.06.2018</p> <p><b>Fai un'offerta</b></p>	<p><b>Richiesta</b></p> <p><b>1 Camion</b></p> <p>🏠 Ferro 🏠 80 Quintali 🏠 Camion</p> <p>🇮🇹 🇮🇹 Italy, Bari 13.06.2018</p> <p>🇷🇴 🇷🇴 Romania, Galati 20.06.2018</p> <p>Valore merce <b>Non dichiarato</b> Validità: 13.06.2018</p> <p><b>Fai un'offerta</b></p>	<p><b>Richiesta</b></p> <p><b>1 Bancali</b></p> <p>🏠 - 🏠 70 Chilogrammi 🏠 Camion</p> <p>🇪🇸 🇪🇸 Spain, Mogoda 18.06.2018</p> <p>🇮🇹 🇮🇹 Italy, Vermezzo 22.06.2018</p> <p>Valore merce <b>Non dichiarato</b> Validità: 18.06.2018</p> <p><b>Fai un'offerta</b></p>	<p><b>Richiesta</b></p> <p><b>1 Camion</b></p> <p>🏠 Mobili E Artigianato 🏠 15 Tonnellate 🏠 Camion</p> <p>🇮🇹 🇮🇹 Italy, San Girolamo 21.06.2018</p> <p>🇪🇸 🇪🇸 Spain, Montcada I Reixac 25.06.2018</p> <p>Valore merce <b>Non dichiarato</b> Validità: 21.06.2018</p> <p><b>Fai un'offerta</b></p>

Source: WeLoadYou website

<sup>48</sup> <https://siamosoci.com/projects/116250026/weloadyou>

<sup>49</sup> [http://www.logisticamente.it/DirettamenteAziende/7240/Arriva\\_WeLoadYou\\_il\\_nuovo\\_marketplace\\_B2B\\_delle\\_spedizioni\\_nazionali\\_e\\_internazionali/](http://www.logisticamente.it/DirettamenteAziende/7240/Arriva_WeLoadYou_il_nuovo_marketplace_B2B_delle_spedizioni_nazionali_e_internazionali/)

In 2018, WeLoadYou announced the reached collaboration agreement with the iCribis, that will give report to platform's users which were interested to reach agreement with other companies, in order to assess the reliability beforehand and decide to reach the negotiation: report can be purchased individually; it provides information on the corporate structure e.g. monitoring its protest, prejudicial and economic-financial data of the companies<sup>50</sup>.

#### 4.1.9. Trans.eu

Figure 17. – Trans.eu logo



Source: Trans.eu website

- Foundation year: 2004
- Freight transport typology: road
- Annual transactions: 3.9 millions

The Trans.eu Group S.A. is a Polish company which owns Trans.eu. In 2017 the e-platform has reached 112 millions load offers and 37.000 subscribers. It has 18.000 verified carriers, with 80.000 available vehicles daily, mainly carriers from Eastern Europe. Its users conclude approximately 260.000 transactions per month, and most active companies conclude over 25.000 transactions a year<sup>51</sup>.

Trans.eu offers a unique program of certification which includes: CCT – certification for carriers based on the work quality; TCF – the certification of the forwarders on the quality of work and payment habits; TCE – certification of companies with vehicles up to 3.5 t<sup>52</sup>.

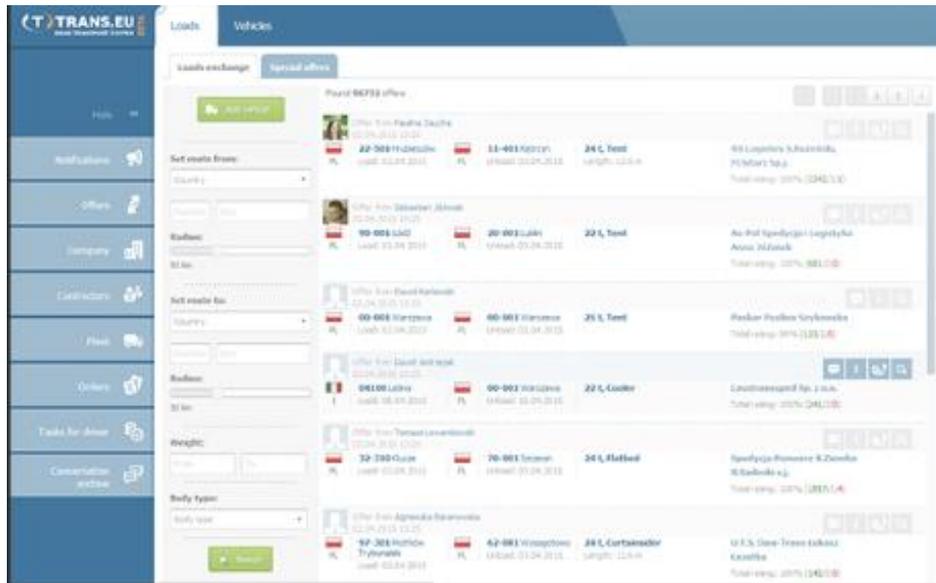
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<sup>50</sup> [http://www.italiafruit.net/\(X\(1\)\)/DettaglioNews/42950/mercati-e-imprese/trasporti-piu-veloci-e-trasparenti-con-welodyou](http://www.italiafruit.net/(X(1))/DettaglioNews/42950/mercati-e-imprese/trasporti-piu-veloci-e-trasparenti-con-welodyou)

<sup>51</sup> <https://www.trans.eu/en/>

<sup>52</sup> <https://www.trans.eu/en/tce>

Figure 18. – Trans.eu interface



Source: KubaDownload website

The platform is the first logistics platform that was integrated into Fleetboard nxtload. At the beginning of 2018, Fleetboard’s new freight meta-search engine will allow users to quickly search through different European freight exchange platforms, e.g. Teleroute as a project partner.

Fleetboard nxtload is Fleetboard’s first product built on the Microsoft Cloud Azure platform. The platform aggregates and displays on a single screen all search filters and offers from Europe’s most relevant logistic platforms, alike popular meta-search engine Trivago.

Figure 19. – Fleetboard NXTLOAD interface

	Pick Up	Drop Off	Weight	Length	Trailer Type	
10.02.17 11.02.17	DE 41844 Ansberg	DE 84109 München	8.70t	6.00m	Plane	 <a href="#">Contact Now</a>
10.02.17 11.02.17	DE 29525 Uelzen	DE 14813 Niemegek	9.50t	10.00m	Plane	 <a href="#">Contact Now</a>
10.02.17 11.02.17	DE 21129 Hamburg	DE 01561 Proestwitz	9.50t	14.40m	Plane	 <a href="#">Contact Now</a>
10.02.17 11.02.17	DE 41844 Bad Urach	DE 12109 Berlin	2.70t	3.00m	Plane	 <a href="#">Contact Now</a>
10.02.17 11.02.17	DE 29525 Uelzen	DE 37452 Mainz	12.50t	7.40m	Plane	 <a href="#">Contact Now</a>

Source: Trans.eu website

Fleetboard has measured the capacity utilization of individual fleets throughout Europe. The platform’s system can allow truck drivers to be integrated into the system using mobile freight and route planning tools<sup>53</sup>.

#### 4.1.10. CargoAgent

Figure 20. – Cargoagent logo



Source: Cargoagent website

- Foundation year: 2007
- Freight transport typology: road
- Registered companies: 120.579

Claims that it is a web-based system for administrative search and offer of cargoes all over Europe with its focus on the Balkan side<sup>54</sup>. The web-based system reaches 3.152 loads and 2.194 trucks offers daily.

Unlike other platforms, CargoAgent e-platform offer: forum; transport and logistic companies catalogue as a free service for both registered and unregistered users; 1-year test for free<sup>55</sup>.

Figure 21. – CargoAgent interface

ACTIVE INTERNATIONAL LOAD OFFERS						
Place of loading	Place of unloading/ delivery	W	S	V Lorry type	Date	
BIH 88- Mostar Mostar, 88000	MK 24- Strumica Radovich, 2420	18.0t	13.6m	Truck With Trailer	08 Jun 2018	
1 minute ago , Freight exchange- international loads/cargo from Bosnia and Herzegovina to Macedonia - load offer № 51128955( 88000, Mostar - 2420, Radovich)						
I 34- Trieste Gorizia, 34170	BIH 71- Sarajevo Sarajevo, 71000	0.4t	2.0m	Any Type	11 Jun 2018	
1 minute ago , Freight exchange- international loads/cargo from Italy to Bosnia and Herzegovina - load offer № 51128953( 34170, Gorizia - 71000, Sarajevo)						
SRB 22- Sremska Mitrovica Ingija, 22320	RUS 101- Moscow Moscow, 101000	22.0t	13.6m	Tautliner	08 Jun 2018	
2 minutes ago , Freight exchange- international loads/cargo from Serbia to Russia - load offer № 51128949( 22320, Ingija - 101000, Moscow)						
I 51- Pistoia Larciano, 51036	SRB 21- Novi Sad Becej, 21220	10.0t	7.0m	36m³ Tautliner	12 Jun 2018	
4 minutes ago , Freight exchange- international loads/cargo from Italy to Serbia - load offer № 51128925( 51036, Larciano - 21220, Becej)						
MK 10- Skopje	SRB 11- Belgrade	2.0t	3.0m	Tautliner	07 Jun 2018	
4 minutes ago , Freight exchange- international loads/cargo from Macedonia to Serbia - load offer № 51128921( - )						

Source: Cargoagent website

<sup>53</sup> <https://www.trans.eu/en/news/trans.eu-integrated-fleetboard>

<sup>54</sup> <http://cargoagent.net/ou>

<sup>55</sup> [https://www.facebook.com/pg/www.cargoagent.net/about/?ref=page\\_internal](https://www.facebook.com/pg/www.cargoagent.net/about/?ref=page_internal)

#### 4.1.11. Cargopedia

Figure 22. – Cargopedia logo



Source: Cargopedia website

- Foundation year: 2014
- Freight transport typology: road
- Registered companies: +41.000

Cargopedia is a website owned by the Cargopedia S.r.l., Romanian company with headquarter in Bucarest. It allows choosing among 11 languages and allows free planning and basic function of the site for registered users. Its community includes 41.509 verified members, as a standard check procedure while registering, from the whole Europe<sup>56</sup>, and has reached 96.569 loads and 32.469 trucks offers by the middle of May 2018.

Figure 23. – Freight list

 <p>Dati di contatto LIO... SPEDI... SR.... ☑ 44 minuti fa</p>	<p> Timisoara, RO Timis</p> <p> Peicani, RO Vaslui</p>	<p>707 km</p> <p>3,40 t</p>	<p>heder:8.5m x 2.5m x 2.2m</p> <p>Ha bisogno di: Camion furgone, Telonato, Camion scoperto, Camion pianale</p>
 <p>Dati di contatto OO... «GEKA... ☑ 44 minuti fa</p>	<p> San Pietroburgo, RU</p> <p> Oulu, FI Pohjois-Pohjanmaa</p>	<p>750 km</p> <p>20 t 75 m<sup>3</sup></p>	<p>АРМАТУРНАЯ СЕТКА . НАВАЛОМ.ТРЕБУЕТСЯ 5 ПЕРЕВОЗОК.</p> <p>Ha bisogno di: Telonato</p>
 <p>Dati di contatto S.E... SERV... EURO.... ☑ circa un'ora fa</p>	<p> Torino, IT</p> <p> Marsiglia, FR Bocche del Rodano</p>	<p>486 km</p> <p>20 t 13,60 m<sup>3</sup></p>	<p>Ha bisogno di: Camion furgone, Telonato</p>
 <p>Dati di contatto CONEX... A.... ☑ circa un'ora fa</p>	<p> Atene, GR Attiki</p> <p> Roma, IT</p>	<p>1304 km</p> <p>24 t</p>	<p>FULL LOAD AMBIENT CARGO 33 EPL FP 24.0 T PICK UP @ 08-11/06/2018 DELIVERY @ 11-15/06/2018 FOR...</p> <p>Ha bisogno di: Camion furgone, Telonato</p> <p> I carichi sono su bancali 33 x Europallet</p>

Source: Cargopedia web site

<sup>56</sup> <https://www.cargopedia.it>

#### 4.1.12. Transpobank

Figure 24. – Transpobank logo

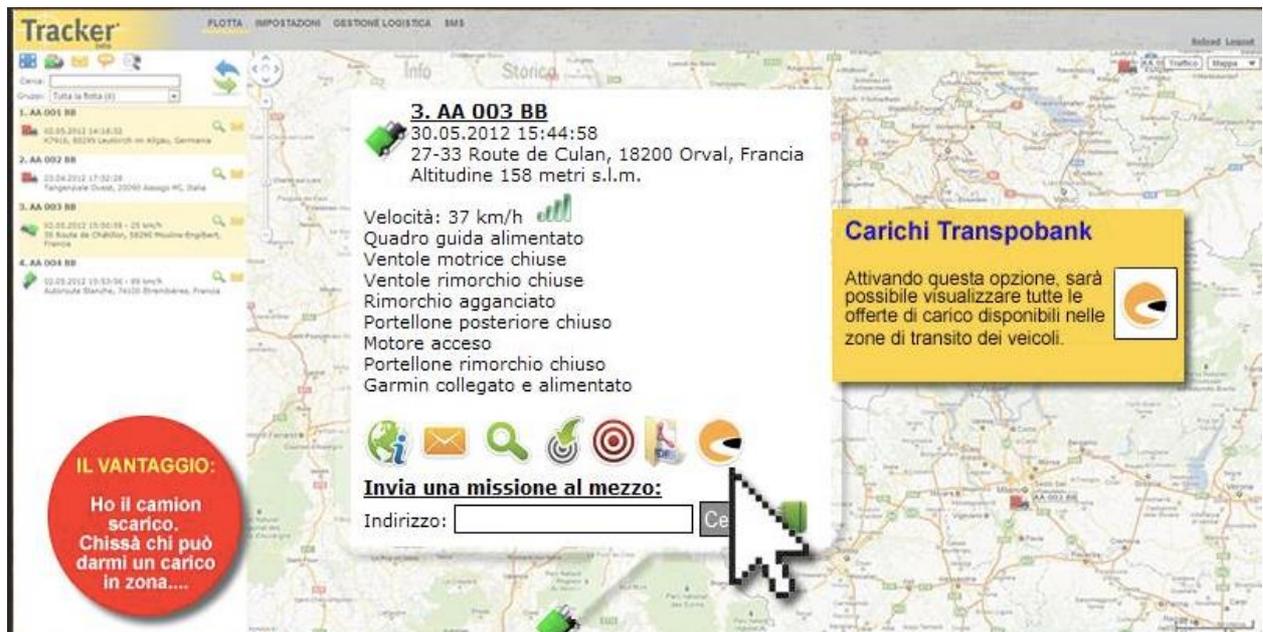


Source: Transpobank web site

- Foundation year: 1989
- Freight transport typology: road
- Registered companies: +8.000

Transpobank is an e-platform owned by the Transpobank Group S.r.l., an Italian company with headquarter in Milan. Transpobank is freight exchange e-platform for all types of carriers, with a focus on owner - driver. It has approximately registered 100.000 trucks and 10.000 loads offer daily,

Figure 25. – Transpobank's interface



Source: Transpobank's web site

Transpobank Group offers services as: satellite remote control of vehicles; freight surveillance (22.000 trucks connect around Europe); Caricamion as a mobile freight exchange application dedicated to owner - driver<sup>57</sup>.

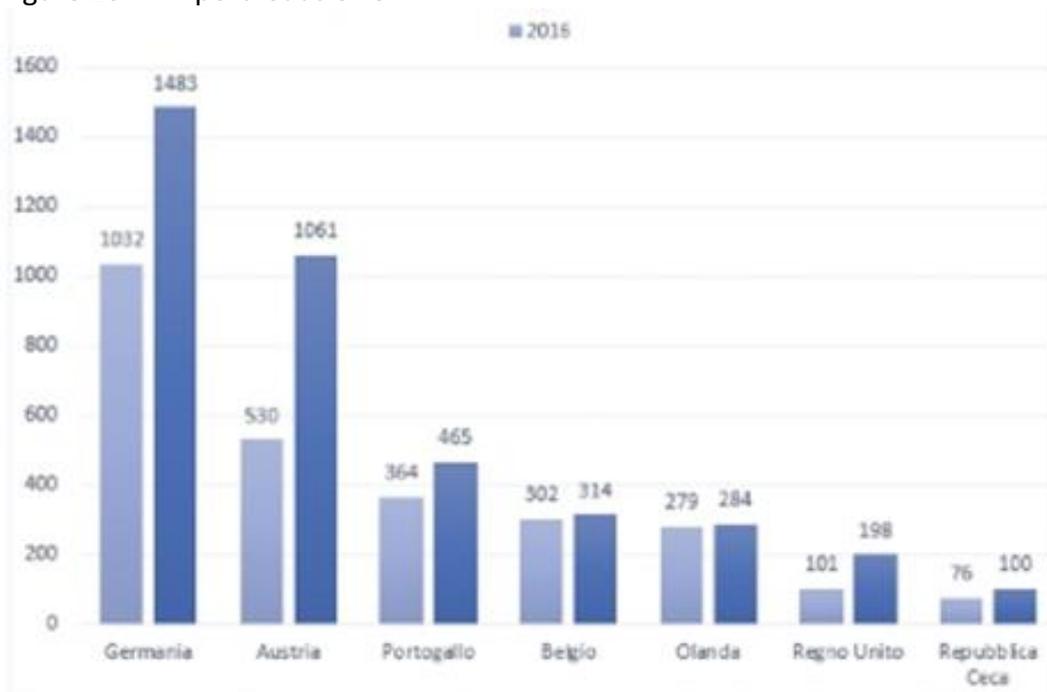
## 4.2 E-platform’s market penetration

### 4.2.1 Wtransnet barometer

In April 2017, Wtransnet reported an increase in the first quarter of the year, regarding the loads and trucks offered within the freight exchange e-platform. 2017 was an year that has opened with a marked improvement compared to the same period of 2016, both for imports and exports. Also the transport at national level is growing strongly:

- Imports: offers has grown by 21% for loads and 18% for trucks;

Figure 26. – Import loads offer



Source: Logistica efficiente

- Exports: data concerning exports are also growing strongly, with a 13% increase in loads and a 57% increase in trucks offered on the freight exchange e-platform;

<sup>57</sup> [https://www.pneurama.com/it/rivista\\_articolo.php/AAA-CERCASI-TRASPORTATORE-PROFESSIONALMENTE?ID=29115](https://www.pneurama.com/it/rivista_articolo.php/AAA-CERCASI-TRASPORTATORE-PROFESSIONALMENTE?ID=29115)

- Transport at national level: loads offers increased by 447%. Even the data concerning the trucks have settled on a growth trend compared to the past year.  
Wtransnet declare: *“Those data should not be surprising, considering the significant increase in the companies that have joined and who use daily Wtransnet e-platform”*<sup>58</sup>.

#### 4.2.2 TimoCom offers

It recorded positive results at Italian level for 2017. Loads offers increased by 17% compared to the previous year, reaching the number of 260.000<sup>59</sup>. In 2016 the loads offers were 210.000, with a growth of 24% compared to 2015 when there were 180.000 loads offers<sup>60</sup>.

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<sup>58</sup> <https://www.logisticaefficiente.it/comunicati-stampa/barometro-wtransnet-primi-trimestre-2017-supera-ogni-aspettativa.html>

<sup>59</sup> <https://www.logisticaefficiente.it/timoco/comunicati-stampa/volumi-di-carico-in-aumento-relazione-italia-italia.html>

<sup>60</sup> <https://www.logisticaefficiente.it/comunicati-stampa/timocom-raggiunto-il-record-di-180-000.html>

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