



Smart decision-making in freight procurement: knocking down VUCA through the power of data

12th October 2023

MASTERCLASS

Intro








OLIVER ESCH
VP Business Development



ABOUT US

Built **by** Logistics Experts, for Logistics Experts

SHIPSTA's platform streamlines transportation procurement for global enterprises, taking a truly next-generation approach to freight procurement centered around data, automation & Artificial Intelligence.

-  Industry expertise, innovation & customer driven
-  Team of +50 experts, +25 languages
-  Global company, headquartered in Luxembourg
-  +100 enterprise customers across the world, 30% Fortune 500
-  Award-winning platform

PROCUREMENT
LEADERS

WORLD PROCUREMENT

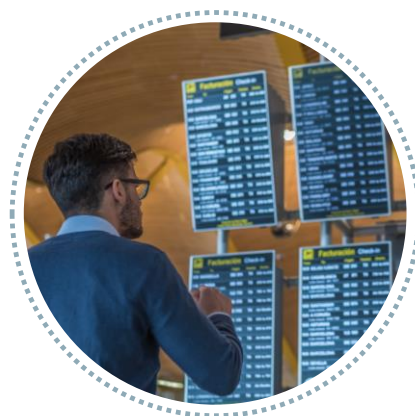
AWARDS 2022 **WINNER**

Best Procurement Technology Provider



INDUSTRY PAIN POINTS

Volatility, Uncertainty, Complexity, Ambiguity & other freight procurement challenges



1 Market volatility, disruptions, pressure to save costs, missing fast data insights



2 Freight capacity & transit time constraints, uncertainty



3 Complexity, increased workload, limited resources



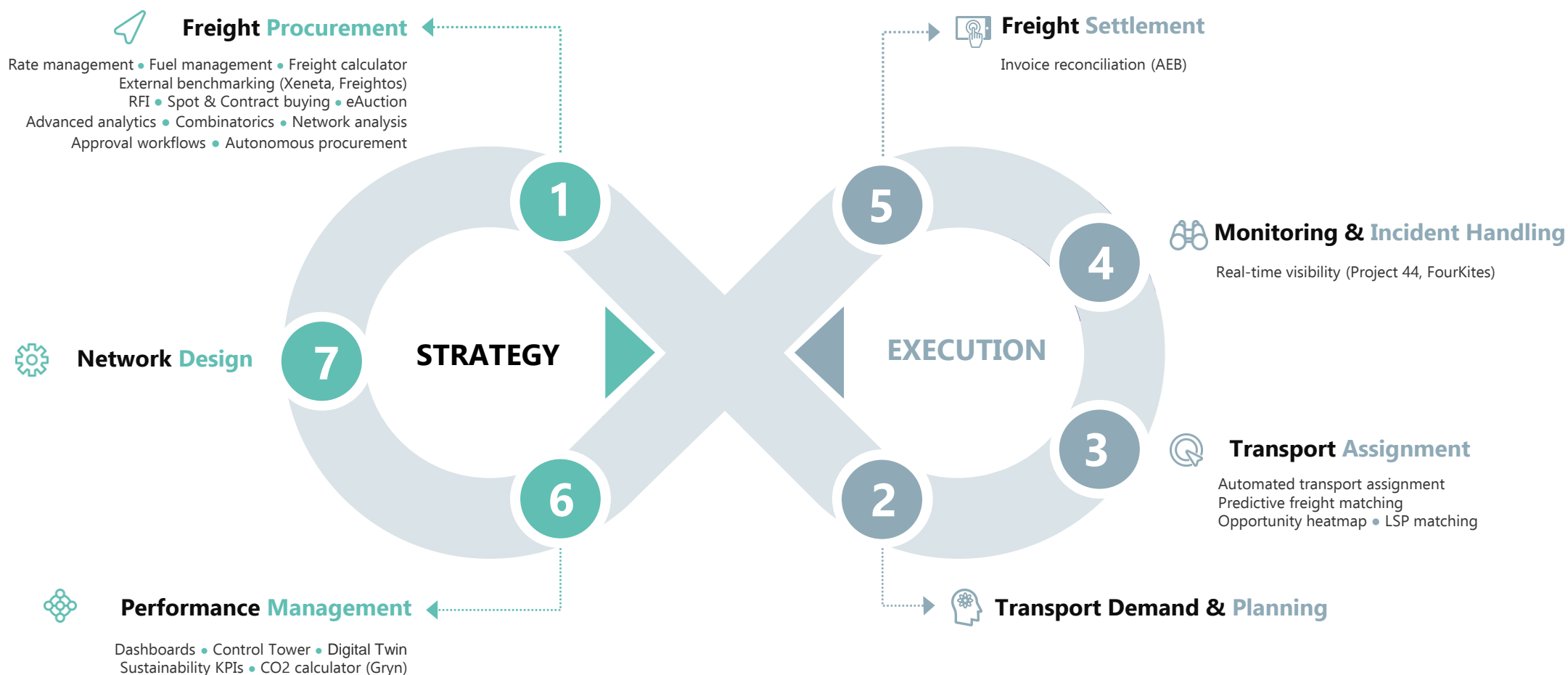
4 Fragmented processes, ambiguity, compliance & risk management



5 Governance of sustainability KPIs

DATA-DRIVEN END-TO-END

Solutions that integrate into your transport management workflows



CONNECTIVITY ACROSS TEAMS & SYSTEMS

The right platform for you & your organization

Procurement



Logistics & Operations



Regional/Global Managers



Finance



IT



CUSTOMER SUCCESS STORIES

HOLCIM - Boosting data transparency & improving freight cost competitiveness



Thanks to SHIPSTA, we have significantly increased our cost competitiveness and we are managing our freight procurement more efficiently. **Head of Logistics**

CHALLENGE

Increase **supply chain visibility** across markets & business segments and improve **cost competitiveness**.



SOLUTION

Centralizing **RFQ creation** & global **decision-making data** in one digital platform for **+120 users**.

BUSINESS IMPACT



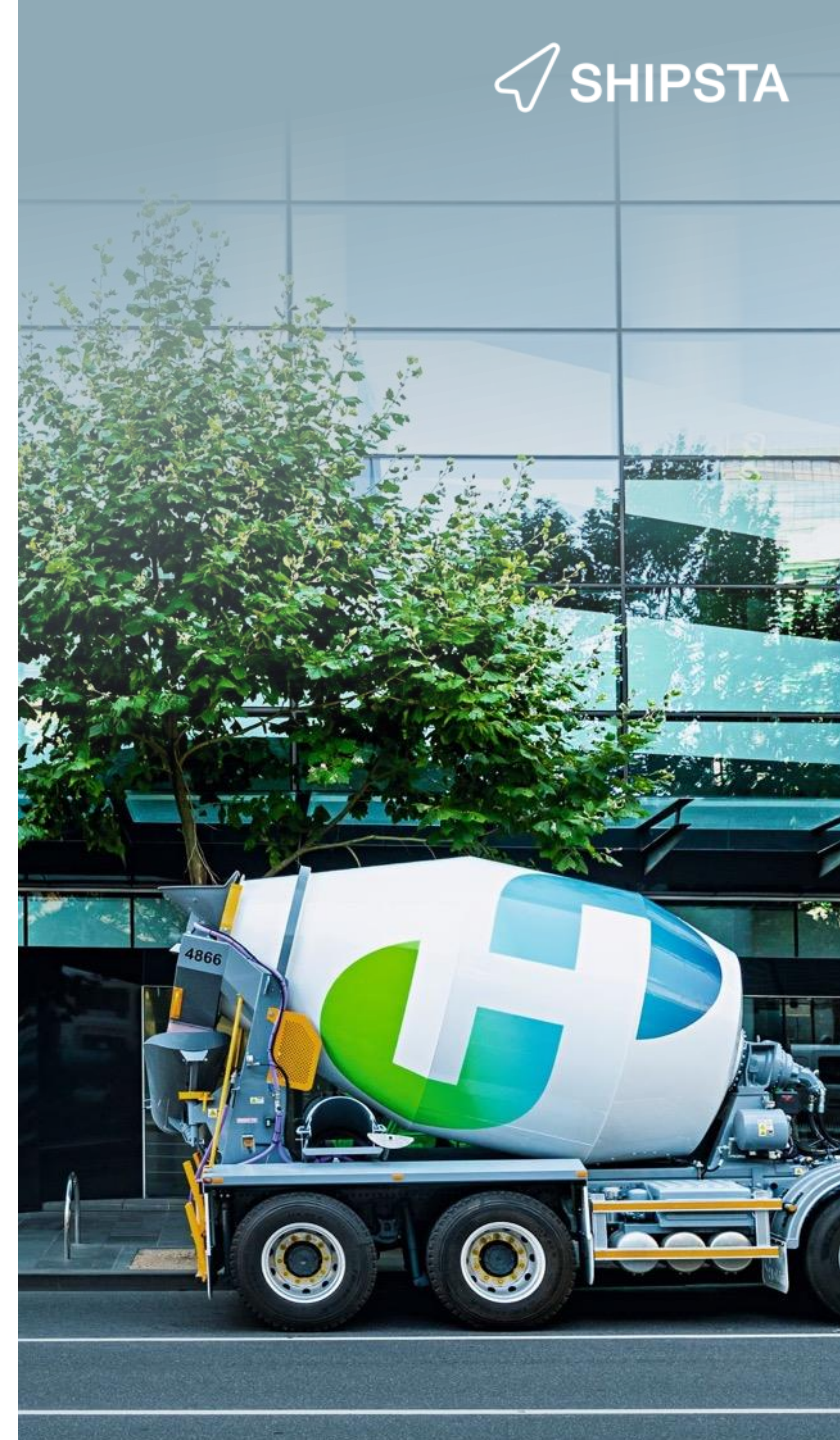
Significant reduction in logistics costs
on tendered freight volume



Reduced time spent on creating RfQs
from days to minutes



Hundreds of suppliers across
30+ countries
fully trained and onboarded



CUSTOMER SUCCESS STORIES

PUMA - Future-proofing transportation procurement with autonomous technology



SHIPSTA is supporting us daily on our mission of procuring "FOREVER.FASTER."
and smarter by securing our competitive advantage. **Senior Teamhead Global Logistics Procurement**

CHALLENGE

Gain global **data transparency**, while optimizing **speed & execution power** to capitalize on market developments.



SOLUTION

Flexible **autonomous procurement** to empower the team's productivity and enhance **data-driven decisions**.

BUSINESS IMPACT



Working hours optimization by 50% through superior execution power



Launching and evaluating **global tenders in seconds**



CUSTOMER SUCCESS STORIES

Oil & Gas leader - Improving decision making & speed with data, sustainability & connectivity

CHALLENGE

Move away from manual, fragmented, complex processes & a reactive approach to market shifts.



SOLUTION

Integrated systems & data-driven strategy, with sustainability focus.

Data intelligence & analysis

- Benchmarking
- Rate management
- Freight calculator
- Advanced analytics
- Combinatorics

Spot & Contract buying, eAuction

Dashboards & Control tower

Green procurement

Automated transport assignment

Connectivity, >20 APIs

BUSINESS IMPACT



Cost savings & cost avoidance across all MoTs



Increased speed and efficiency through automation & integrated end-to-end processes & platforms



Sustainability at the heart of freight procurement – close monitoring of KPIs



Successful achievement of compliance and audit requirements





THANK YOU!

Booth C1 - on your way to the Main Stage

oliver.esch@shipsta.com

www.shipsta.com

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