

## Brief for Use-case: Transport Management Solution

### 1. Context and Ambition:

This use-case is pertaining to a large Company's Supply Chain area and transport / freight management. The company is a large Enterprise based in the APAC region.

Currently, the Company's supply chain operations is complex with different logistical requirements with Multi-leg consignments/milk-runs & home deliveries as there are different types of products delivered to different customer segments of the Company such as Retail customers, Govt. customers or for internal use to maintain or enhance the core infrastructure of the Company. For instance, the range of deliveries could be from small individual parcels to full trailer loads and include dangerous goods / sensitive items.

Top issues faced currently are:

- Lack of flexibility to select the right transport providers for the right job at the time of dispatch
- Limited ability to change and utilise services to drive better performance and cost
- Inability to review several rate cards across multiple services to select best provider
- Integration between transport management system and warehouse management system

Our ambition is to determine suitable Start-ups that can implement a transport carrier solution to select the appropriate freight services for the distribution of physical products across categories and provides:

- The ability to use any supplier in the logistics pool for any service in a dynamic and real time manner
- The ability to leverage niche service offerings from innovative carriers
- The ability to alter the carrier supplier pool and mitigate risk or when there are performance issues
- The ability to drive cost efficiencies through real time selection of lowest cost carrier to meet desired service levels
- Integration directly to the Company's pool of logistic suppliers.
- Better invoice reconciliation and cost control

### 2. Additional capabilities required:

#### For suppliers / operators:

- Provide a mechanism to use the solution anywhere transport is used i.e. mobile app, portal, website, integration to Warehouse Management system
- Ability of suppliers to receive orders from a single source, not through multiple portals and connections
- Ability of suppliers to provide updated rate cards to suit their transport profile and market interests – ability to opt in/opt out

#### For the company:

- Provide a consolidated view of all of the Company' freight giving us a standardized interaction and the ability to report across all suppliers
- Gain a single view of supplier spend and performance

3. Expectations from Start-ups:

Start-ups to propose solutions that cover the above desired capabilities and comment on:

- Freight sourcing and bid optimization – Details of Freight bid/auction capability
- Freight rating and contract management – Details of how minimum volume commitments with incumbent suppliers can be met
- Freight order management – Details of different commercial configurations with operators
- Operational transportation planning and optimization – Details of how carriers can be selected and handling of carrier limitations
- Freight audit, payment, settlement and customer billing – Details of billing, payment, reverse payment, charging to internal cost centres / projects etc.
- Trading partner network/community (e.g., carrier, supplier and customer) – Details of integration with APAC and International carriers

4. General notes:

Please note that at this stage THE COMPANY HAS NOT MADE ANY DECISION TO PURCHASE ANY RELEVANT GOODS OR SERVICES OR TO ISSUE A REQUEST FOR TENDERS OR PROPOSALS. Companies that choose to respond to this request do so at their own risk and expense.