Keelvar >

Optimize & Automate Transportation Sourcing

Learn how Keelvar helps customers navigate through logistics procurement complexity.

The sourcing of transportation services is known for its complexity. Transportation sourcing professionals face many challenges when collecting and analyzing carrier bids on their lanes, and buyers are often faced with disruptions to routes, supplier availability or capacity limitations.

Keelvar's intuitive sourcing optimization and autonomous sourcing solutions have supported hundreds of transport events for blue-chip companies across all industries, all transport modes, and all geographies to me these and other transportation procurement challenges.

Shippers and 3PLs use Keelvar for these transportation sourcing categories:

- Ground: Trucking and Rail
- Ocean Freight
- Air Freight
- Intermodal
- Parcel
- Truck Rentals
- Warehousing
- Fulfilment

Why Keelvar for transportation procurement?

Customers can use Keelvar's products across all modes of transportation shipping to optimize their carrier decisions and easily address a range of spend types from strategic, annual sourcing events to reactive spot bidding.

Our solutions offer a combination of an intuitive user interface, powerful optimization and autonomous sourcing bots that provide results and savings that are simply not achievable using Excel or basic eSourcing tools. Keelvar's products can help buyers make optimal decisions given a range of category- driven price and non-price inputs, allowing you to efficiently react to ongoing changes to rates, carrier availability, and real-time logistics needs.

With Keelvar:

Logistics complexities get optimized

Keelvar helps logistics buyers make optimal decisions given a range of category- driven price and non-price inputs, including:

- Number of potential carriers
- Size of spend
- Number of lanes
- Alternative lanes
- Capacity requirements (i.e. FTL/LTL, FCL/LCL)
- Capacity constraints
- Rate fluctuations
- Detailed cost breakdowns
- Equipment and handling requirements
- Transit times
- CO_2 emissions
- Service reliability

With Keelvar:

Automation makes it faster

Keelvar helps your transportation buyers be more efficient, agile, and strategic with intelligent automation that delivers:

- Easy to use request forms for business end users
- Carrier invitations,messaging and business end users
- Faster execution of spot bids

- Event triggering based on market conditions feedback
- Review of bids and award scenarios

Automate to replicate more of the best sourcing

Free up time for strategic tasks

Autonomous Sourcing

Sourcing Optimizer
Make the best sourcing decisions

Autonomous Sourcing

Extend the sourcing capabilities of wider organization

Improve governance and compliance with no additional effort

Sourcing Optimizer

Our core SaaS-based platform adds automation and ease-of-use to bring advanced optimization ROI to a broader range of spend categories and sizes. Create, launch, manage, and award faster and smarter.
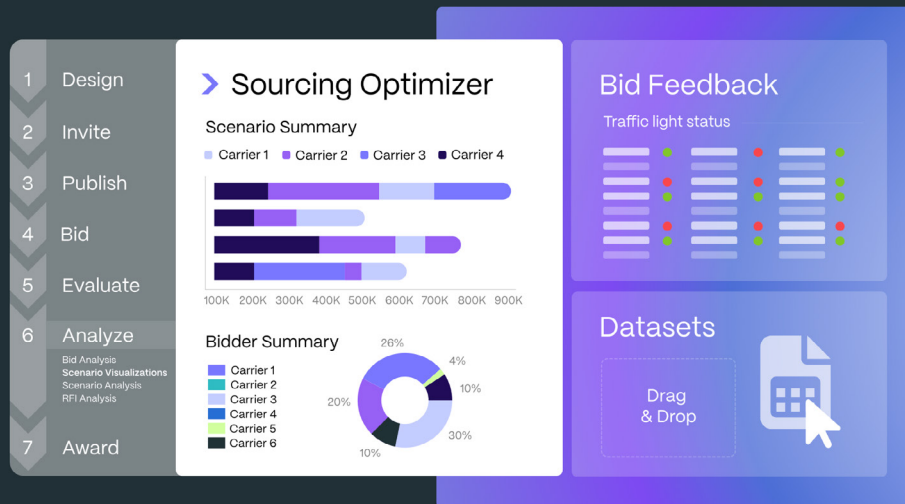
Autonomous Sourcing

These efficient no-code autonomous sourcing bots can take on significant sourcing event workloads. Our sourcing bots are purpose built, native in-app for specific spends.
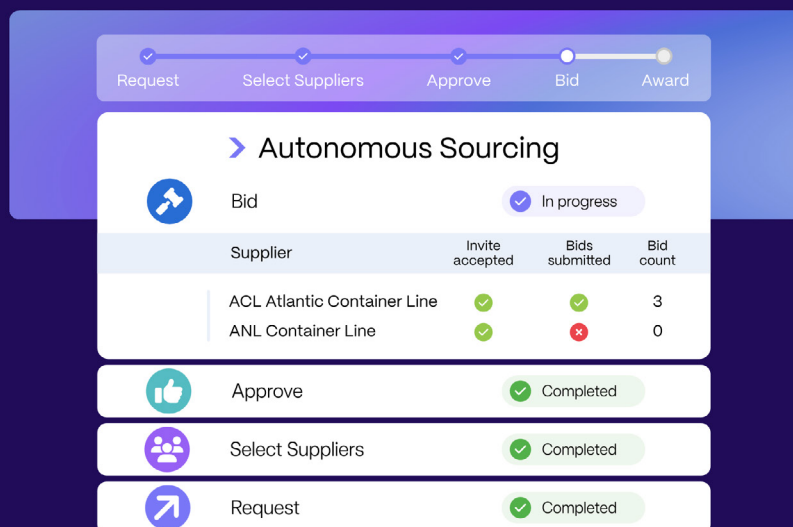
Autonomous Sourcing for logistics

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> " *As one of the early adopters of this AI Ocean Sourcing [bot] Solution with Keelvar, I can honestly say it's been groundbreaking for us... We now have a structured digital solution to manage all our 'off tender' requests, removing 100s of emails from our inboxes on a weekly basis. We are very much looking forward to a full roll out across our system in 2021.*
>
> – Logistics Procurement Manager for a Global Beverage Manufacturer

Ground transportation procurement

Ground transportation is one of the largest spend categories for many companies, characterized by large volumes of carriers and data, and many decision scenarios to evaluate before awarding the business. Keelvar's solution easily scales to support everything from smaller, frequent reactive spot bids up to your large-scale annual RFPs.

With Keelvar you can:

• Reduce risks across your truckload, LTL, rail, intermodal and other ground transportation needs using intuitive optimization and AI-backed solutions.

• Rapidly respond to market changes based on specific business requirements to make the best possible decisions that balance cost, service, and goals.

• Bring advanced automation features not supported by a Transportation Management System (TMS) or general eSourcing tools to the full spectrum of ground transport events.

Metrics from Keelvar–powered ground transport events

	Lanes	Bidders	Scenarios Analyzed	Spend	Savings
Logistics customer North American event	3k	350+	50+	$148m	7–15%
Electronics manufacturer European event	4k	40+	30+	$40m	8–15%
Car manufacturer Chinese market event	900	10+	20+	$250m	4–11%

Ocean transportation procurement

The sourcing of ocean freight transport has some unique challenges for companies seeking to move goods along global shipping lanes, but Keelvar offers an industry-recognized combination of sourcing optimization and intelligent automation that is proving its value for our ocean sourcing customers.

With Keelvar you can:

· Simplify complex, data-laden ocean freight sourcing processes with out-of- the-box, user-friendly automation features to speed event set up and improve competitive bidding.

· Increase speed and scalability to adjust to ongoing changes in rates and capacity in the global shipping market.

· Boost savings potential and improve tracking and forecasting in annual and ongoing year-round carrier negotiations.

Metrics from Keelvar–powered ocean transport events

MRO/Electronics Manufacturer	**5k** Lanes	**10+** Bidders	**150+** Scenarios Analyzed	**$60m** Spend	**2–10%** Savings
Retail	**1k** Lanes	**20+** Bidders	**10+** Scenarios Analyzed	**$100m** Spend	**2–5%** Savings
Conglomerate	**1k** Lanes	**20+** Bidders	**20+** Scenarios Analyzed	**$50m** Spend	**4–7%** Savings

Air transportation procurement

Sourcing the movement of goods by air often involves analyzing award decisions that weigh transit speed against cost and other factors. For buyers of air freight transportation, Keelvar's solutions are well suited for optimizing and speeding decisions given the turbulence and constraints within this mode of shipping.

With Keelvar you can:

• **React dynamically** to ever-evolving air freight capacity and rate conditions using modern, intuitive sourcing optimization and autonomous sourcing solutions.

• **Improve efficiency and productivity** of your air freight transportation processes while retaining full control and approval over events and key decision points, including award decisions.

• **Increase decision quality** using optimization to analyze scenarios that weigh cost, transit speed, mode shifting, alternative lanes, CO_2 emissions, and more.

Metrics from Keelvar-powered air transport events

Electronics Manufacturer	**400** Lanes	**20+** Bidders	**10+** Scenarios Analyzed	**$30m** Spend	**5–8%** Savings
Car Manufacturer	**200** Lanes	**20+** Bidders	**10+** Scenarios Analyzed	**$15m** Spend	**6–11%** Savings

In Summary: Why Keelvar for Transportation Procurement?

Nearly all of Keelvar's customers across the globe have used our Sourcing Optimization solution for improving savings and reducing time-to-award-decisions in at least one mode of transportation procurement.

Key reasons to choose Keelvar:

· Our ability to scale and support large scale, complex annual Transportation events with greater ease.

· Our solution's design to improve competitive and creative bidding from the carrier's perspective and its bene its to buyers.

· Our advancement of the procurement process by adding in intelligent automation capabilities.

· Our Professional Services that can support transportation sourcing event design, management, and benefits growth.

> *Over the years, I have used many bidding tools from different vendors, but Keelvar is the one I have liked most of all. As a supplier submitting bids, Keelvar is very easy to navigate, very comprehensive, and communicates the tender process very clearly and nicely. Its light design makes the work easier as well. My thumbs up to the tool creators, good job!*

–Dragan Vidicki, Director of Transport & Logistics, Agrorit D.O.O.

About Keelvar

Founded in 2012, Keelvar is moving procurement forward with our best-in- breed SaaS software for intelligent sourcing optimization and autonomous sourcing, designed for easy adoption, scale, and productivity.

Keelvar ❯ Speak with one of our experts today by visiting www.keelvar.com