











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 meet these and other transportation procurement challenges.

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

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

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
- CO2 emissions
- Service reliability

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



Ground transportation procurement

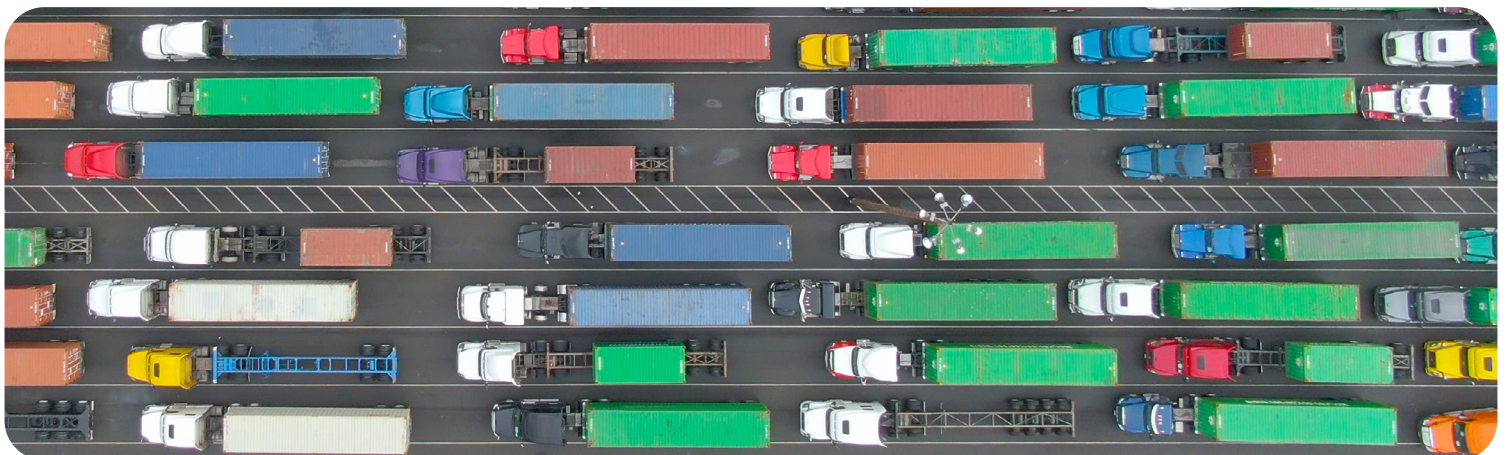
Ground transportation is one of the largest spend categories for many companies, characterized by large volumes of carriers and data, and many decision scenarios to evaluate before awarding the business. Keelvar's solution easily scales to support everything from smaller, frequent reactive spot bids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

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



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, CO2 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?

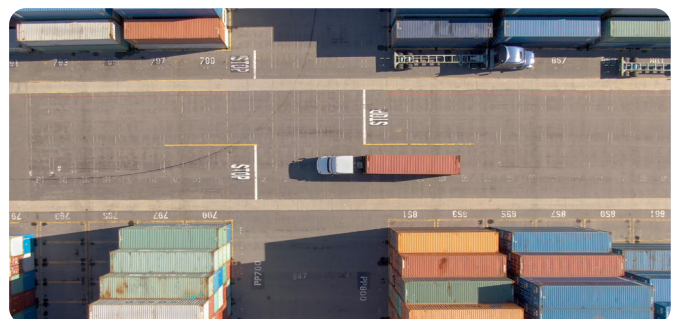
Nearly all of Keelvar's customers across the globe have used our sourcing optimization solution for improving savings and reducing time-to-award- decisions in at least one mode of transportation procurement.

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 benefits 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.

“ We now have standard elements that can be followed for road transportation events, making it much more efficient for the team, and for leadership.

- Koteswara Rao Malipeddi, Group Senior Category Manager for Logistics 



Keelvar >

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