



# Transportmarktentwicklungen 2020 und innovative Konzepte zur Leerkilometer-Reduktion



**Armin Musija**

Manager Strategic Initiatives,  
Transporeon GmbH

1. ■

Logistics  
today



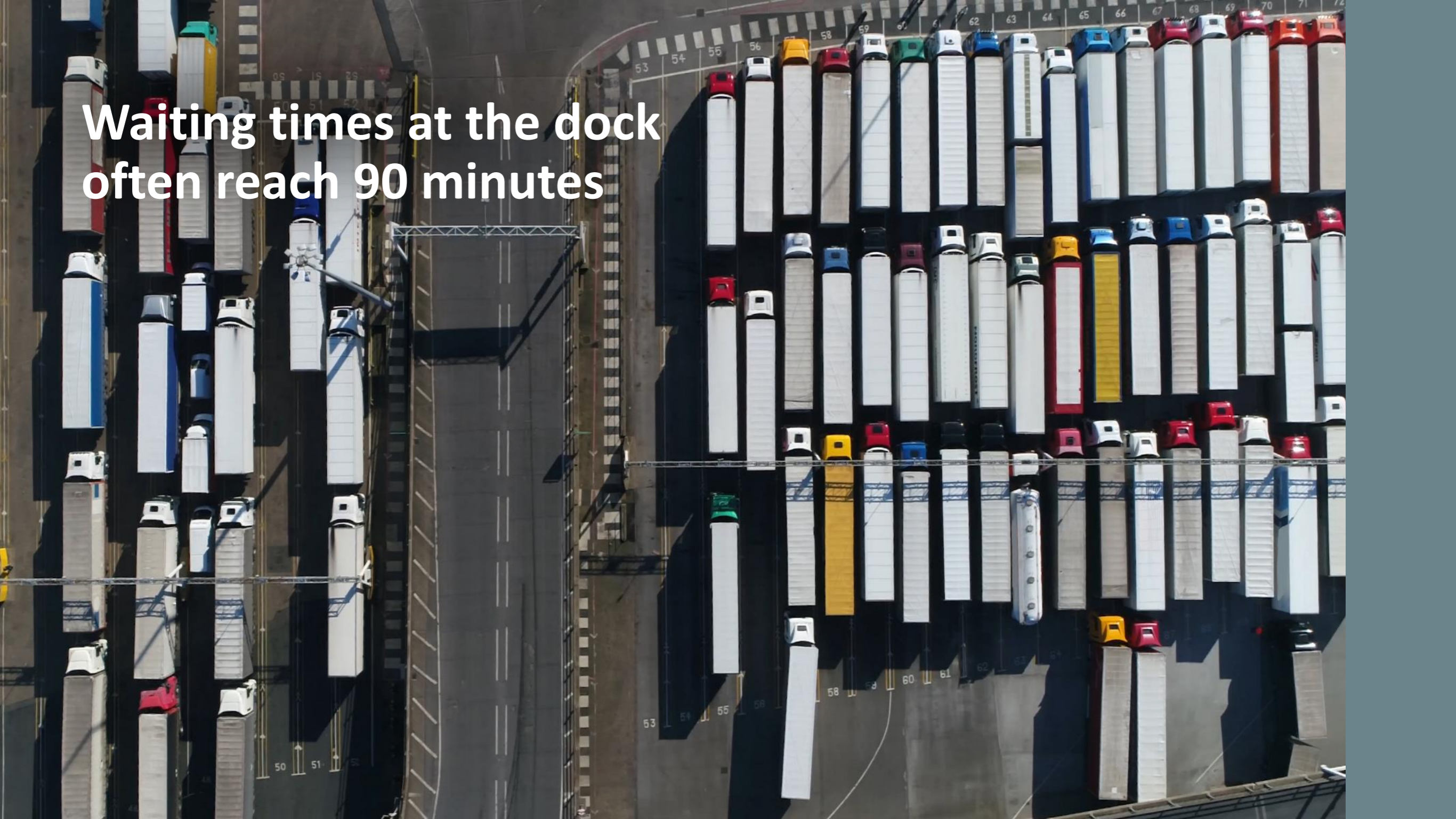
**Logistics is not efficient  
and even less sustainable**



**Every 4th truck on  
the highway is empty**



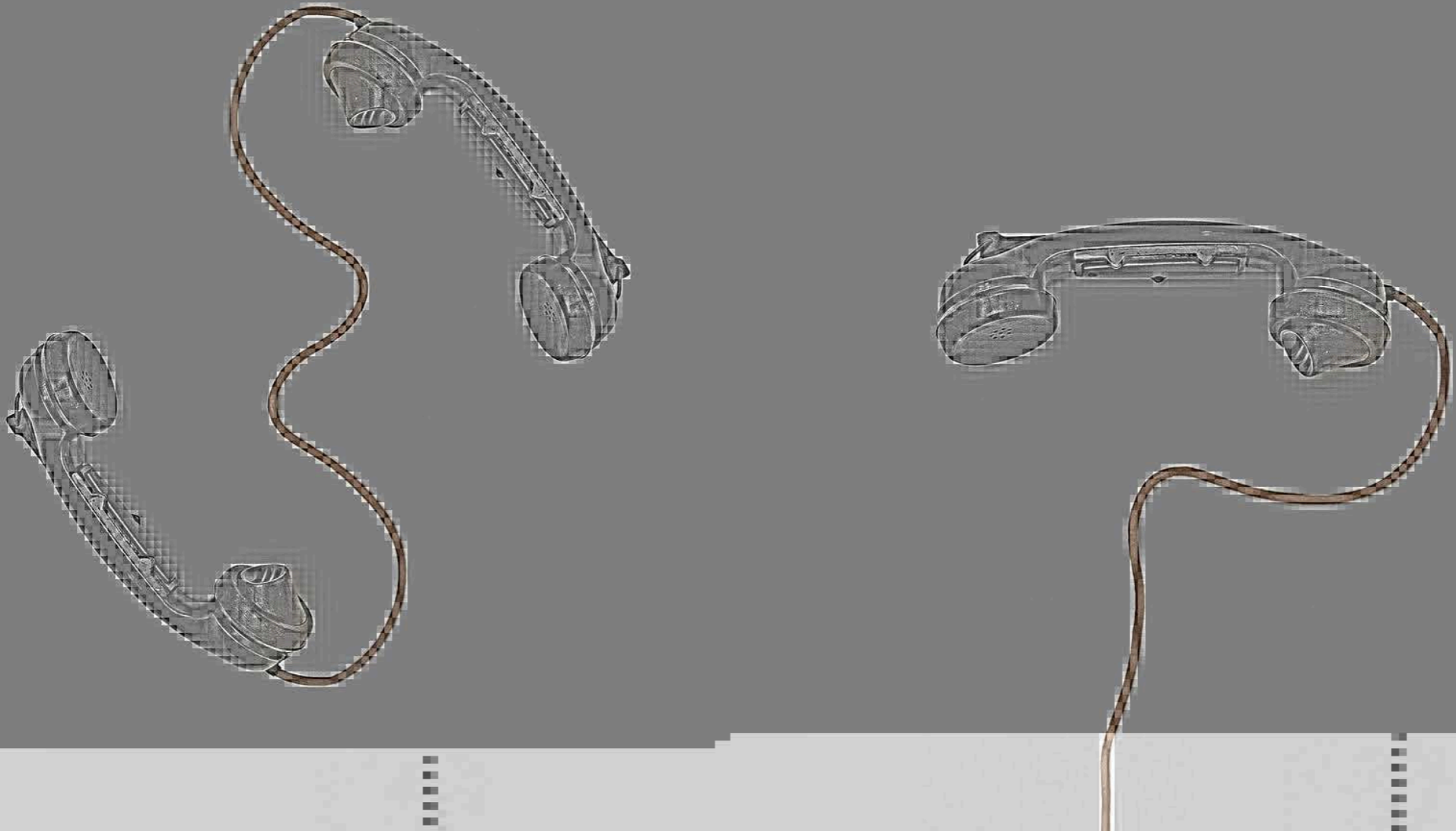
Waiting times at the dock  
often reach 90 minutes



**Lack of transparency makes it more difficult for shippers to access available transport-capacity**



# Communication is broken





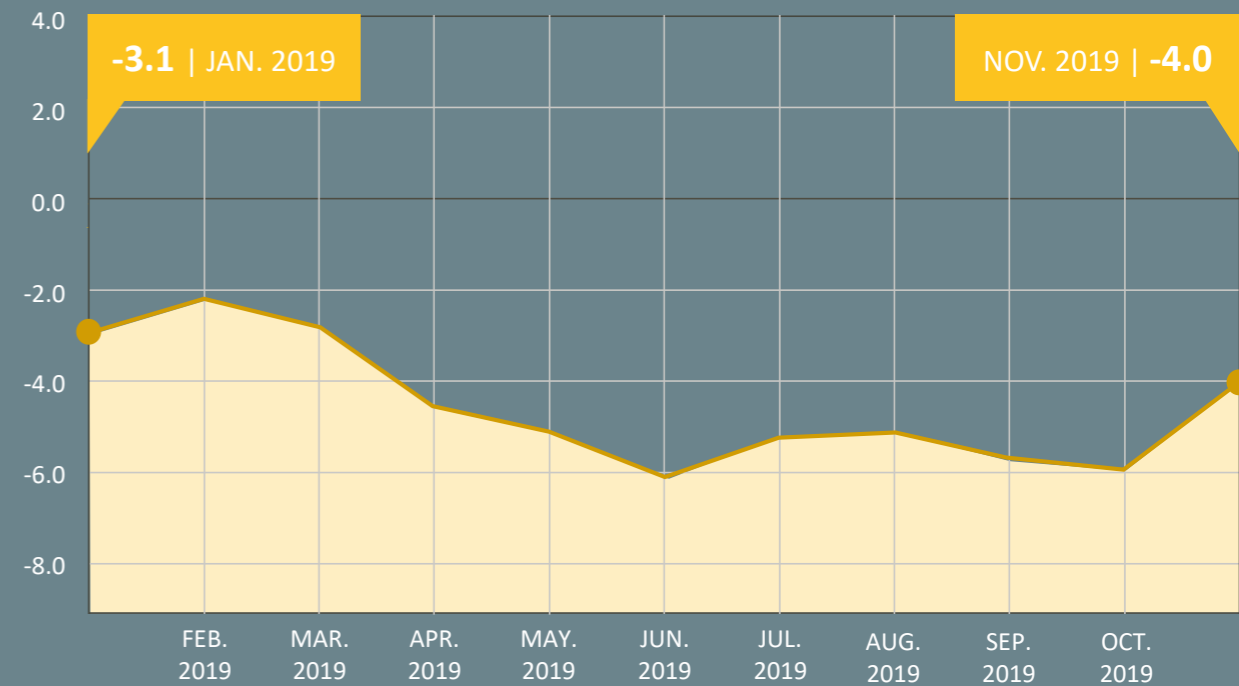
# CO<sub>2</sub> Emissions



# Economic and political uncertainties

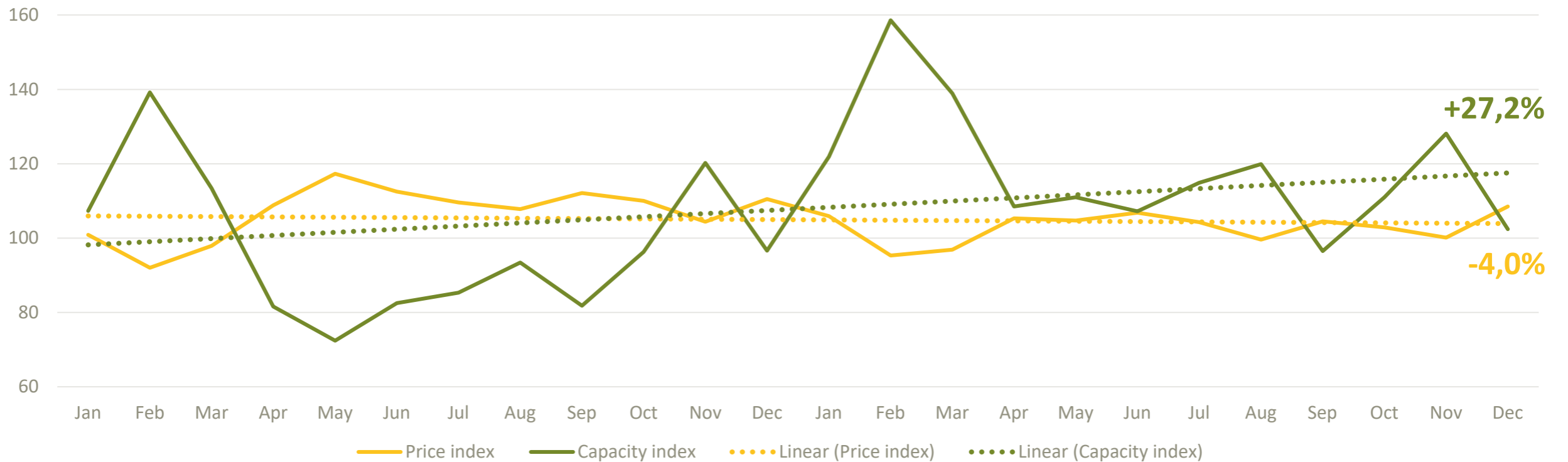


*Industrial production Germany (% change)*



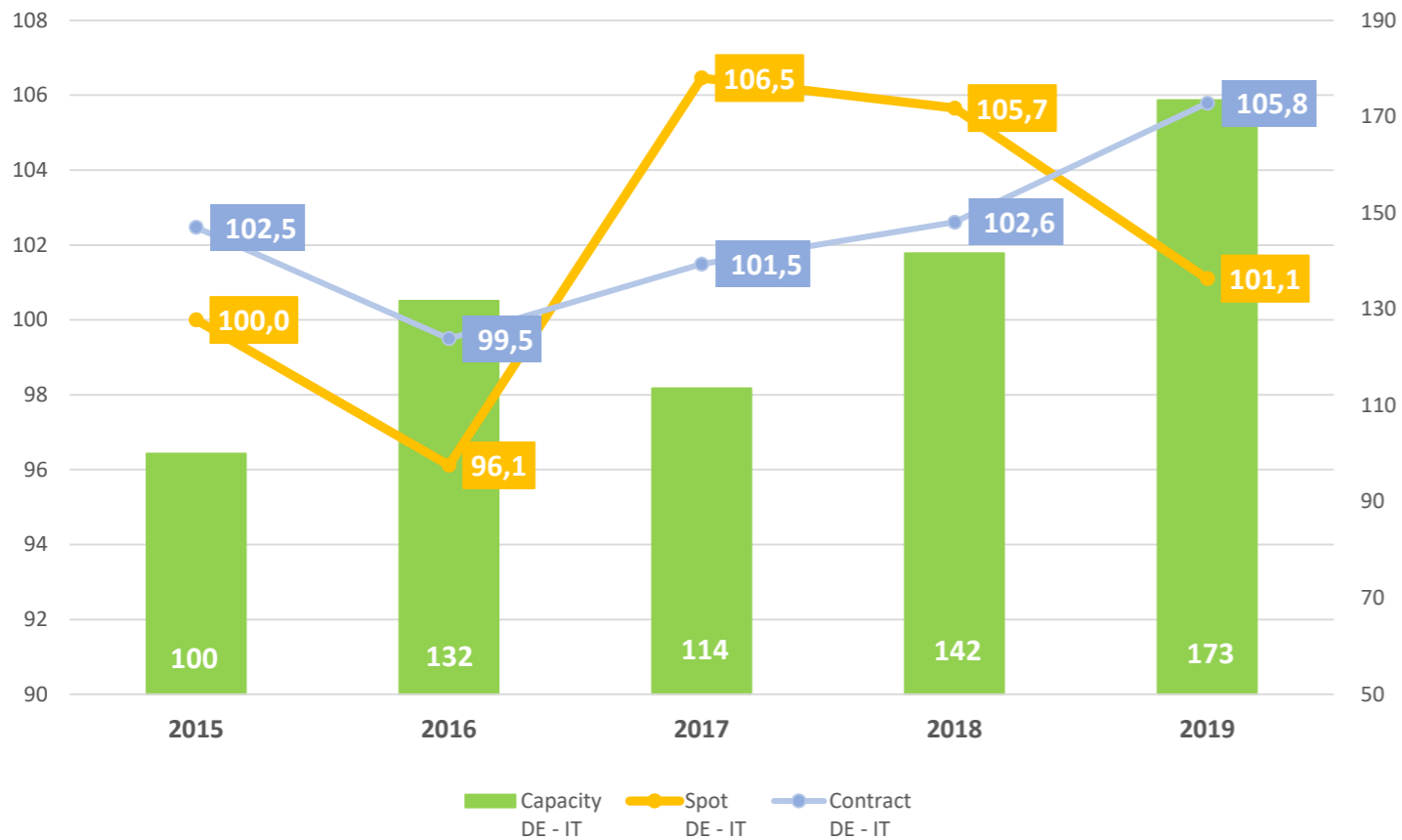
# Price and capacity volatility

Price and capacity index (monthly figures) - trendlines



# Contracted vs. spot market index

Germany – Italy 2015 - 2019



## 2019 vs. 2018

Spot index

**- 4.3 %**

Contracted index

**+ 3.1 %**

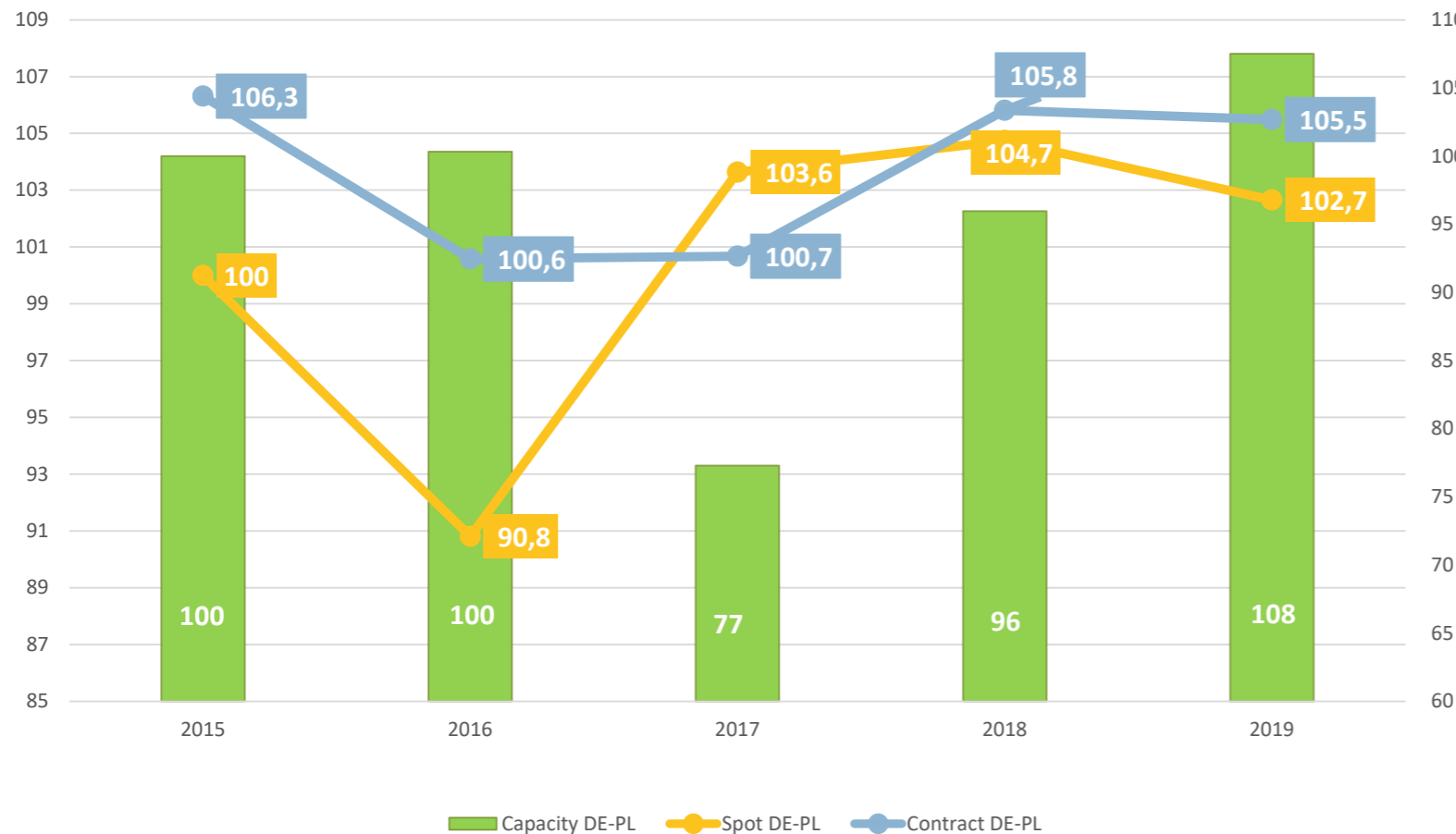
Capacity index

**+ 21.8 %**

Source: Tim Consult Transport Market Monitor | EU Base value 100 = 2015

# Contracted vs. spot market

Germany – Poland, 2015 - 2019



**2019 vs. 2018**

Spot index  
- 2.0 %

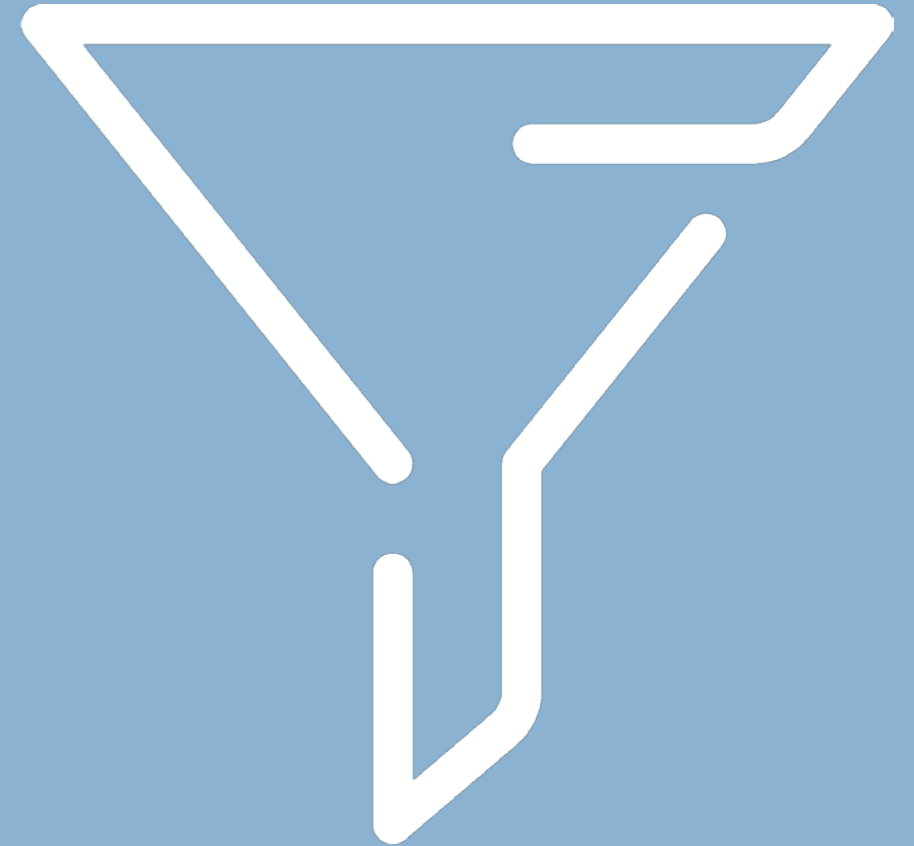
Contracted index  
- 0.3 %

Capacity index  
+ 12 %

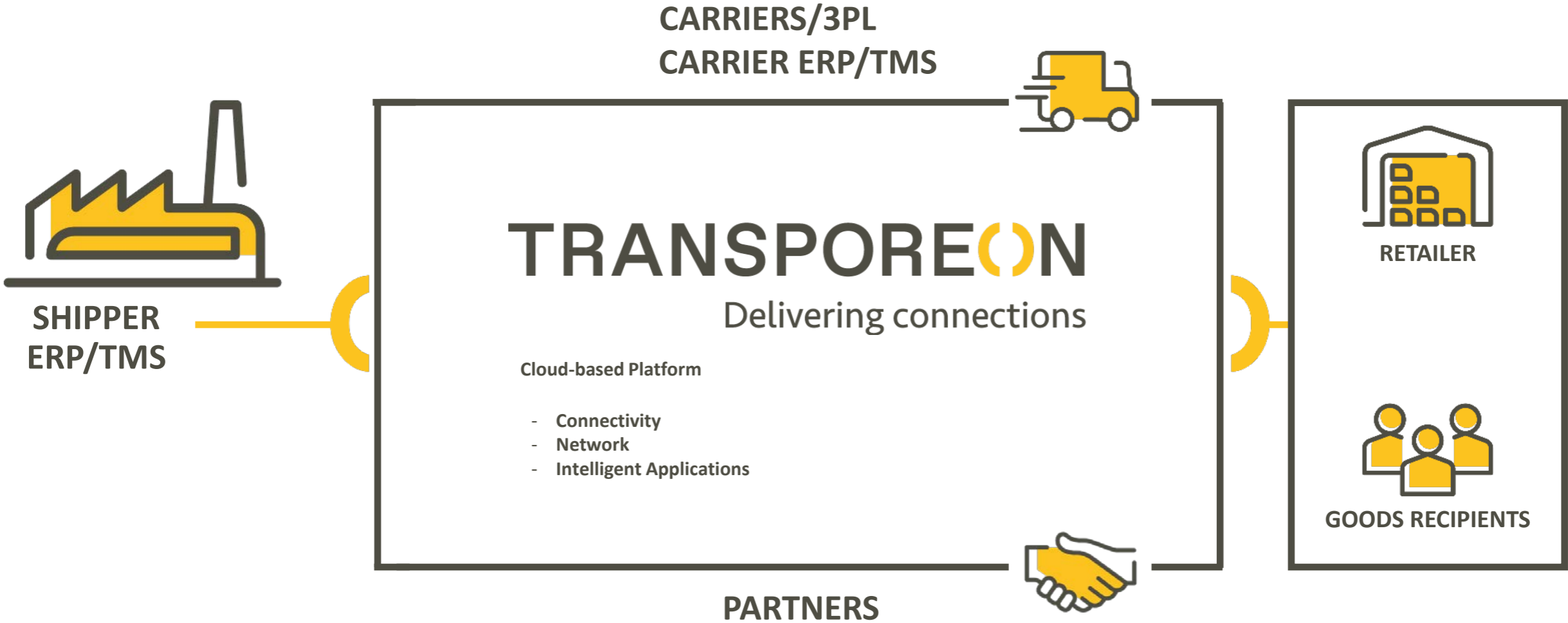
Source: Tim Consult Transport Market Monitor | EU Base value 100 = 2015

# 2.

**Data driven products  
for a more efficient  
transport execution**



# Transporeon's role in the supply chain ecosystem

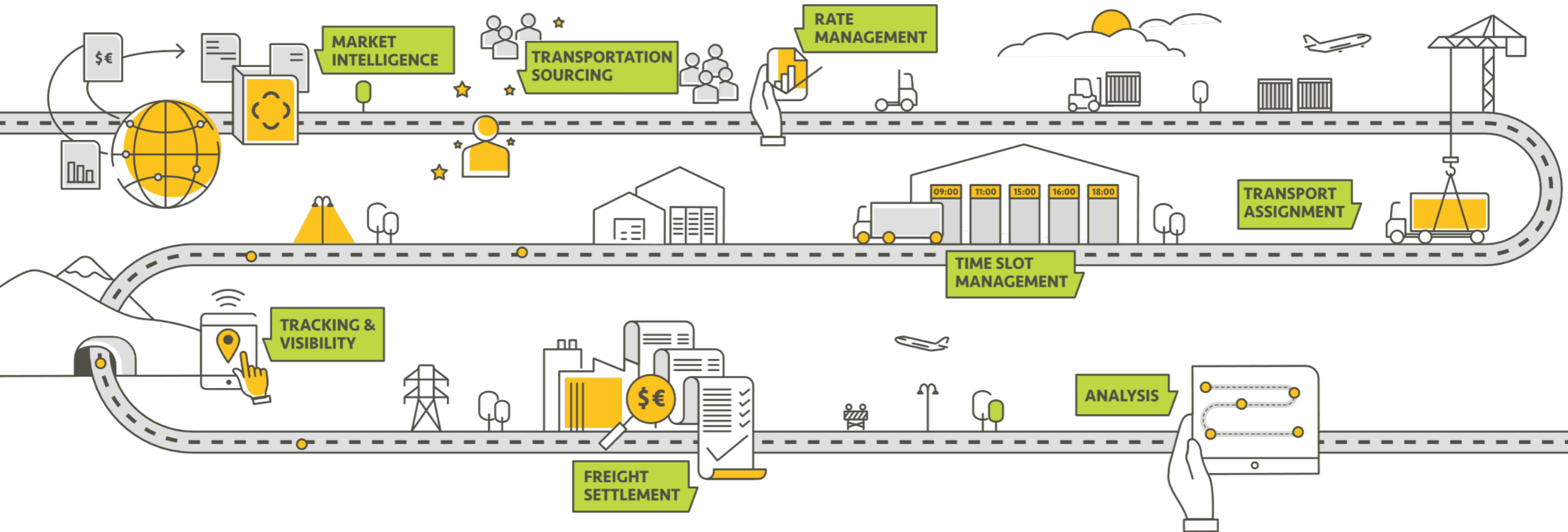


# Using the technology

TRANSPOREON



*The more you use Transporeon,  
the more efficient your processes  
become"*





# Why will logistics platforms be successful?



*The  
Transporeon  
Network  
Effect”*

**100,000+**  
booked time slots  
and assigned  
transports per day

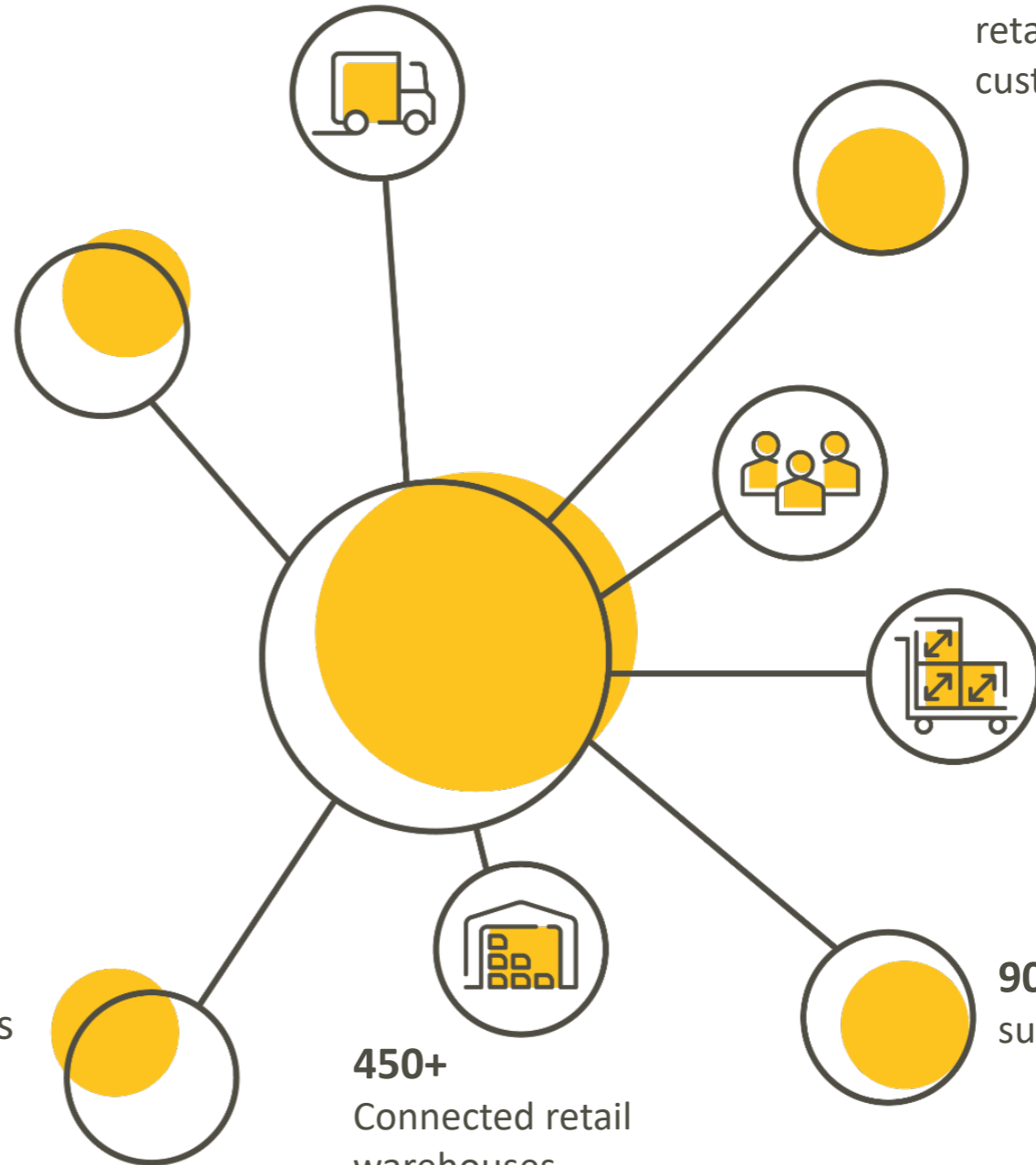
**1,200+**  
retail and industry  
customers

**25**  
languages

**450+**  
Connected retail  
warehouses

**€20bn+**  
freight spend data  
pool

**90,000+**  
suppliers and carriers



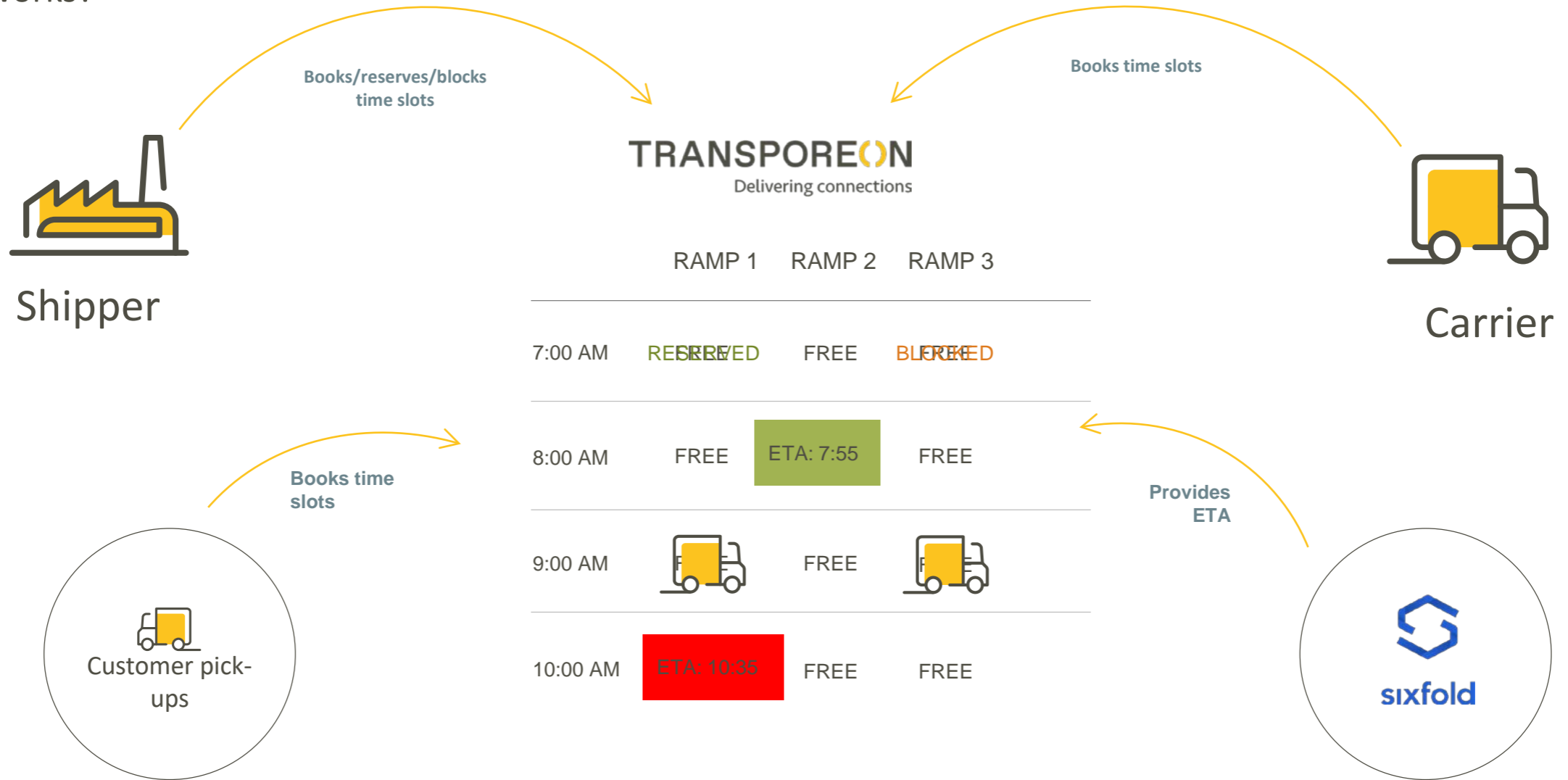
# 3

■ How to bring more flexibility in shipper's daily transport assignment to reduce empty miles



# Time Slot Management

How it works?



An aerial photograph of a multi-lane highway. A dark car is in the left lane, and two large trucks are in the right lanes. The highway is bordered by a grassy embankment on the left and a guardrail on the right. The text is overlaid on the image.

**Challenge of  
fixed contracts:**

**Static contracts cannot adjust  
to day-by-day volatility**

# Matching capacity and demand is the key to reduce empty runs

So many different lanes

So many carriers with so many trucks

Where do carriers have connecting loads?



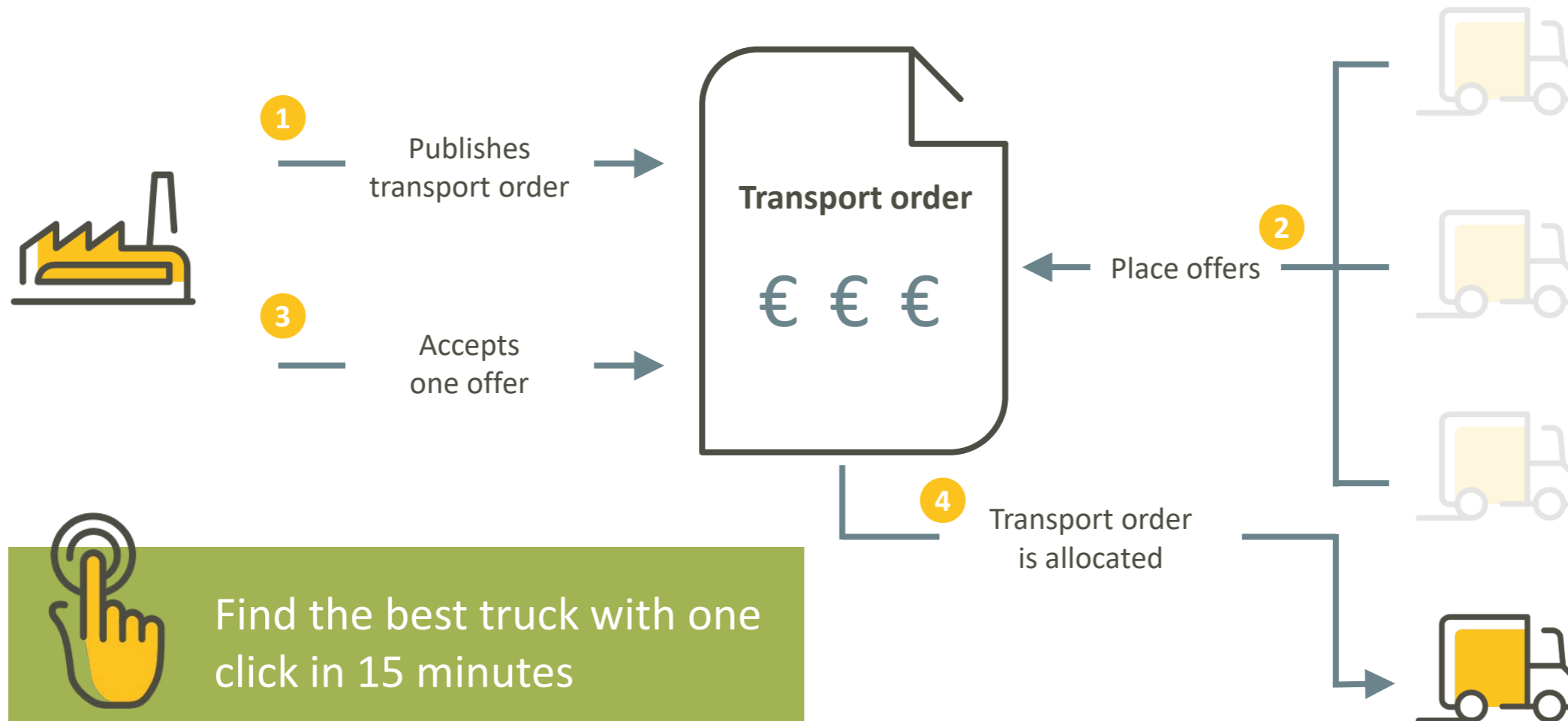
**How do you challenge  
your carrier network?**

**TRANSPOREON**

Delivering connections

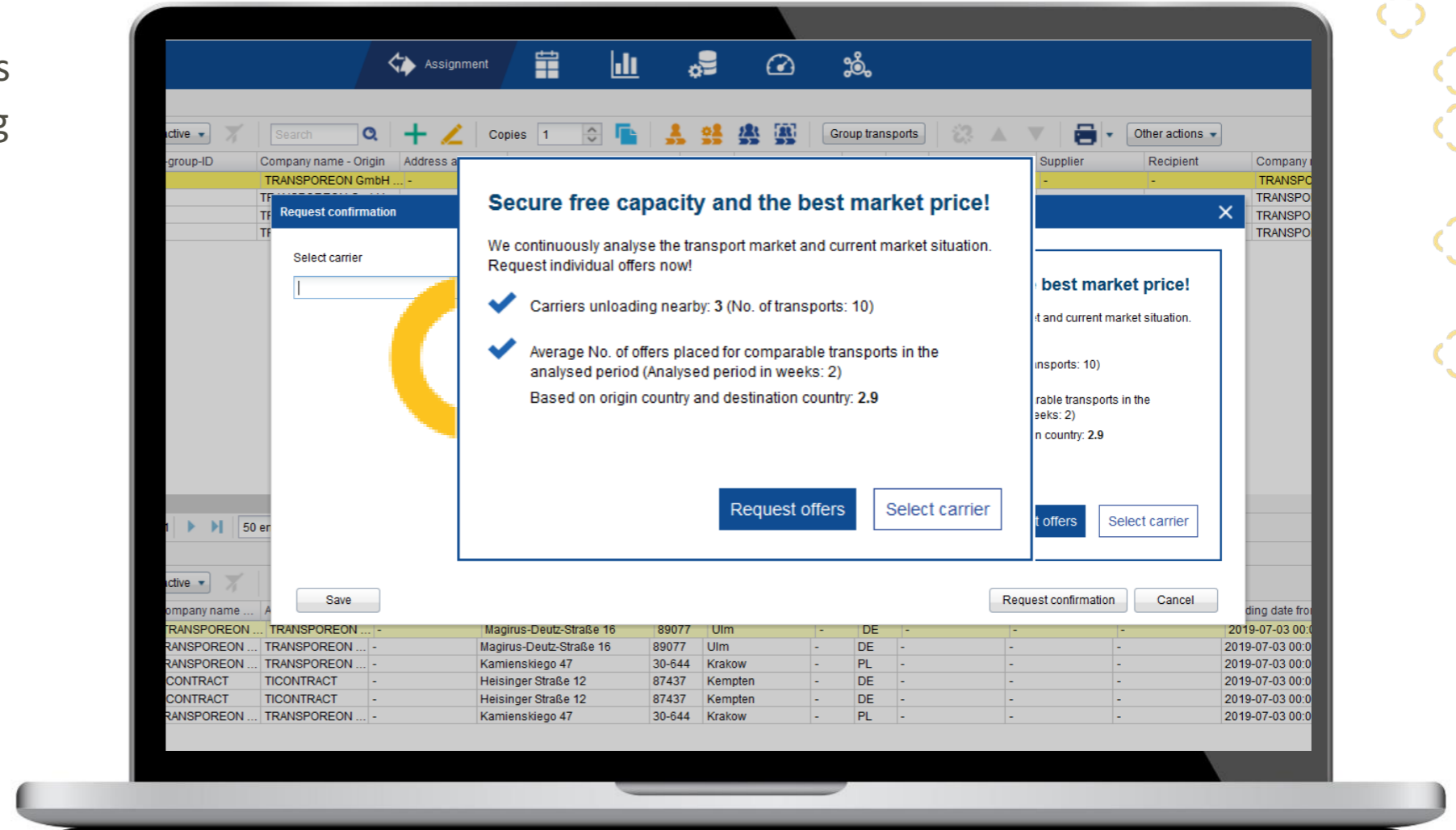


# Finding the best carrier offering the best price



# Connecting Load Agent & Offer retrospect

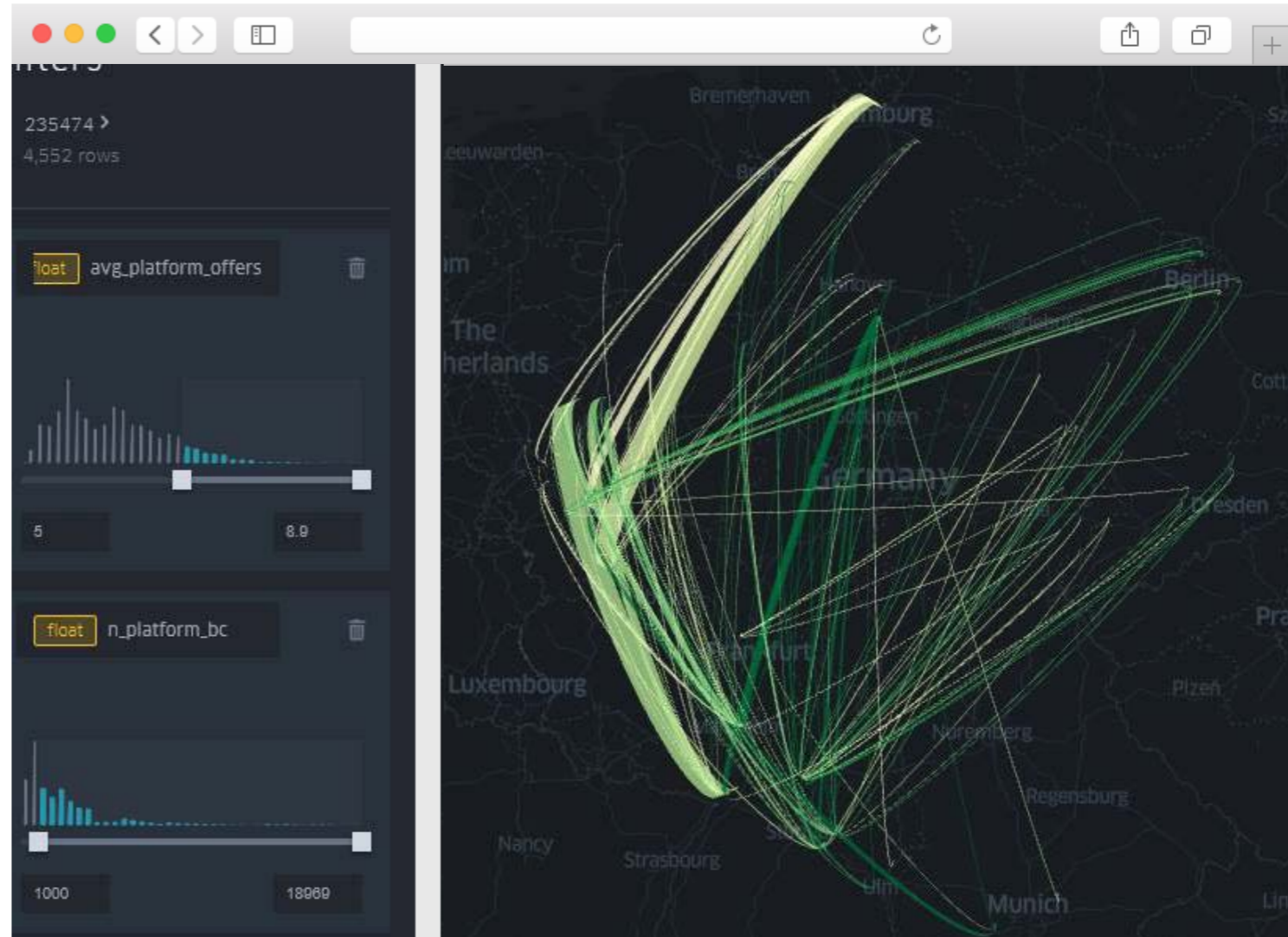
- Connecting load agent shows number of carriers unloading nearby
- Offer retrospect shows data based on results of previous offers received on country level of all transports





# Lane Viewer

Supporting shippers to move to smart assignment – with best carrier only on selected lanes



# Transporeon's data driven approach: Efficient, sustainable and cost-saving

Illustrative benefits for shippers & carriers:



13%

reduction of  
empty runs



30%

improvement in  
dispatcher productivity



Up to 10%

reduction in  
transportation costs



Up to 40%

waiting time  
reduction



# Do you want to go further?



[Register here](#)



[Download here](#)

# Thank you for Your attention.

## CONTACT

Armin Musija,

Manager Strategic Initiatives, Transporeon

TRANSPOREON  Delivering  
connections

MERCAREON 

TICONTRACT 

TIMCONSULT 