



B R O C H U R E

Don't drown in data during ocean contract bids

F R E I G H T C O N T R A C T M A N A G E M E N T

Eliminate months from the bidding cycle and save millions by taking transportation bid management to the cloud

Each year, North American importers struggle with ocean shipping contract negotiations, pushing to finalize rates before peak seasons kick in. Due to global shipping lane and service complexities, the majority of paper, spreadsheets, email and multiple versions of disparate data. They try to limit the amount of time and complexity involved by casting a narrower net with fewer participants. They look at the top lanes and glance over the rest. In the end, little time is spent negotiating and shippers end up leaving significant money on the table. Sound familiar?

A painful annual process

Today's ocean bid process can take many months in a manual spreadsheet environment. Companies spend excessive amounts of time gathering and scrubbing data and only 15% of their time negotiating. As a result, they only analyze a small number of carriers and only the top lanes. Often, they "settle" instead of digging into the process and optimizing all they can. Why? It's too cumbersome to look at 100% of lanes and 30+ or more carriers.

Even when the bid event is complete, many importers lack the contract and rate management capabilities to manage on-going amendments and rate changes. The traditional process for ocean shipping doesn't have a systemic way to link contract rates to daily shipment execution for correct routing and load rating. There's no way to measure "planned expense versus actual expense," to evaluate how the bid actually delivered. With many freight payment processes still highly manual and paper-based, there is little ability to link contract rates to an actual actual EDI 310 Freight Receipt and Invoice transactions from carriers.

Digital bid management—in 45 days

There's still time to change direction and optimize transportation spend—to save thousands, if not millions of dollars—in your next bid cycle. For over 20 years, importers have trusted Infor Nexus™ to automate their ocean and air freight procurement, contract and rate management, as well as their carrier and NVOCC bookings. With Infor Nexus, companies can move procurement teams from wrangling spreadsheets to focus on strategic initiatives, like growth and risk management.

Automating the ocean bid process in a cloud-based network platform sets the stage for massive time and cost savings. Digitizing data that can feed into optimization engines able to run “what if” scenarios to determine the right balance of service, cost, and risk in carrier selections and allocations. Digitization also addresses the contract management barriers that exist in the manual world.

Proven benefits with Infor Nexus

- Give your team a single source of truth with a network platform that eliminates duplicate files, multiple versions, local data silos and non-standardized bid responses
- Maintain a complete negotiation history across carriers in the bid process
- Evaluate “what if” scenarios to obtain the best cost/service solutions for your business with a platform that provides spend optimization
- Quickly see optimal plans and identify negotiating points, then push the data into offers which can automatically populate rate management on carrier acceptance
- Interact with carriers on the platform to revise and refine bids so that data is entered only once, and flows seamlessly in to digital contract and rate management

- Keep your organization in sync on best rates throughout the year with active contract management and updates as lanes are added or changed
- Benefit with fully auditable contract change history for SOX compliance
- Control access to contracts and rates within your enterprise to maximize visibility and eliminate unauthorized changes

Infor® Nexus works with the world's largest manufacturers and retailers to digitize and automate ocean and air freight procurement and direct carrier bookings for comprehensive spend management. With bid events and execution on a single platform, companies can pursue continual improvement in freight procurement, easily leveraging past performance data and activities to save time and money in each procurement cycle.

Hundreds of global enterprises have benefited from the Infor Nexus network cloud platform to improve global supply chain visibility while keeping logistics costs in check. These leaders have been able to significantly reduce global transportation spend and cash leakage beyond base rate negotiations, often reducing procurement event durations from months to weeks. In some cases, those events were compressed to days

If you're looking for immediate results, Infor Nexus can deploy digital freight procurement in roughly 45 days to get you ready for new ocean or air freight bid procurement cycles. Don't waste another year dealing with critical procurement inadequacies, especially with market and demand volatility still ahead. Protect your freight capacity, as well as your profitability.

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641 Avenue of the Americas, New York, NY 10011

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