



Otelinox, part of Samsung C&T, uses CargoTender for freight procurement

"We started to work with the CargoPlanning platform since 3 years ago. We chose an online platform for freight tender thanks to the benefits offered - speed, transparency and automatic centralization of the results. We use to invite more than 40 transport providers and select the best offers for this kind of services.

CargoTender was exactly what we needed at the right time. The main advantage was the time reduction for the entire process. The prices offered by the carriers were as expected and due to the introduction of the target price for each area."

Mihail Bachios
Logistic Team Deputy Manager

ABOUT

> *manufacturing company of special and laminated steels;*

> *founded on June 1, 1974;*

> *since 1997, Otelinox's majority stake (51%) has been acquired by Samsung Deutschland GmbH;*

> *60,000 tons per year - production capacity for stainless steel sheets and bands;*

> *100,000 tons per year - production capacity for small profiles and wire.*

CHALLENGES

- Huge amount of data to handle with - we took a lot of phone calls and we used to exchange a lot of emails or to do paper work in order to find the best carriers for our shipments;
- Lack of transparency - we do care about our partners and we want to give everyone the same chances, so we wanted a collaborative system to provide real time data on the progress of the tender.

RESULTS

- Streamlined the tendering process - the bidding time shortened from 2 weeks to 3 days;
- For 10% of the routes, we obtained lower prices than the proposed target price;
- Better control over the entire process - we focus on choosing the best offers instead of centralize every information (the platform has a unique mechanism of centralizing the offers based on our needs).