Corporate Exchange Network (CEN)®
– Freight management in networked systems
About us.

benelog provides to all parties involved in the chain of transportation, a highly functional, modern and internet based freight-acquisition, -disposition, -processing and -tracing system.

Within the *Corporate Exchange Network (CEN)* there are only winners as all parties involved profit from the services and possibilities the transport management system offers and provides:

- connection and gateway - using a central login - to a cooperation network of Cargo Loaders, optimizing loads, reduction of empty capacity tours, fair market pricing for freight as well as reduction in acquisition, processing, integration and communication costs are the major advantages for you as a carrier
- for loaders we offer a flexible system which connects and integrates with your current transport partners as well as to a wider marketplace. Improved efficiency, time and cost savings helps and wider access to carriers help to you improve your competitiveness.

Our freight management system provides in addition all functions and services that a 'Freight Exchange' provides without the usual restrictions, with respect to the flexibility and support of integration to all the pre and post enterprise related processes and with respect to business partners without any disadvantages.
What benelog does?

benelog helps to make the classical business processes with the support of the newest internet technologies easy to manage.

benelog easily integrates your ever changing business partners: From shipper over to the transporter to the carrier.

benelog places a complete functional system without any process or medium interruptions at your disposal.

What does benelog offer?

A complete transaction oriented freight management system over a technical platform which can be accessed and operated over the Internet.

All that you would be requiring is an Internet connection and the necessary login credentials from benelog.
And your benefit?

You are able to integrate with your business partners in a very simple, effective and uniform manner.

You can also immediately transact with all the other participants who are already using the system.

With your partners all the individual steps or processes of the freight management can be transacted:
  - Data entry and tour planning or disposition along with option to do mock trials
  - Initiating and selecting the most compatible or available partner or partners
  - Negotiating prices (when necessary with benchmarking)
  - Documenting the entire process(es)
  - Extensive controlling (as per desire)
Freight management in networkd systems - 
the Corporate Exchange Network (CEN)®…

- Allows flexible usage as CUG, co-operating partners or “open for all” (in any desired combination/grading),
- allows a transaction in a set of multiple (timed) steps which is open to specified or all participants,
- minimizes the administration efforts in a repetitive course of events through a standard and uniform data availability,
- prevents errors in data transfer through a uniform and detailed communication process,
- ensures synergy in organization or groups/co-operations through online communication with all the parties involved,
- significantly improves your operative results!
Classical freight management mostly done by phone/fax:

- Orders are mostly placed in a decentralized way, freight charges depend on the dispatcher.
- Transaction takes place manually and sequentially over phone/fax being time consuming and causing extraordinary communication costs.
The main processes in the transactions relating to package freights, part shipments and complete shipments is characterized by ...

- Manual, time intensive and open to error processes in the normal order processing in the course of the day to day dispositions,

- A system based, limited market and information access of the dispatcher during the purchase and sale of freight,

- Unutilized potential arising out of synergies and coverage available inside the own business/group/network/co-operation partners,

- High administrative costs due to manual documentation, preparation for the transport order, CMR, invoices etc.
The benelog technology supports the shipper, the transport organization and the carrier in aspects of quality and cost control..

**Cost Factors**
- Acquisition costs
- Freight charges
- Administrative costs
- Transaction costs
- Communication costs
- IT costs
- Management costs

**Quality Factors**
- Reaction time
- Delivery reliability
- Damage/loss ratio
- Availability of information
- Appearance to clients
- Event management

**Carrier**

**Cost Factors**
- Acquiring freight
- Capacity usage/load
- Transaction costs
- Communication costs
- IT costs
- Management costs

**Quality Factors**
- Freight details
- Load diversity
- Competition
- Idle time
- Payment habits
The Solution:

Freight management in networked systems - the Corporate Exchange Network (CEN)® ...

Order entry, dispatching, purchase and sale of transport orders, ...

Checking market prices, purchase trends, delivery reliability, payment habits, ...

Integration of heterogeneous IT and data, language/country, processes ...
The shipper enters freight / loads and consolidates it which are then put up as transport offers (orders).

All the necessary details can be entered, including:
- the sorting order
- dangerous goods
- temperature controlled goods
- in-between stops for loading and unloading as well as instruction for the same.

The duration and the target group to which the offer applies can be decided upon. Additional documentation for the orders can be kept ready.
Offers freight

Upon release of the order all the carriers, who have opted for notification, are notified through electronic mail, over the action monitor and/or SMS.

An always active ‘Action Monitor’ is alerting all participating members on important events during negotiation/transaction (order bid, bid too expensive, bid accepted, …)
The carrier benefits from an always actual, personalized view of freight available to him since: expired, cancelled and/or already negotiated orders are taken out of the carriers view.

In addition carrier can opt for a “Search Agent”, which alerts him of new freight offers based on freely selectable criteria (e.g. pickup and delivery points, type of goods, tonnage...).
Freight management in networked systems - the Corporate Exchange Network (CEN)®

Allows flexible usage as CUG, co-operating partners or “open for all” (in any desired combination/grading)
Implementation

from simple to complex, own appearance or integration/connection, adapted “look & feel”, ...
Standard Tenders

Optimum price through publishing of bids.

If the need for negotiation of long term shipments/contracts or any other logistics purchasing (warehousing, etc.) arises, the tender module is the right place to go.

Two tender options available:
- „best bid“ = bidder must bid lower than the last best bid
- „non best bid“ = bidder only needs to bid lower than his own last bid

Flexible models for taking over the costs of Tenders.
The standard tender

Procedure:

1. Create a tender, attach documents and publish the same (to limited users if desired) on the platform.
2. During the qualification period (first bid period) the list of approved bidders (carriers) is determined.
3. Open price negotiation during the bidding period (bids are only visible to approved bidders).
4. To prevent “auction sniping” bidding period may be (automatically) extended by optional extension periods.
5. End of Tender. Notify the winner and send the necessary contract documents to the selected winning carrier.
The standard tender

Qualification period (carrier view)

Beginning with the *qualification period (first bid period)*, the bidders can bid a binding *first bid* which may be changed or corrected. However in this period the bids from the other bidders are not visible.

The shipper can freely determine the duration of the tender and its individual periods as well as the *group of persons* who may get access to the tender.
The shipper however sees all the first bids made. Only bidders who have made a first bid are allowed to take part in the tender i.e. bid further in the bidding phase (and therefore may view other bids and participate in the bidding period).
To prevent “auction snipers” (bidders who bid in the last second to prevent other bidders to react on the bid) an automatic extension of the bidding period can be configured.

To prevent errors, unrealistic bids or too small price differences, the bid limits and the acceptable bid difference between the bids can be configured.
The standard tender

Bidding period (carrier view)

Beginning with the *bidding period* all the qualified bidders can follow the bidding and see the bids of the other users in a *graphic* image and may react by giving new bids.

The tender is conducted anonymously i.e. the bidders remain anonymous to each other during the *tender*.
The shipper is allowed to see the name and ranking of the bidder during the tender. If the shipper does not make any reference to his identity in the tender documents, his identity is not revealed to the bidder. The system shows only the ranking of the shipper to the bidders.
Combined tenders

The cost saving potential of the combination tender, as experience shows, is significantly higher than by “classical/standard” tender

element for a combined tender for line operations.
Optimum price through synergy effect

- Tender routes (white)
  - Single trips A to F
  - Round trips AB, CD, EF

- Routes in own network (dotted)
  - allows combination potential

- Any combination (yellow) can be put up by bidders (e.g. AC, ACE)
  - Taking into account the implicit constraints (A vs. AC)
  - explicit constraints (e.g. Truck type)

- Optimization of own network reduces costs which leads to lower bids
  - a win-win situation for shipper and carrier
How much does it cost?

Costs for the shipper:

- **€ 0 - monthly** for basic modules (all necessary functions for general freight management transactions are included)
- **€ 50 - € 150 – monthly** for individual modules (disposition, reporting, control module)
- **per agreement** tenders/framework agreements

Costs for the carrier:

- **€ 50 - monthly** basic fee for a national freight trip
- **€ 4** basic fee for a cross border freight trip
- **€ 6** basic fee for a cross border freight trip

*adjustable against the basic fee*
# Integrated countries

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