



## BidSense: Strategic transportation procurement solutions to optimize business needs

### STREAMLINED TRANSPORTATION SOURCING

Transportation procurement is an integral part of the modern supply chain, and success requires a strategic implementation plan. Shippers and 3PLs focused on optimizing the RFP process turn to BidSense, a cloud-based solution for transportation sourcing, bidding and pricing negotiation for LTL transportation.

BidSense helps customers automate transportation purchasing within their overall procurement process, a crucial step when looking for a competitive edge in the fast-paced supply chain arena. Manually handling strategic sourcing events not only costs significant time and money, but it can lead to aggravation when choosing from a small pool of potential carriers.

### WITH BIDSENSE, SHIPPERS AND 3PLS CAN:

- Streamline and automate the entire RFP process with seamless integration to existing systems
- Lock in sourcing pricing quickly in today's ever-shifting, volatile transportation market, with connections to more than 500 LTL carriers
- Collaborate among buyers and suppliers in a sourcing marketplace, managing bid events from a single portal



*"We use BidSense to look at keeping all the carriers, using only incumbents, or removing carriers, and to efficiently weigh our potential savings versus our risk."  
— Carey Skoglund, National Logistics Manager, Ace Hardware*

## BID\$ENSE OPTIMIZES TRANSPORTATION RFPS

Using BidSense to automate bidding widens the scope of each sourcing event. By adding more carriers, shippers increase competition, which can lead to a more aggressive RFP process. BidSense standardizes each carrier response, allowing for easy “what-if” scenarios and sophisticated analysis.

Through BidSense, users can build lasting business relationships with these carriers, leading to sustained transportation savings that eliminates inefficiencies and saves valuable resource time. Users benefit from an average transportation-spend savings of 15 percent.



Automate the onerous RFP process to streamline transportation spend



Evaluate carriers on performance metrics, rather than price alone



Save an average of \$150,000 per \$1 million in freight spend



Build relationships with carriers tailored to specific business

## WHY SMC<sup>3</sup>?

BidSense leverages SMC<sup>3</sup>'s lifetime of transportation purchasing knowledge, allowing customers to incorporate pricing, claims ratios, on-time performance and transit times into their bidding analysis. With its range of solutions that integrate seamlessly into current business systems, SMC<sup>3</sup> supports customers as they grow, whether they're dealing with 10 or 10,000 freight movements per day. Shippers and 3PLs use SMC<sup>3</sup>'s peerless rating solutions to optimize their transportation spend, saving time and money on their supply chain requirements throughout North America.