



Automated aggregation

If you invite 20 companies to the tender of 500 lanes with EBF, 400 man-hours can be reduced



USD15,000 cost reduction

As 1 man-hour = USD37.5

Man-hours required for 100 lanes (without EBF)

- Sending and obtaining Excel RFQ format via email: 0.5 man-hours
- Check obtained Excel for tampering or input errors: 1 man-hour
- Merging with other bidders' RFQ formats for subsequent comparison work: 0.5 man-hours
- Calculation of total amounts and unit price totals using Excel functions: 2 person-hours



Analysis and comparison

If you invite 20 companies to the tender of 500 lanes with EBF, 500 man-hours can be reduced



USD18,750 cost reduction

As 1 man-hour = USD37.5

Man-hours required for 100 lanes (without EBF)

- Ranking by value, lead time, and frequency of service: 1 man-hour
- Calculate benchmarks for each lane to determine the degree of deviation: 1.5 man-hours
- Recalculation when RFQ format is resubmitted by bidders: 1 man-hour
- Comparison by group, processing multiple quotes for the same lane: 1.5 man-hours



Awarding

If you invite 20 companies to the tender of 500 lanes with EBF, 250 man-hours can be reduced



USD9,375 cost reduction

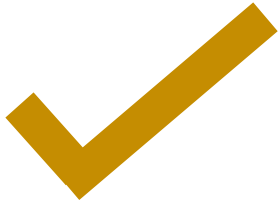
As 1 man-hour = USD37.5

Man-hours required for 100 lanes (without EBF)

- Internal approval and sharing of bid result: 0.5 man-hours
- Notify awarded bidders of bid results using Excel and email: 0.5 man-hours
- Feedback meeting and conversation with bidders: 1 man-hour
- Internal storage and audits of bid result: 0.5 man-hours



Value creation



As an annual logistics expense of USD10 million,

USD900,000 cost reduction

- Highly accurate bidding through advanced comparisons: 2-3% savings
- Communicating benchmarks to bidders when conducting multiple rounds of bidding makes it easier to obtain more competitive rates: 2-3% savings
- Consider changing routes, using as-reefer, and utilizing local ports: 1-2% savings
- Possible to consider reducing unnecessary costs (e.g., storage) by focusing on arrival days and bidding multiple companies: about 1% reduction
- By paying more attention to the services offered by successful bidders, it is possible to proactively shorten lead times and improve transportation quality.
- Enables consideration of building logistics more closely with the sales department