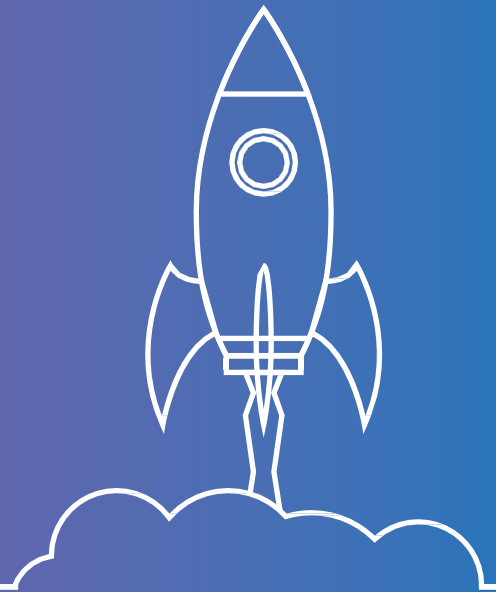


CASE STUDY: BIDDEX RFP HOSTING TOOL: STREAMLINED RFP HOSTING & MANAGEMENT



THE CHALLENGE

For many shippers, a single annual RFP is no longer sufficient for controlling costs amid fluctuating rates. The Shipper, an international grocery distributor, needed to host RFPs one or more times per week to minimize the risk of committing to long-term pricing.

The Shipper's RFP workflow was cumbersome and involved sending out spreadsheets to more than 85 different carriers, adjusting formatting to be consistent for each response, and compiling all the individual spreadsheets into one master spreadsheet. This made it difficult for the team to manage more than one bid per month. It also left little time for analysis, which had to be done manually in Microsoft Excel.

THE SOLUTION

The Shipper began using Logistical Labs' RFP hosting platform, BidDex. While other major RFP hosting tools on the market were expensive and clunky, BidDex was affordable. Its simplified design was user-friendly for both the Shipper and its carriers. Onboarding was quick and painless, **with site setup and data integrations taking less than one week.**

With BidDex, the team can quickly and easily send and receive bids, manage awards, and analyze pricing data in one place.

BidDex Workflow:

Onboard: Get up and running in less than a week.

Collect: Initiate, receive, and manage inbound bids with ease. Store historical proposals for fast and easy access.

Analyze: Quickly compare contract rates with market rates to better manage savings.

Execute: Build an optimal routing guide and manage awards easily and more effectively.

Customer Profile:

One of the largest grocery distributors in North America

Project Snapshot:

The Shipper needed a way to speed up the RFP hosting process to be able to host more frequent RFPs and minimize the risk of committing to rates long-term during market volatility.

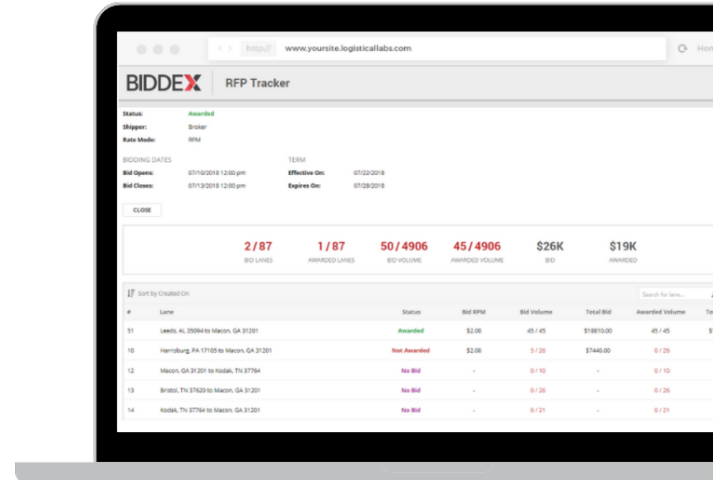
CASE STUDY

THE RESULTS

Given the time savings achieved with BidDex, the Shipper can now host RFPs more often, and avoid getting locked into costly long-term rates. In their first six months using BidDex, the Shipper **hosted nearly 60 RFPs** (up from their previous rate of one RFP per year).

The Shipper achieves further savings by holding **2-round RFPs**, which were not previously possible due to time constraints and the increased risk of mistakes in Excel. With BidDex, a second round is quick and easy, and the risk of human error is minimized.

Before BidDex, the Shipper had little time left over for analysis, which had to be done manually in Excel. Now, reporting and performance analysis is fast and easy. The **Award Tracker dashboard** lets users analyze awarded and executed lanes for improved management of bid revenue. Data includes a record of every rate change and is **accessible to all stakeholders**, not housed on one person's computer and spread across hundreds of static files.



Without BidDex	With BidDex ✓
Shipper must notate each carrier has accepted the terms of the RFP.	Carriers can't submit a bid without first accepting the terms.
Shipper answers carrier bid questions individually.	Carriers can view all FAQs, rules, and instructions as attachments.
Each carrier's rate response must be compiled in a master Excel sheet.	Carrier rate responses are automatically compiled and ordered based on lowest cost.
Carriers are notified of awards individually via email.	All carriers are notified of awards with the click of a button.
Carriers confirm or reject awards individually and the Shipper must update the master file and reorder the awards.	Carriers confirm or reject awards via portal and this information is updated in the Shipper's site.
Carriers are notified of updated awards individually via email.	Carrier awards are re-ranked across every lane with a single click.
Bidding closes and Shipper individually notifies each carrier of their final awards.	All carriers are notified of the final awards with a single click.
Shipper starts the next round or runs the same bid again for the next month/quarter.	Shipper simply duplicates the next round or the next RFP.

About Logistical Labs

Logistical Labs creates innovative technology that takes the complexity out of shipping and opens new possibilities across the supply chain. Logistical Labs' RFP platform, BidDex, makes RFP management easy by letting users securely send and receive transportation bids, analyze pricing data, and manage awards in one place.