



Unlocking the Spot market for Shippers

Logistics Summit | Düsseldorf | October 11, 2023

Running transportation for:

SIEMENS vitra. Nestlé  dpd  RHEINMETALL

Who we are

Road freight expertise and digital innovation



Maximilian Schäfer
Co-Founder and Managing
Director



Lorenzo Fossati
Head of Product
Transport Management

Digital Freight Forwarding

Reliable road freight transport execution at competitive rates and end-to-end responsibility

customized quotes

Digital Transport Management

Efficient road freight transport management with new and existing partners

freight cost neutral



SIEMENS

vitra.

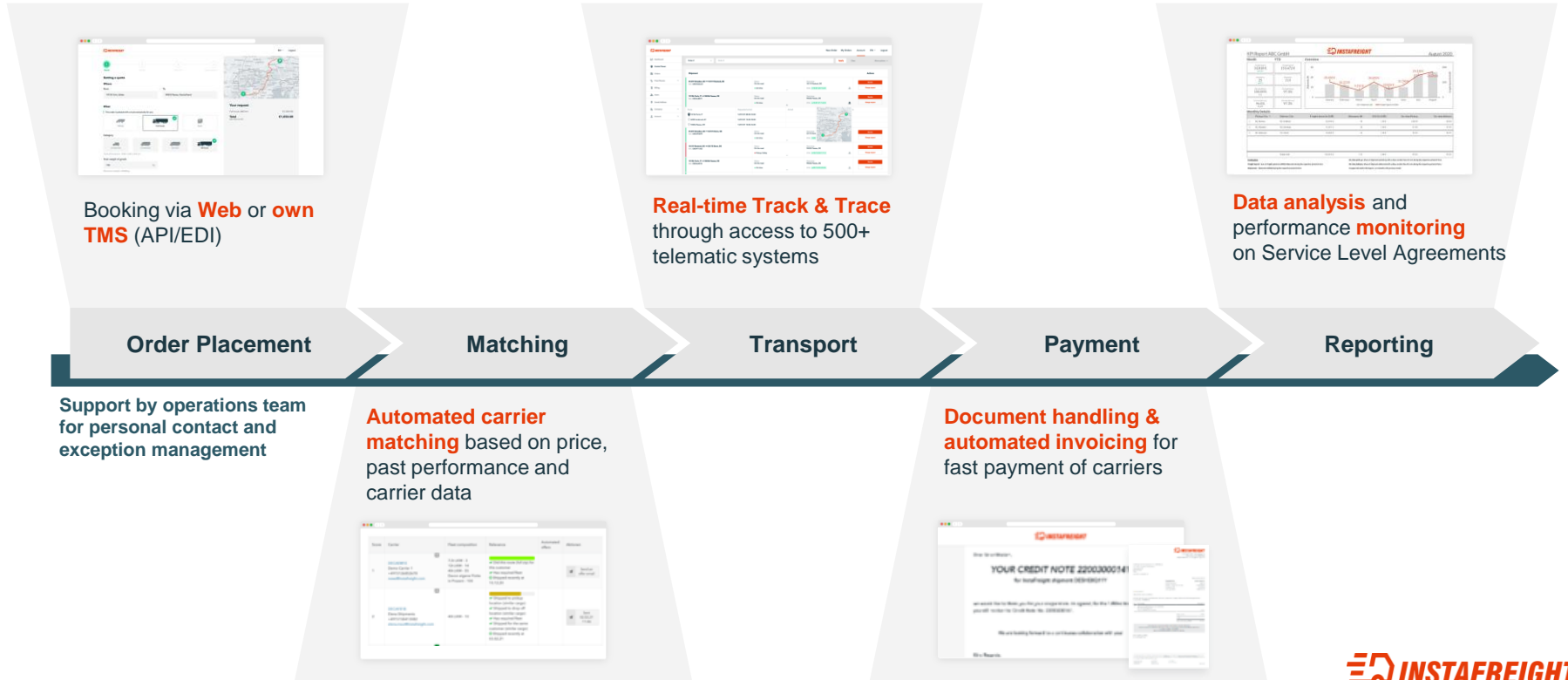
Nestlé



Coca-Cola

RHEINMETALL

An end-to-end digital transport process



Spot sourcing opportunities

Overcoming challenges and reaping benefits

Spot

Opportunities

- Benefit from **cost saving** potential
- Better **manage exceptions** (e.g. rejections)
- Avoid the **negative impact** of missed transports
- Discover future **transport partners**

Contracted

Challenges

- Interact with a **narrow pool** of trusted carriers
- Build **internal expertise** for spot sourcing
- Manage the **onboarding** of new suppliers
- Ensure **compliance standards** are met

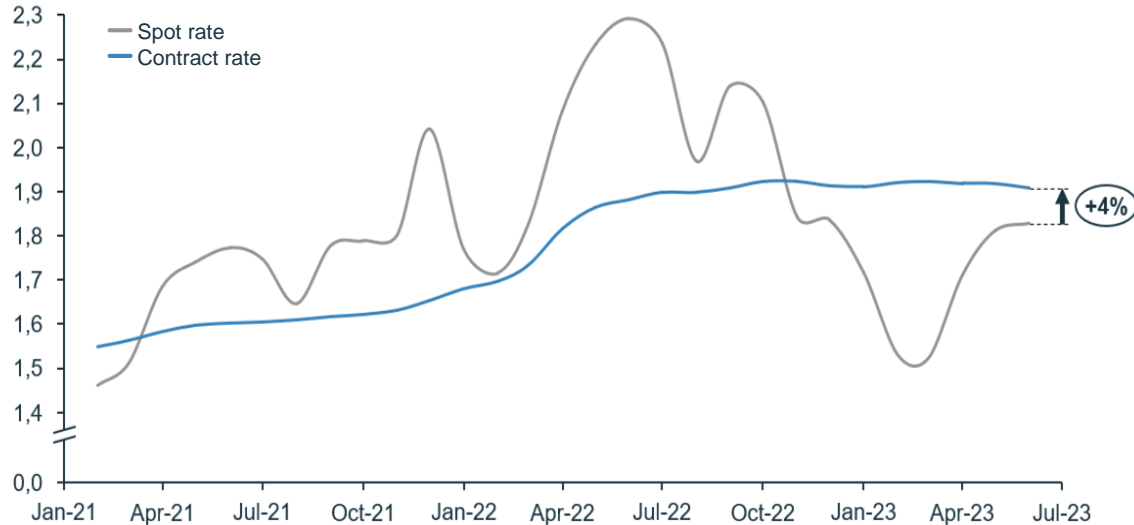


Spot sourcing opportunities

To increase flexibility, resilience, cost competitiveness

Transportation Cost Development

DE-DE, €/km, Source: Transporeon Insights



EXAMPLES

Save up to 10% when spot rates are **lower** than contracted rates

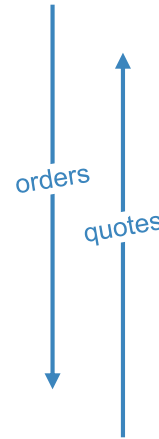
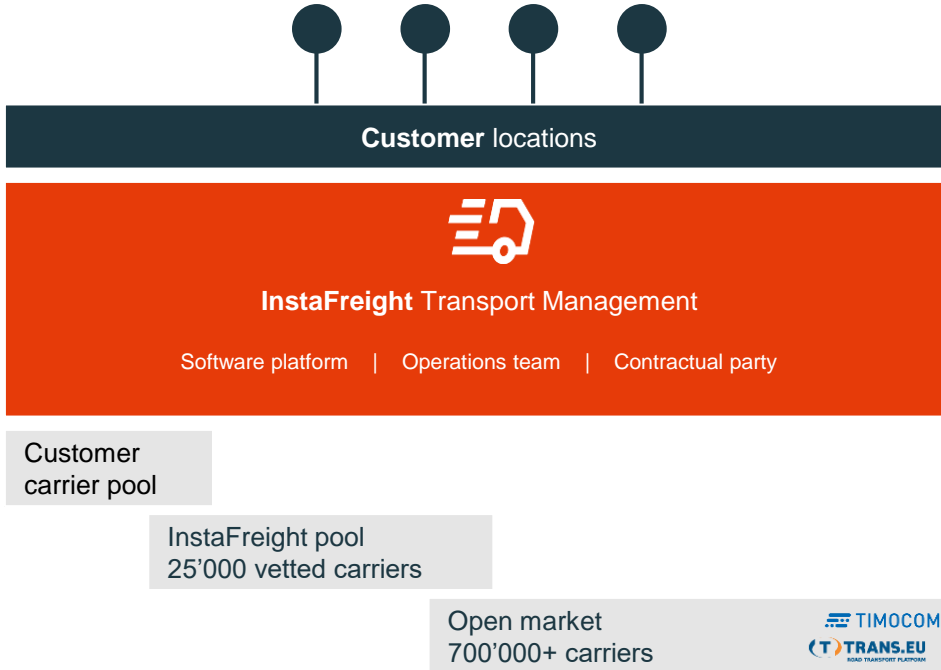
Increase **utilisation** by up to 25% by removing excess fixed capacity

Negotiate spot rates a few days **earlier** to save a further 8%

Define strategies for **tight** and **loose** market conditions

Our solution

A freight cost neutral service for FTL spot procurement



Connect **all parties** on one platform



Increase **market reach** and generate **insights**

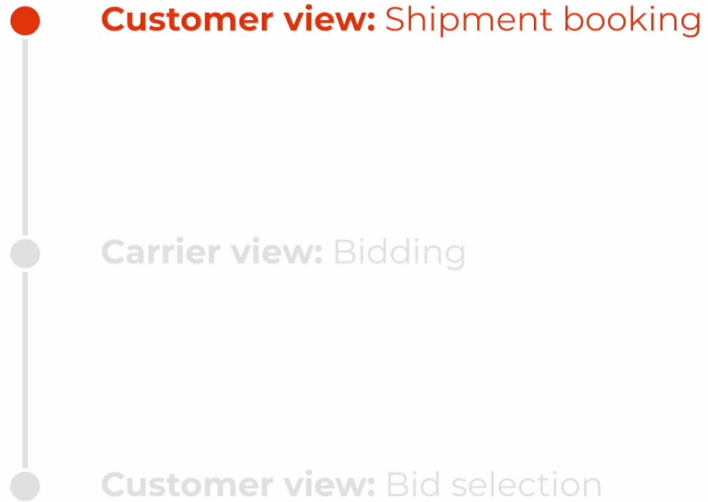


Enable customers to **award the haulier**



Manage **execution** and settlement

Spot Procurement



A case study

What our customer achieved

Supported our client in transforming their ways of procuring €20 - 30 million freight spend in spot

From first-come first-serve to **competitive bidding**

From well-known haulier pool to **open market**

From limited awareness to **informed choice**

ACHIEVED RESULTS

6% direct freight spend **savings** realised

2h average **dispatch** time for same-day loads

5x carrier base **growth**

<18% cancellation rate **despite** short time

A case study

What our customer achieved

Helped the client obtain additional insights on their own operations and market situation, and ensure internal compliance



ACHIEVED RESULTS

6% direct freight spend **savings** realised

2h average **dispatch** time for same-day loads

5x carrier base **growth**

<18% cancellation rate **despite** short time

Conclusions

Master a volatile spot market!

InstaFreight can offer you:

- The perfect combination of platform and team
- Serving as contractual party for spot loads
- A freight cost neutral setup
- Plug-and-play onboarding



Thank you for your attention.



Maximilian Schäfer

Co-Founder and Managing Director
maximilian.schaefer@instafreight.com

InstaFreight GmbH

Oranienstraße 25 | 10999 Berlin | Deutschland
www.instafreight.com

LinkedIn

