

## EUROPE ROAD & RAIL MARKET INTELLIGENCE INITIATIVE

Truck transports offer speed, reliability, and flexibility – an enticing combination to many shippers and the reason why the majority of intra-European transports are via road. However in a largely fragmented market with low transparency on freight rates and a multitude of possible contract partners it is sometimes difficult to make the right decisions.

As a member of the Market Intelligence Initiative (MII) Europe Road & Rail you will get a clear picture of where you stand. Our analysis platform permits eye-level observation and comparison with community members to gain advantages for your strategic and operational objectives.

### FACTS & FEATURES MII EUROPE ROAD & RAIL

Segmentation → Harmonization → Benchmarking  
**Comparing with market sense**

#### Facts



- Start 1999
- 90,000 lanes
- 6 bn €/year freight spend
- 7 m FTL/year

#### Process



- Single trip
- Round trip (RT)
- Unbalanced RT

#### Services



- Packed incl. reefer & bulk
- FTL & LTL
- Contracted & spot

### INDUSTRY CHALLENGES

#### The Road & Rail Market Itself

Driver shortages, lack of capacities, rising fuel costs, infrastructures, EU law and regulations, Brexit, a huge range of service providers – the European transport market has a lot of issues to deal with. With facts and figures from the MII benchmarking analyses you can easily validate your strategy, evaluate the work of your service providers or optimize your transport network.

#### Transparency

How is the market moving? Are my prices in line with the market? European transport markets are characterized by complex processes and a lack of transparency. On the other hand you need reliable market information to compare freight rates, to monitor the evolution of transport cost factors and to be optimally prepared for successful negotiations with your service providers.

#### Stakeholder Governance

Today procurement managers are faced with intricate market structures and ever-increasing demands for cost containment from their key stakeholders. It is no longer only the price that counts but also service quality, consistency, and predictability and above all an intelligent and well thought-out procurement strategy. Satisfy your stakeholders by implementing best practices and strategies tailored to your company's specific needs.

## MORE THAN JUST BENCHMARKING



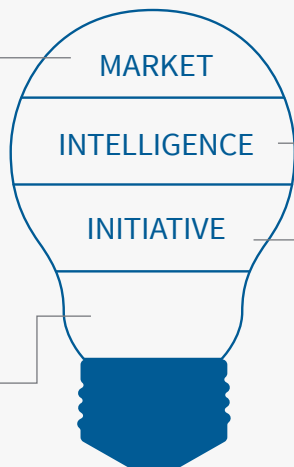
### BENCHMARK DATA

- Analysis of rates, capacities and services
- Benchmarking based on „apple-apple“-comparison
- Shippers' only data: uncontaminated & validated
- Benchmark Viewer: intelligent tool for data provision and strategic views



### MARKET RADAR

- Freight indices on market level
- Historic data on market development
- Continuous updates



### CONFERENCES & COMMUNITY

- Compliant shipper-only exchange
- Networking of peer managers from different industries
- Best practices, market insights & outlooks



### ADVISORY & EXPERTISE

- Fully fledged consultancy
- Specialized analysis on request
- Effective tender support

## YOUR BENEFITS

MARKET KNOW-HOW FOR YOUR SUCCESS

- ✓ Profit from highly valid rate data transparency
- ✓ Increase savings of your transportation budget
- ✓ View market trends on European road & rail freight markets
- ✓ Build up profound industry and market know-how
- ✓ Rely on a strong foundation for tactical and strategic decisions
- ✓ Discover strategic potential and best practices
- ✓ Benefit from frequent expert exchange with peer group



We intensively work with the results of the Market Intelligence Initiative. For road transport, in both Western and Eastern European Markets, we achieved seven digits cost savings in one year.

Logistics Expert  
Paper industry

### ARE YOU INTERESTED IN JOINING OUR MII?

Contact us! We would be pleased to support you in optimizing your freight procurement with market intelligence.

Visit our website

[WWW.TIMCONSULT.COM](http://WWW.TIMCONSULT.COM)

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