

# Freight Forwarding and Third-Party Logistics

## How can SAP® solutions enable you to change the game?

SAP solutions support companies in prospecting, qualifying, and securing business. Companies can execute shipment orders, integrate with freight transportation, and consider customer requirements and legal constraints along with superior planning and optimization. With SAP solutions, companies can automate the business and reduce processing costs while increasing billing accuracy and gaining real-time insight.

## What do SAP solutions help customers do?

### Sales and marketing for freight forwarding and third-party logistics



Define and align sales and marketing across the enterprise, and make customer activity visible.

### Contract logistics for freight forwarding and third-party logistics



Automate traditional warehouse and distribution operations, and optimize use of assets and workforce.

### Transportation execution quote to bill for freight forwarding and third-party logistics



Increase operational efficiency from quote to bill, and provide real-time execution status tracking.

## What are the benefits?

Solutions for freight forwarding and third-party logistics from SAP can help cargo companies tightly integrate processes from quote to bill, resulting in:

- Improved customer service through increased reliability
- Reduced processing costs and improved profit margins
- Real-time event reporting with automated data confirmation
- Fact-based decision making at the speed of business

## Why SAP?

SAP solutions connect processes for a variety of industry value chains by integrating horizontal lines of business with industry-specific solutions on premise, in the cloud, and through mobile devices. The solutions provide unparalleled innovation capability to always make your cargo business a best-run business.

## Key facts

**36%** Higher operating margin

Where companies use IT to enable strategic and competitive advantage\*

**74%** Fewer shipments

Impacted by constraints for top performance, compared with average\*

## Customers

- ▶ [Panalpina Group](#)
- ▶ [Norbert Dentressangle](#)
- ▶ [Pañalon](#)
- ▶ [Linfox](#)
- ▶ [Artoni](#)

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