

Tender Management: harnessing hundreds of relationships for a better deal on transport

Use our network to lower costs across your network

When you rent a pallet from CHEP, you become part of a network – the biggest equipment pool in the world, serving 315,000 delivery points in Europe alone. You also get access to our Tender Management service, which could enable you to cut the cost of your CHEP pallet transport – by taking advantage of our scale, our relationships with hauliers and the cutting-edge logistics software LeanTMS®, developed by our sister company LeanLogistics.

The process is simple, and carries no obligations. It starts with a CHEP analysis of your current transport arrangements, to identify where cost savings could be made. It ends when you decide to either stick with your existing arrangements, use our analysis to negotiate with existing suppliers or tender delivery contracts to our network of 650 hauliers across the continent.

Major cost savings at best, transparency at least

Transporting pallets can often involve hidden costs, especially if you're using white-wood pallets, or a transporter that bundles the cost of pallets into the cost of deliveries. With CHEP Tender Management, you'll find out exactly how your existing costs break down, and how they compare with the equivalent costs under CHEP's managed pooling service. Even if you decide not to tender your delivery contracts via CHEP, you'll end up in a stronger position to negotiate with transporters in future.

Only CHEP: LeanLogistics, another Brambles company, provides the LeanTMS® application that underpins the Tender Management service. This cutting-edge software enables us to analyse your supply chain network rapidly, compare it with thousands of others and benchmark your costs to ensure you end up with the best possible deals.

CHEP Tender Management: a step-by-step guide



Step 1

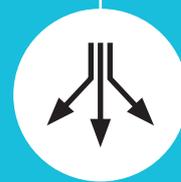
Give us some basic information

Your CHEP account manager asks some basic questions about your supply chain and your existing transport arrangements under a non-disclosure agreement, liaising with your logistics personnel as necessary.



Step 2

Find out if Tender Management is right for you
CHEP will carry out an initial analysis using the information you've given us, to decide if you could benefit from the Tender Management process and gauge potential cost savings.



Step 3

The full process gives you multiple options
If Tender Management is right for you, we'll carry out a full analysis that gives you three three basic options:

A

Benchmark your current rates

Use CHEP's analysis of your network to strengthen your negotiating position with existing transporters.

B

Partial implementation

Tender your busiest lanes, to cut costs and put pressure on your existing transporters to offer better rates.

C

Full implementation

Extend the Tender Management process throughout your network to achieve maximum savings.

CHEP Tender Management cut costs for a top beverage producer in Germany by 17%, or more than €100,000, a year