e2open

Carrier Marketplace

Procurement Discovery and Carrier Scorecard
Informed and Efficient Carrier Selection

What is Procurement Discovery?

Carriers often reach out to e2open in the hopes of growing their business with e2open customers, but it has been challenging to highlight specific carriers so a shipper could see more than just another unknown carrier on a spreadsheet. With Procurement Discovery, we are now better able to recommend carriers for a shipper customer to include in procurement activities. We can provide shippers with helpful details pertaining to a carrier's identity, capabilities, areas of operation, and most importantly, performance data.

Each year, e2open procures more than $5 billion in freight spend through its procurement software. However, e2open shipper customers do not need to use the e2open procurement platform to benefit from this program.
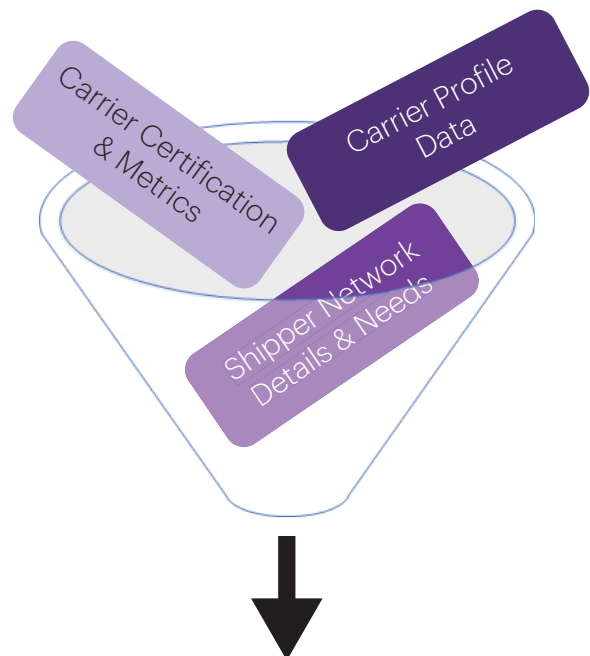
Procurement Discovery Process

In January 2023, carriers will begin to receive our new e2open platform scorecard on a quarterly basis. Carriers will also provide profile information for use during Procurement Discovery requests. The scorecard enables us to certify high-performing carriers based on their performance on the e2open platform.

As our shipper customers prepare to go to market with their freight lanes, we will work with them to understand their lanes, equipment and mode needs, and other factors. We will then use carrier profile information — with the certification level as a core component — to identify those carriers that would make sense for a shipper to include in procurement events.

We aim to make freight procurement more of a data-driven process, allowing high-performing carriers to stand out and increasing the likelihood that a shipper will choose to work with a carrier that best meets the shipper's needs even in the absence of any previous experience with the carrier.
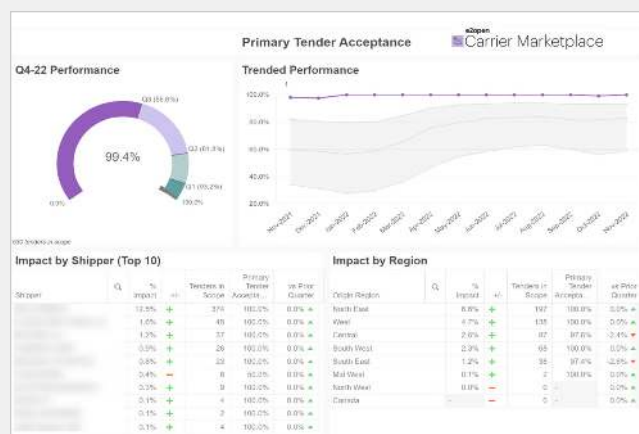
We will also work with carriers to understand their scorecard, their scores, and ways to improve their standing.

High-Performing, Pre-Qualified Carriers

What is Carrier Scorecard?

Carrier Scorecard is actionable intelligence that e2open will share with eligible carriers. The scorecard will show carriers the metrics impacting their certification score and allow them to see trends over time. The scorecard also highlights top impact lanes and shippers, pointing carriers to regions and shippers where a greater focus on service and reliability is needed for a better certification score. Carriers looking to showcase their performance to current and perspective shipper partners can leverage this tool to better position themselves for strong business relationships.

About e2open

E2open is the connected supply chain software platform that enables the world's largest companies to transform the way they make, move, and sell goods and services. With the broadest cloud-native global platform purpose-built for modern supply chains, e2open connects more than 400,000 manufacturing, logistics, channel, and distribution partners as one multi-enterprise network tracking over 12 billion transactions annually. Our SaaS platform anticipates disruptions and opportunities to help companies improve efficiency, reduce waste, and operate sustainably. Moving as one.™ Learn More: www.e2open.com.

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