



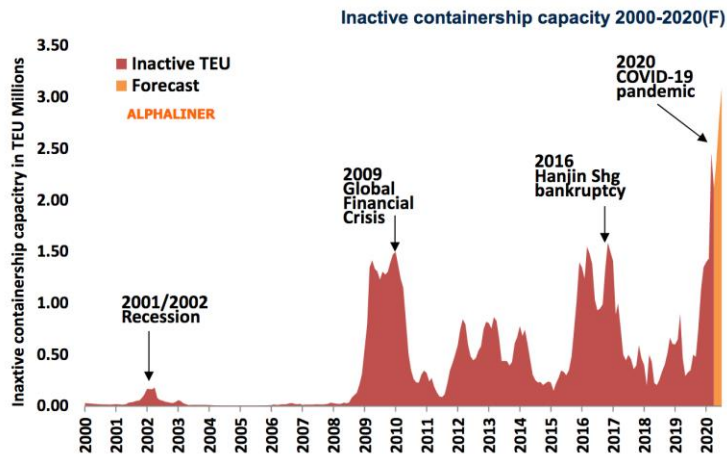
## Supporting & Transforming Customer Supply Chain During and Beyond Covid-19: Market Intelligence & Procurement Services

### Customer Challenge

The current logistics market environment is substantially impacted by Covid-19, across all transport modes. For example:

- Reduced equipment availability or blanked vessel sailings in sea freight
- Drop in belly capacities and higher demand for personal protective equipment in air freight
- Longer transit times due to additional border procedures and health and safety measures at collection and delivery addresses in road freight

Combined with adjusted shipping patterns, companies are challenged to ensure that goods are picked-up while still keeping control over logistics cost.



Source: Alphaliner

## How Kuehne+Nagel can Support You

We enable partner assessments including contractual terms, liabilities, pricing and service. Whether it relates to spot pricing in a volatile market or stable, long-term pricing, our benchmarking approach provides clear indication if price and service are competitive.

### **Market Intelligence**

Understand key trends in the logistics market with a customer specific focus on mode, corridor, temperature, schedule reliability, surcharges etc.

### **Bench-marking**

Compare actual rate, service levels and capacity against our database of internal and external rates (data qualification and validation required to ensure a like-for-like comparison)

### **Opportunity Assessment**

Derive quick wins as well as tactical and strategic adjustments to the current LSP portfolio. Assess impacts on service levels as well as on total cost to serve.

### **Procurement & Contracting**

Tender lanes with rate improvement potential. Support review and negotiation of LSP contracts to improve balancing of risks and liabilities.