Global Freight Forwarders

WIN MORE TENDERS

Winning more tenders is critical to the success of your forwarding operation, but responding to bids is a manual, time-consuming process that relies too heavily on spreadsheets, emails and human memory—with too little time and staff to get everything done. With the cost of responding to a tender often exceeding 35,000 Euros, while inefficiencies in sharing pricing and lane information across bid desks, commercial teams, product managers, pricing and contracts results in unnecessary delays that lower your win rates.

CLOUD SOFTWARE FOR BID AND TENDER MANAGEMENT

- ☑ Designed exclusively for the bid desks at today's global freight forwarders

- ☑ Automated out-of-the-box workflow to accelerate your process for qualifying and responding to tenders

- ☑ Top-down end-to-end process visibility to spot bottlenecks before they threaten your response deadlines; guaranteed peace-of-mind

- ☑ Online Bid Archive with fingertip access to previous bids by shipper and vertical industry to make data-driven qualification decisions

- ☑ Auto-assignment of tasks across your bid desk, pricing, sales, account management, contracts and legal departments to ensure nothing falls through the cracks

- ☑ Integrated Bid Calendar to anticipate crunch times and plan ahead

- ☑ Integrated Gantt Chart timelines with color-coded dependencies to compress response times

- ☑ Desktop browser-based access with native Apple iOS and Android apps available on the iTunes and Market digital stores

Increase Your Tender Win Rate by Double Digits

GET RESULTS ON DAY ONE

Winmore is cloud-based software designed to deliver value immediately, without configuration changes, expensive consultants or the need for costly IT deployment efforts. You can get started right away using predefined bid workflows the instant you sign up.

SECURE ACCESS ANYWHERE

Winmore is hosted and managed in a secure network with modern, full-disk AES-256 encryption. Team members, each with their own login credentials, can access the system from any browser-based device, including desktops, laptops, phones and tablets.

GET MORE VALUE IN YOUR CRM

Winmore complements your sales software, running alongside it as the "Marketing Cloud of Logistics." Focused on submitting high quality tenders on time, it integrates shipper and contact information to help you get the right business from the right shippers.

"We saw the value in Winmore right away, because it has everything we need on its screens – no need for outside consultants to spend months on customization. You can use Winmore on Day One, out-of-the-box, and get value immediately."

Michael Lutjann, CIO Imperial Logistics

Winmore

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WINMORE FOR GLOBAL FREIGHT FORWARDERS

AUTOMATED TENDER MANAGEMENT

Winmore is powerful workflow software that automates the entire tender qualification and response process, so your teams come together to deliver a winning bid.

Centralized Control
Winmore automatically ushers the bid process through every step, from receipt to response, and from commitment to contract.

Real Time Awareness
Track the status of every bid response in real time across all its stages and players, so you stay on schedule and avoid costly errors.

Focus and Alignment
Leverage past experience with fingertip access to current and historical tender data, including lessons learned from previous wins and losses.

TRUSTED BY THE WORLD'S LARGEST FORWARDERS

Winmore is the only tender management cloud software designed for global freight forwarders. It powers the largest global bid desks in the industry.

Meeting Strict Security Requirements
Winmore's security model and policies have been tested and approved by the strictest IT departments in the logistics world.

GDPR Compliant
Winmore encrypts all data, at rest and in transit, and meets the requirements for GDPR compliance.

At Home in the EU
For our customers in the EU, Winmore is hosted in EU-based data centers and maintained by EU-based engineers.

PROCESS EFFICIENCY

Winmore software tracks every step of the tender response process, monitoring every task and every owner for every bid.

Proven Best Practices
Winmore aligns your functions, regions, products and executives to a process based on industry best practices.

Standardization
Standardize the response process via workflows that include approval tasks to guarantee buy-in from commercial and financial decision-makers.

Tracking and Monitoring
We provide a birds-eye view of what's in play, what's coming and who is needed for each step. Plan your resources using data, not memory.

IMMEDIATE TIME-TO-VALUE

Start using Winmore the same day you buy it and realize immediate return on your software investment.

No Consulting Required
Leverage RFQ processes modeled after freight forwarding best practices, without using outside consultants.

Salesforce and Outlook Integration
Maximize your ROI in CRM, integrate shipper and pipeline information, as well as calendars and email.

Native Mobile Support
Stay connected with Winmore on browser-based devices including desktops, laptops and Apple and Android phones and tablets.

ACTIONABLE INSIGHT

Winmore turns your bid history into intelligence. Know up front when a tender is due, to strategize, prepare and execute.

Planning and Pre-Qualification
With a glance, see historical outcomes and past performance, at the start of every new tender.

Continuous Improvement
Structured postmortems turn every tender response into valuable insight for refining future responses, reducing waste and improving operations.

Performance Visibility
Dashboards track and evaluate bids submitted and won, across mode (ocean, air, rail and road) to reveal trends and opportunities.

LEARN MORE AT WWW.WINMORE.APP