

CUSTOMER SOLUTION ON-BOARDING ACCELERATES TIME-TO-VALUE



Winmore Customer Solution On-Boarding

Winmore software accelerates the customer solution on-boarding process, accelerating time-to-value, reducing the risk of scope creep and allowing you – and your customers – to recognize more operating margin sooner.

Control. Winmore manages and monitors the end-to-end solution delivery process, providing feedback and alerts to identify and solve bottlenecks quickly.

Compliance. Winmore clearly communicates requirements, status, success criteria and results to all stakeholders, helping ensure adherence to your internal processes.

Continuously Improve. Six Sigma blackbelts applaud Winmore's process Studio, Kanban boards and stage/gates, helping them remove waste from their operations.

The Solution On-Boarding Process Today

- When an LSP wins a contract, the incomplete hand-off from commercial teams to operations can result in expensive delays and scope creep.
- Many LSP's manage complex implementations, involving dozens of stake-holders and systems integrations in lightweight project management apps.
- If an LSP can bring a customer live sooner, this can result in operating margin gains to the LSP and productivity gains for the shipper.

How Winmore Helps

- When used with Winmore's RFP & Tender Collaboration software, operating teams receive a comprehensive history of the solution design, pricing, context and documents.
- Winmore's Customer Solution On-Boarding then auto-assigns tasks across the delivery team while giving leaders top-down visibility of the entire process.
- Implementations are less likely to encounter unnecessary delays (also known as "scope creep", which erodes operating margin.

Case Study in On-boarding Success



Brad Douglas

VP of Sales Standards & Governance,
Neovia



NEOVIA

"Our Global Development teams rely on Winmore to eliminate scope-creep, every player knows exactly what is required, when, and what has been delivered."

– Brad Douglas

VP of Sales Standards & Governance, Neovia



Winmore

Customer Success Platform for Logistics



ABOUT WINMORE

Customer Success Platform for Logistics Companies

Winmore's Customer Success Platform helps commercial teams win more RFPs, accelerate time-to-value and build customer relationships at scale.

- **Bid and Tender Collaboration** for commercial, pricing, contracts and product teams to qualify and respond to RFPs and tenders, boosting win rates.
- **Customer Solution On-Boarding** for managing complex on-boarding customer implementations, accelerating time-to-value, reducing the risk of scope creep and improving operating margin.
- **Business Process Design Studio**, a drag-and-drop business process modeling tool for developing multi-stage, collaborative workflows to bring your custom processes to life..

Winmore powers the customer success initiatives at some of the world's most respected logistics service providers, including carriers such as Averitt Express, brokers like CH Robinson, forwarders including Kuehne + Nagel and contract logistics providers such as LF Logistics.

Winmore was recently recognized by FreightWaves as a *FreightTech 100*, an award reserved for the most innovative software companies in the world.

Learn more at winmore.app



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