



## DHL Freight Romania uses CargoTender to optimize its transport acquisition processes

*DHL Freight is a division of Deutsche Post DHL providing road and rail freight services across Europe, North Africa and the Middle East. Together with DHL Global Forwarding (formerly DHL Danzas), it forms Deutsche Post's Freight/Forwarding business division.*

*360.000 people are working now for DHL, in over 200 countries and they are delivering 1.394.000.000 parcels per year.*

*DHL Freight Romania provides a variety of logistics services tailored to customer's needs, from standardized logistics operations, multimodal transport solutions to individual industrial projects.*

**"Within DHL Freight Romania we have decided to implement a transparent contract allocation procedure for the transport providers. That is why we searched for an easy way to automate this process. We chose CargoTender because it is a romanian freight tender platform, easy to use, efficient and provides a fair cost for its customers. It also ensures a transparent auction process."**

*Bogdan Steliean  
Purchasing Manager DHL Freight Romania*

### CHALLENGES

- The old classic auctions (closed covers) were not transparent and did not offer real-time data to our providers or the possibility to rephrase;
- A lot of time spent for data centralization and communication to suppliers;

### RESULTS

- Auctions have become much more transparent;
- Quick centralization of the results;
- Saving increased (3 - 5%);