

Winmore 360°

SOFTWARE THAT DRIVES YOUR CONTRACTED REVENUE

for Every Stage of the RFP, Bid and Tender Lifecycle



Winmore 360° Results

- 67% more bid responses
- 20% acceleration in time-to-respond
- 25% increase in RFP win rates

Business Problems

- Unpredictable market shifts (contracts vs. spot) creates uncertainty and stress
- Amazon and digital freight providers are disrupting the spot market
- Shippers are awarding more RFPs to check prices and are awarding shorter contracts

The Winmore 360° Solution

- Organize and align commercial operations, so everyone knows what to do...and when to do it
- Score bids to qualify the RFP's that will drive the most margin
- Enable teams to collaborate in digital "water cooler" to share comments, insights and updates
- Analyze data on win/losses and freight shipments to identify opportunities and reward performance



GLOBALTRANZ



LF LOGISTICS

C.H. ROBINSON

ArcBest

AVERITT

PROTRANS

GENPRO

NEOVIA

Imperial logistics

WINMORE 360° powers the world's largest 3PLs to the fastest up-and-comers.

 **Winmore 360°**

Software for Every Stage of the RFP, Bid and Tender Lifecycle



Qualify bids through Bid Scoring

Winmore allows your team to review each bid and assess its winnability, risk, strategic fit, etc. It then applies an algorithm to score each RFP opportunity to make a qualification decision based on data, not hunches or subjective inputs.

Surveys suggest that over 22% of RFPs are nothing more than price checks for competitors. Winmore leverages data to help you focus on the right bids and accelerate the qualification process. Avoid wasting time on price checks for the competition.



"Winmore's innovation is a welcome software addition to any LSP looking to scale faster."

- Brian Everett,
Transportation Sales and
Marketing Association

PROTRANS[®]
A perfect fit

"The Winmore software helps us understand how to respond to RFQs and give us a better percentage of wins."

- Shawn Masters,
Chief Commercial Officer, ProTrans

Analyze the bid opportunity with accurate Data Insights

Winmore includes dashboards and an integrated data mart for analyzing historical bid data, helping you reconcile bid awards with freight shipped, identify trends across your shippers, and understand your contracted revenue performance across the entire organization.

Leverage historic and real-time data to develop accurate, differentiated, and profitable solutions that drive the highest gross margin. Identify successes and improve underperforming areas - and teams - with insight and awareness.

Leverage Carrier Profiles to source the right carriers and submit the winning proposal

Source the best pricing from carriers based on accurate information, understand relationship history, performance and exceptions to help solution a winning contract.

Onboard, source and manage your carrier partnerships as an integrated part of the RFP, Bid & Tender process. See how your carriers are being used across all RFPs to inform bid negotiation and sourcing strategy.

Teams work together and negotiate the right terms using Collaboration

Winmore enables intuitive/dynamic Conversations across your Contracts, Legal, Pricing, and Finance teams so everyone is informed and aware of comments, decisions, and approvals from your team...in any time zone.

Accelerate the pricing process by leveraging in-app communication where the entire team can benefit from ideas and respond to questions, without resorting to emails, texts and calls.



"Using Winmore we saw a 25% increase in our win rate and a 20% acceleration in our response times."

- Caitlin Meaden,
Director of Sales and Marketing,
GenPro



"3PLs that want to streamline RFP bid processes should evaluate Winmore software."

- Evan Armstrong
Armstrong & Associates

Capture final bid package and lessons learned into the Bid Repository as part of the Audit

Winmore ensures that every bid is a learning opportunity by gathering insight on what worked well and what could be improved, and storing it as historic data for analysis in the Bid Repository.

By learning from each bid, you can focus your effort on the opportunities that will drive the right results, freeing up time to prioritize the most qualified bids and continuously improving your operations. Searchable repository allows you to instantly find details for any past engagement.

Winmore 360° - Bid & Tender Collaboration Software exclusively for Logistics Service Providers.





ABOUT WINMORE

Bid & Tender

Collaboration Software

Winmore offers cloud-based bid and tender collaboration software to logistics service providers. Global 3PL leaders and up-and-coming freight brokers use Winmore to lock in contracted revenue by streamlining and accelerating their RFP, bid and tender processes. Its flagship software — Winmore 360° — addresses every stage of the transportation RFP lifecycle from bid qualification, analysis, sourcing, negotiation and audit, while enabling LSPs to respond to 60% more bids, accelerate time-to-respond by 20%, and increase overall win rates by 25%. Winmore was recently recognized by FreightWaves as a FreightTech 100 innovator, an award reserved for the most innovative software solutions in the transportation industry.

[Learn more at winmore.app](https://winmore.app)

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