Domestic Freight Brokers

WIN MORE BIDS AND RFPs

Winning more bids from RFPs is critical to the success of your brokerage operation, but responding to RFPs 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 an RFP often exceeding $15,000, while inefficiencies in sharing pricing and lane information across carrier, pricing, sales and legal departments results in unnecessary delays that lower your win rates.

CLOUD SOFTWARE FOR RFP and RFQ PROCESS

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

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

- ☑ 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 carrier, pricing, sales and contracts/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 RFP 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.

OPTIMIZE YOUR NETWORK

Winmore provides you with everything you need to manage your carrier network relationships, from on-boarding to exception management. Close the loop with your carriers, so they know why they won....and what they need to do to win next time.

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 RFP responses on time, it integrates shipper and contact information to help you get the right business from the right shippers.

"In an age when it's all about disrupting business models, it's refreshing to see a company like Winmore make freight brokers and asset-owning operators more competitive and more profitable."

Professor John Langley – Penn State University, Center for Supply Chain Research

Winmore

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WINMORE FOR FREIGHT BROKERS

AUTOMATED BID MANAGEMENT

Winmore is powerful workflow software that automates the entire RFP 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 RFP 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 RFP response data, including lessons learned from previous wins and losses.

TRUSTED BY THE LARGEST FREIGHT BROKERS

Winmore is the only bid management cloud software designed for freight brokers. It powers the largest 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 RFP 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 brokerage best practices, without using outside consultants.

Salesforce and Outlook Integration
Maximize your ROI in CRM by integrating 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 an RFP 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 RFP.

Continuous Improvement
Structured postmortems turn every RFP 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**