SAP & InstaFreight

Joint Solution

SAP Partner™

INSTAFREIGHT

The opportunity

A neutral, multi-modal, global network connecting logistics partners and systems

Freight Forwarder

Other networks

visibility | regional / mode-specific | ...

Shipper

Supplier / Customer

Carrier

3rd party warehouse
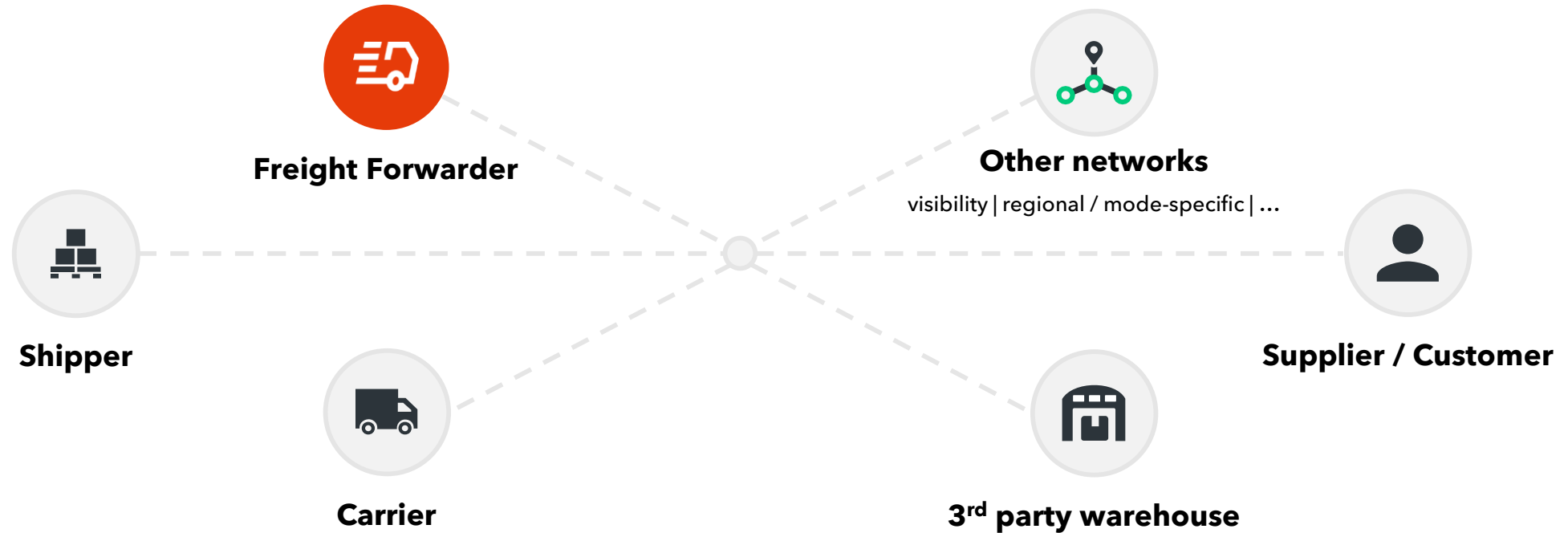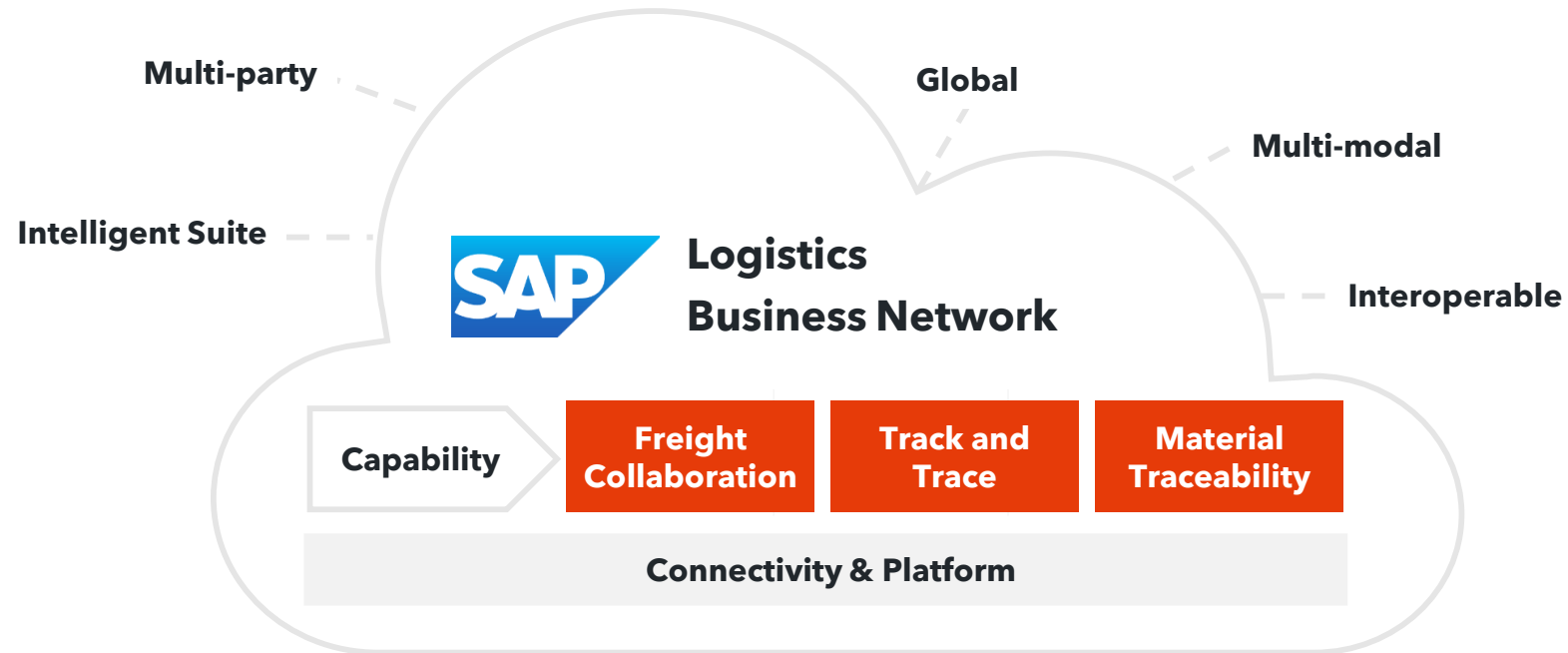
Easy, one-time onboarding

Central place to find and use logistics services

End-to-end visibility

Open network

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SAP Logistics Business Network vision

Increased business speed through an always on, secure network

SAP Logistics Business Network

Multi-party

Global

Multi-modal

Intelligent Suite

Interoperable

Capability

Freight Collaboration	Track and Trace	Material Traceability

Connectivity & Platform

- **Onboard once** – collaborate with many, anywhere and anytime
- Allow different stake-holders to consume logistics **services** and share **insights**
- **Integrate** with SAP digital core by design

Robust, scalable cloud service with global coverage

Connect multiple business partners for inter-company collaboration and transparency

Standardized services for logistics collaboration and insights

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3

SAP Logistics Business Network vision

Allow joint business for companies involved in logistics, and provide insight-to-action

Discover

- New trading partners and communities
- New business opportunities

Connect

- Logistics business partners anytime, anywhere
- Any device, back-end system and level of technical ability

Collaborate

- Through inter-company and transparency scenarios
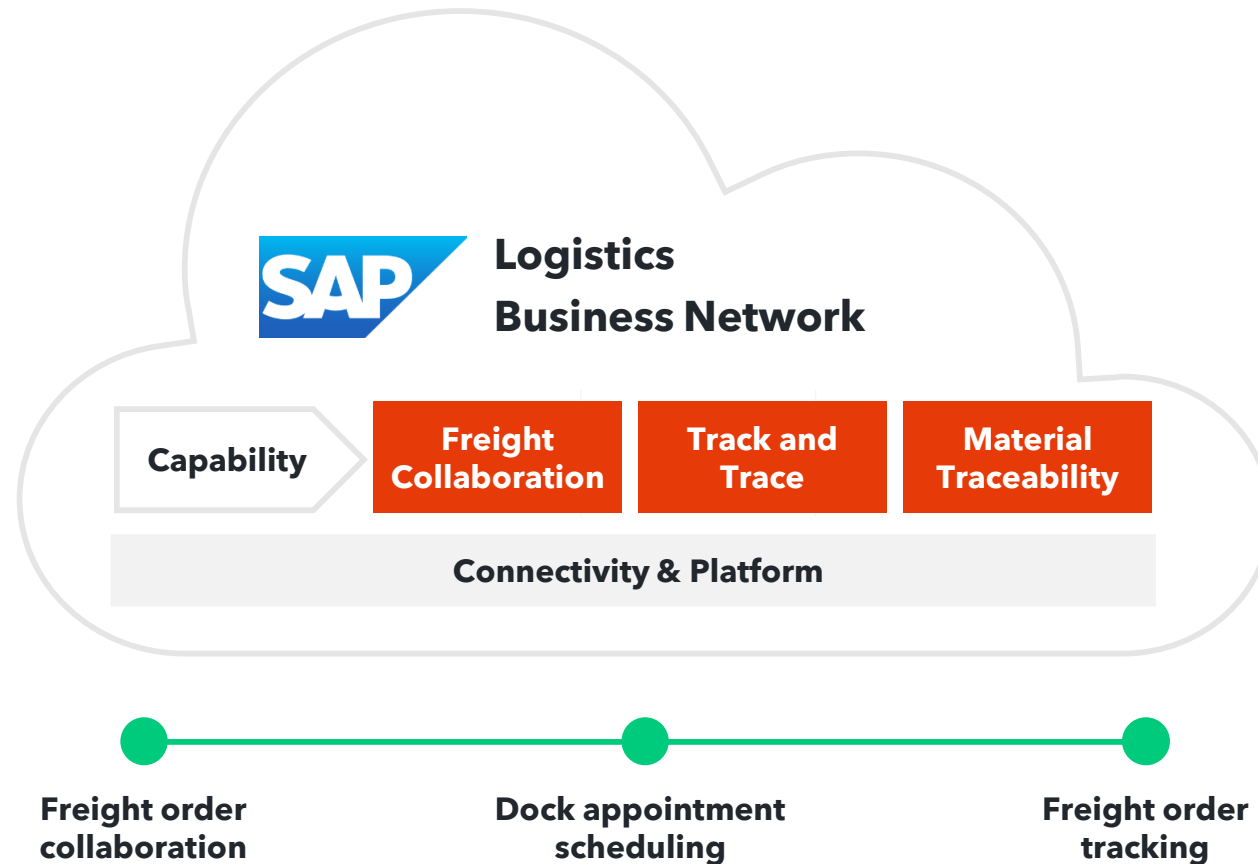- Multi-modal, globally and seamlessly

Gain insights

- With analytics and benchmarking
- Through real-time alerts and notifications

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SAP Logistics Business Network

Freight collaboration option

SAP Logistics Business Network

| Capability | Freight Collaboration | Track and Trace | Material Traceability |

Connectivity & Platform

Freight order collaboration

Dock appointment scheduling

Freight order tracking

Connect with your relevant logistics partners for closed-loop, **out-of-the box** business process collaboration

- Jointly manage logistics transactions in the network

- Exchange documents and provide insights into process steps operated by others

- Offer connectivity as per your logistics partner's technical ability: online integration for small enterprises / B2B* for technology-savvy ones

- Natively integrate with your business backend systems

- Use established logistics networks as a lever

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Freight Order Collaboration

Integrated to SAP (S/4 HANA for) Transportation Management by design*

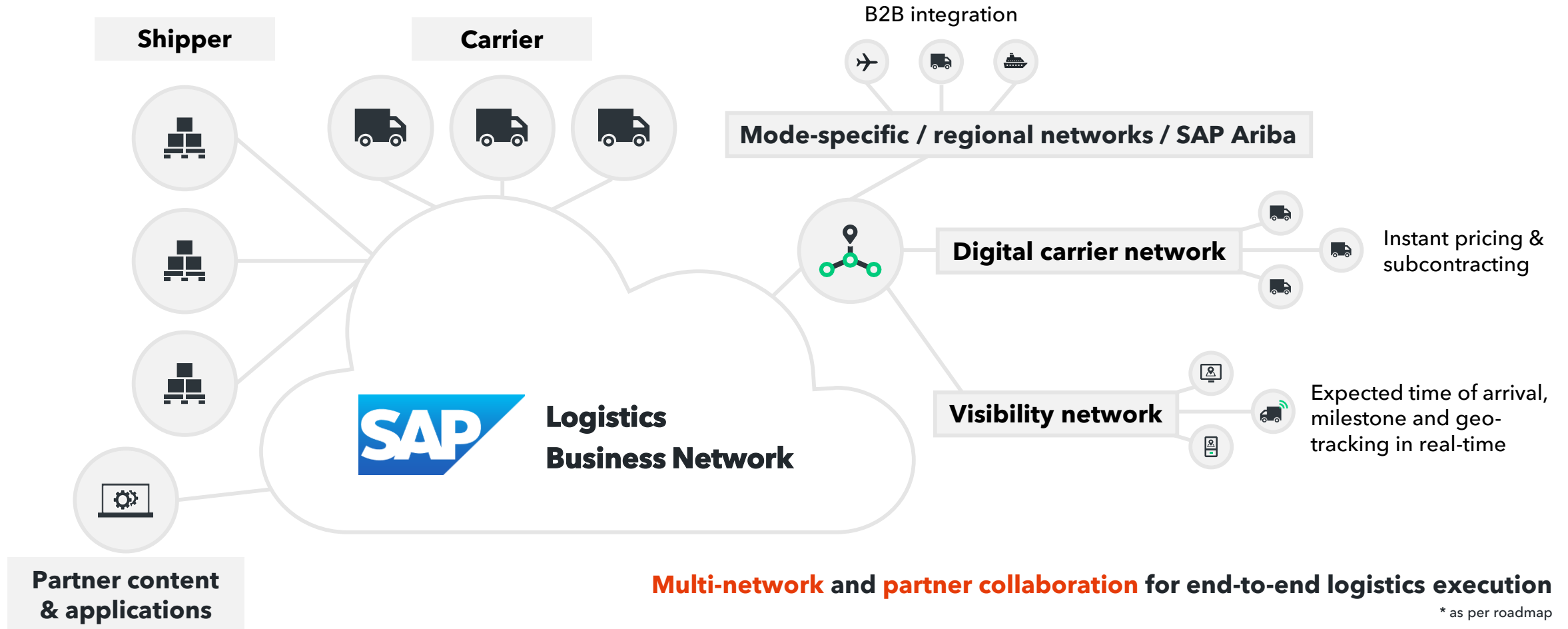End-to-end carrier collaboration for **truck shipments**

① **Contracting**

Tendering, quotation processing and subcontracting

② **Execution**

Milestone reporting and document exchange

③ **Settlement**

Self billing, carrier invoicing and dispute management

- ✔ **Collaborative processes**
- ✔ **Digital freight documents**
- ✔ **Real-time insights**
- ✔ **Back-end system integration**

* also supporting SAP S/4 HANA, basic shipping within respective license constraints
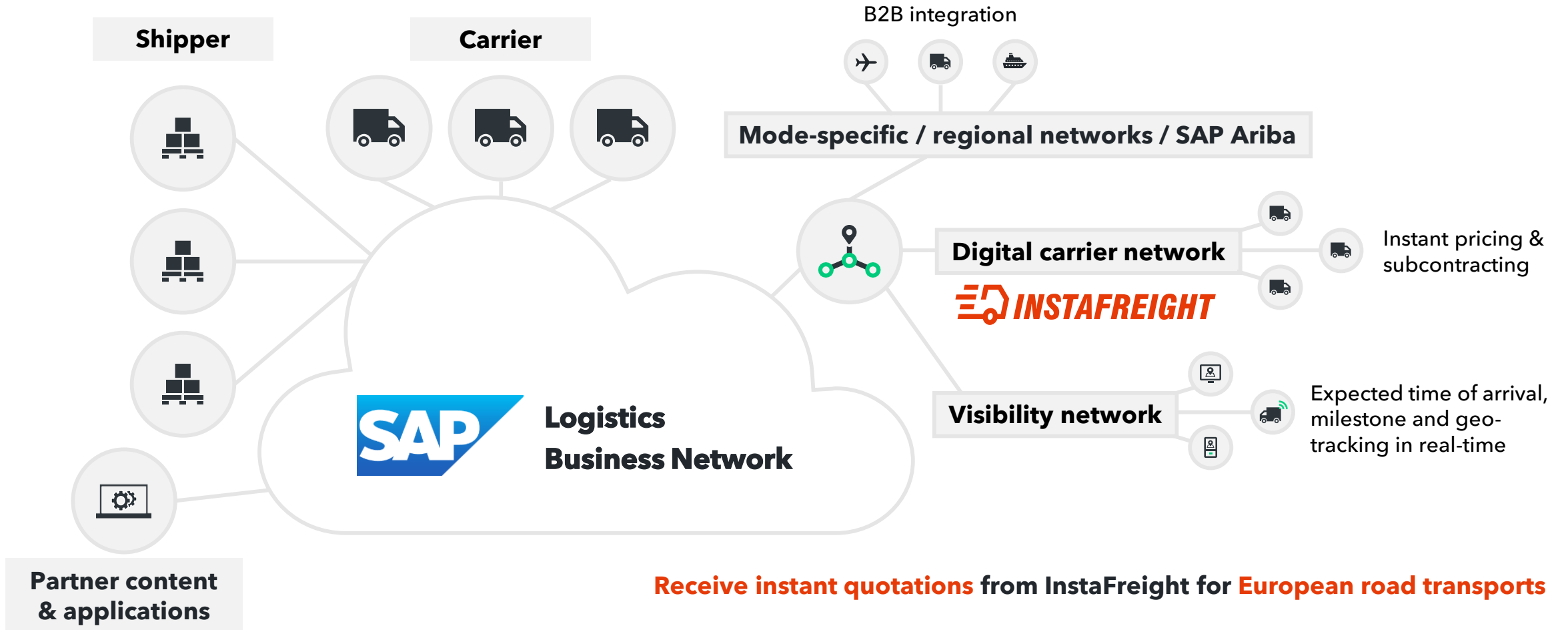
SAP Logistics Business Network openness*

Extend the reach and accelerate innovation with established partner services

Shipper

Carrier

B2B integration

Mode-specific / regional networks / SAP Ariba

Digital carrier network

Instant pricing & subcontracting

Visibility network

Expected time of arrival, milestone and geo-tracking in real-time

SAP Logistics Business Network

Partner content & applications

Multi-network and **partner collaboration** for end-to-end logistics execution

* as per roadmap

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SAP and InstaFreight Partnership

Instant access to InstaFreight's vast carrier network

Shipper

Carrier

B2B integration

Mode-specific / regional networks / SAP Ariba

SAP Logistics Business Network

Digital carrier network

INSTAFREIGHT

Instant pricing & subcontracting

Visibility network

Expected time of arrival, milestone and geo-tracking in real-time

Partner content & applications

Receive instant quotations from InstaFreight for **European road transports**

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Digitally-enabled Truck Carrier Network

Extending the Reach

SAP SAP S/4 HANA/
SAP Transportation Management

INSTAFREIGHT

SAP Logistics
Business Network

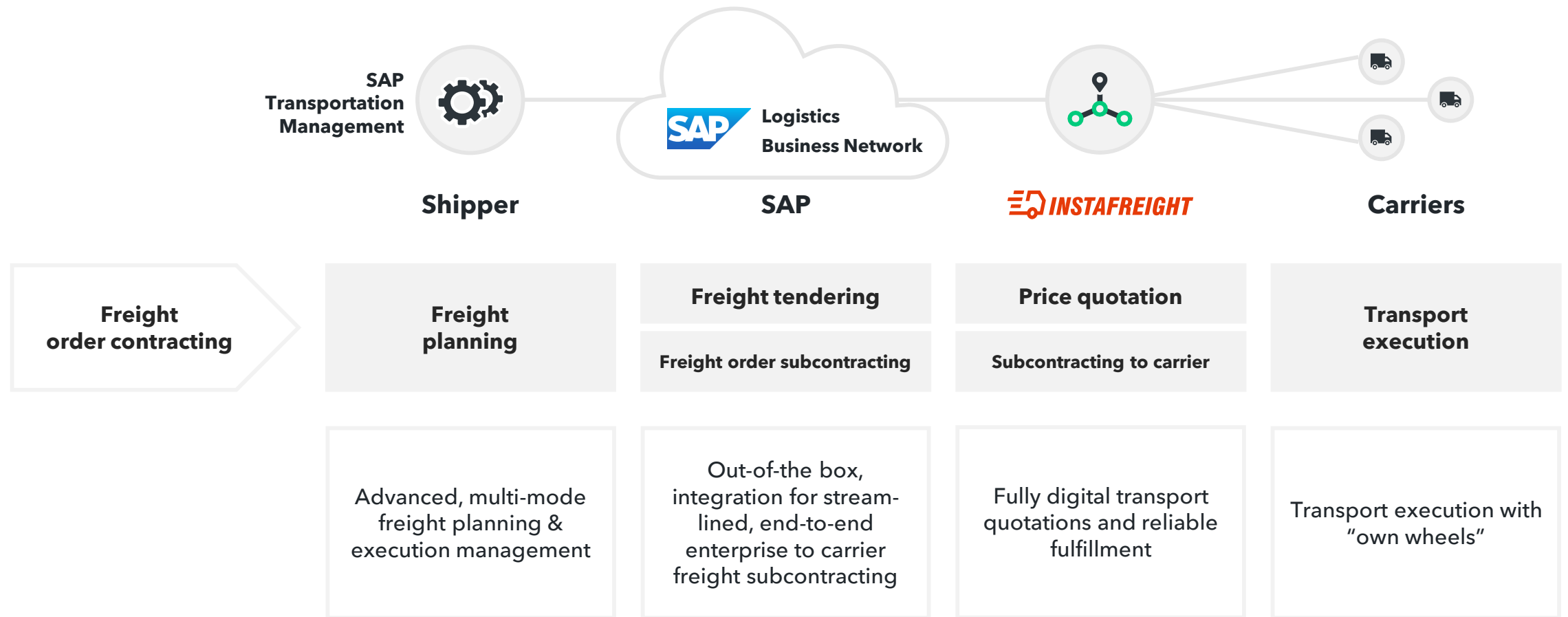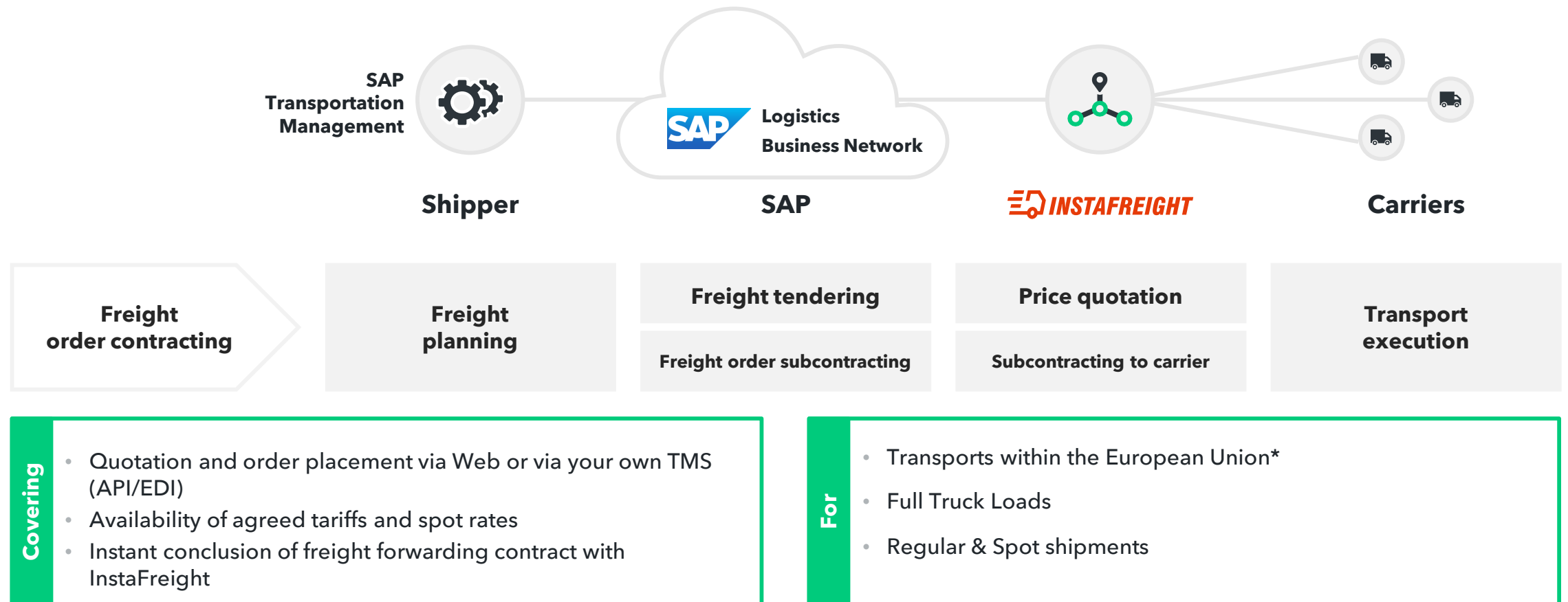| How	Benefits		
	Manage costs	**Save time**	**Reliability**
• Access a vast and growing truck carrier network for on demand road transportation • Receive quotations in real-time and place transportation orders directly from your SAP system	• Get competitive offers across Europe • Reduce manual administrative effort by automation	• Receive instant quotations for transports	• High quality standards for every transport with vetted carriers

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SAP and InstaFreight Integration Scenario

Get access to thousands of trucks through one contractual party

SAP Transportation Management — **Shipper**	**SAP** Logistics Business Network	**INSTAFREIGHT**	**Carriers**

Freight order contracting

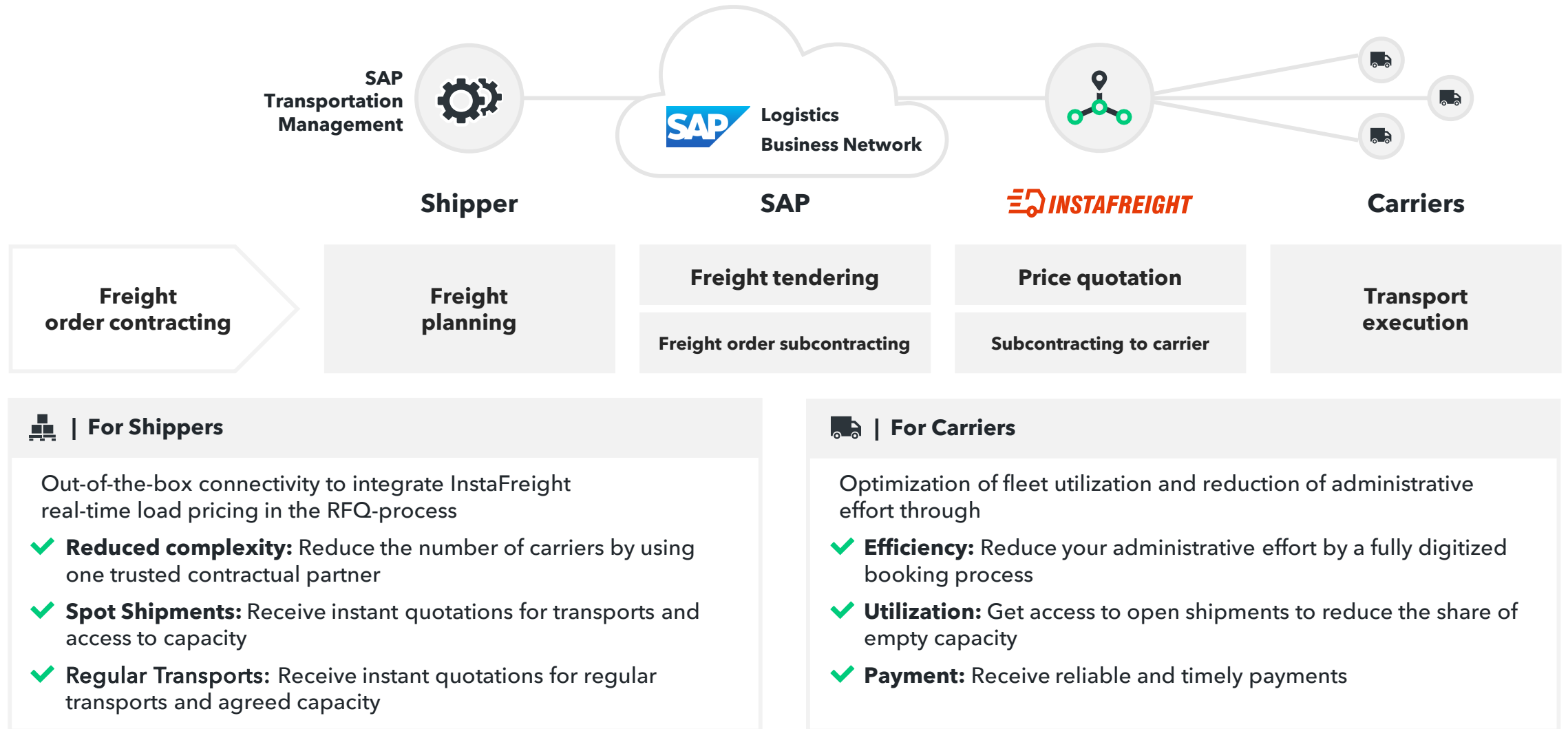| **Freight planning**	**Freight tendering**	**Price quotation**	**Transport execution**
	Freight order subcontracting	**Subcontracting to carrier**	
Advanced, multi-mode freight planning & execution management	Out-of-the box, integration for stream-lined, end-to-end enterprise to carrier freight subcontracting	Fully digital transport quotations and reliable fulfillment	Transport execution with "own wheels"

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SAP and InstaFreight Integration Scenario Coverage

Get high quality freight forwarding services through a digital platform

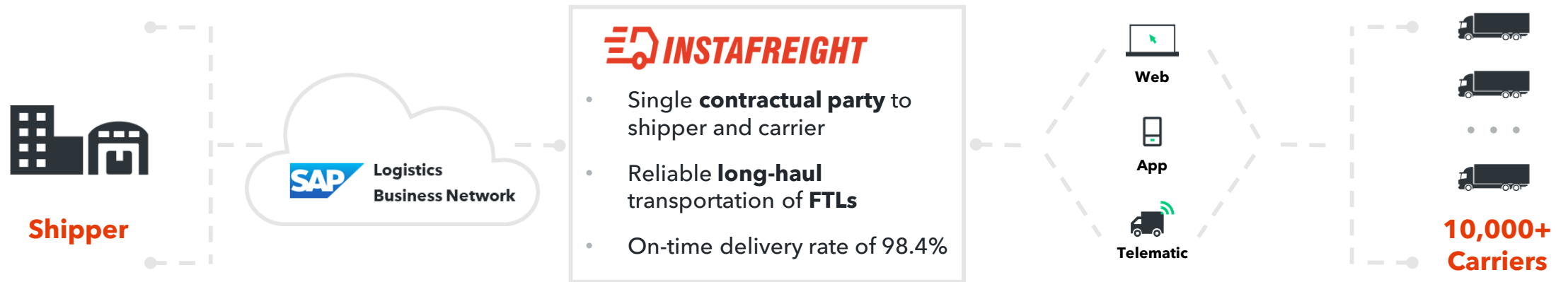| Shipper	SAP	INSTAFREIGHT	Carriers

SAP Transportation Management — **Logistics Business Network**

Freight order contracting	Freight planning	Freight tendering	Price quotation	Transport execution
		Freight order subcontracting	Subcontracting to carrier	

Covering
- Quotation and order placement via Web or via your own TMS (API/EDI)
- Availability of agreed tariffs and spot rates
- Instant conclusion of freight forwarding contract with InstaFreight

For
- Transports within the European Union*
- Full Truck Loads
- Regular & Spot shipments

* Not covered currently: UK, Nordics, South-Eastern Europe and islands
See the "Configuration and Restrictions Guide" on the SAP Community Wiki for more details

# SAP and InstaFreight Joint Solution Offering

SAP Transportation Management				
Shipper	**SAP**		**INSTAFREIGHT**	**Carriers**

Freight order contracting	Freight planning	Freight tendering	Price quotation	Transport execution
		Freight order subcontracting	Subcontracting to carrier	

🗃 | For Shippers

Out-of-the-box connectivity to integrate InstaFreight real-time load pricing in the RFQ-process

✔ **Reduced complexity:** Reduce the number of carriers by using one trusted contractual partner

✔ **Spot Shipments:** Receive instant quotations for transports and access to capacity

✔ **Regular Transports:** Receive instant quotations for regular transports and agreed capacity

🚚 | For Carriers

Optimization of fleet utilization and reduction of administrative effort through

✔ **Efficiency:** Reduce your administrative effort by a fully digitized booking process

✔ **Utilization:** Get access to open shipments to reduce the share of empty capacity

✔ **Payment:** Receive reliable and timely payments

InstaFreight is your contractual partner to access large road freight capacity

Reduce complexity of managing transports by going through one trusted partner

Shipper

SAP Logistics Business Network

INSTAFREIGHT

- Single **contractual party** to shipper and carrier
- Reliable **long-haul** transportation of **FTLs**
- On-time delivery rate of 98.4%

Web

App

Telematic

10,000+ Carriers

Partner Network

- Strong network of vetted carriers, that operate "own wheels"
- Quality assurance based on constant evaluation of our partners
- Time savings due to digital handling of documents
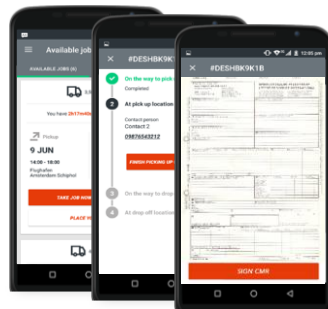
Digitized Processes

- Automated assignment of loads to pre-defined carriers for contracted business
- Automated matching based on carrier profile and past performance
- High quality through constant evaluation of our partners
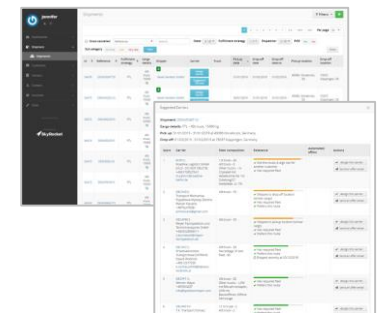
SAP & InstaFreight Integration: Outlook on Future Plans

End-to-End Digital Forwarding for European Road Freight

	Shipper	SAP	INSTAFREIGHT	Carriers
1 Freight order contracting*	Freight planning	**Freight tendering** / Freight order subcontracting	**Price quotation** / Subcontracting to carrier	Transport execution
2 Freight execution	Freight execution monitoring & rescheduling	Freight order tracking & delay reporting	Advanced real-time tracking data incl. ETA	Telematics connectivity ePOD

Increase your efficiency by leveraging relevant real-time data and low administrative effort

* Today's scenario focus

Where to Find More Information

1. Business Overview

SAP Logistics Business Network
Product Overview
on SAP Website
(i.e. for solution info., press release)

2. Technical Information
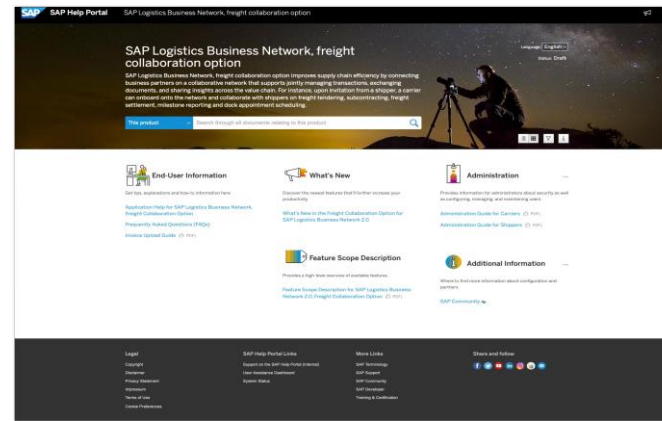
SAP Logistics Business Network
Product Documentation
on SAP Help Portal
(i.e. for onboarding InstaFreight as a carrier)

3. Other Supporting Materials
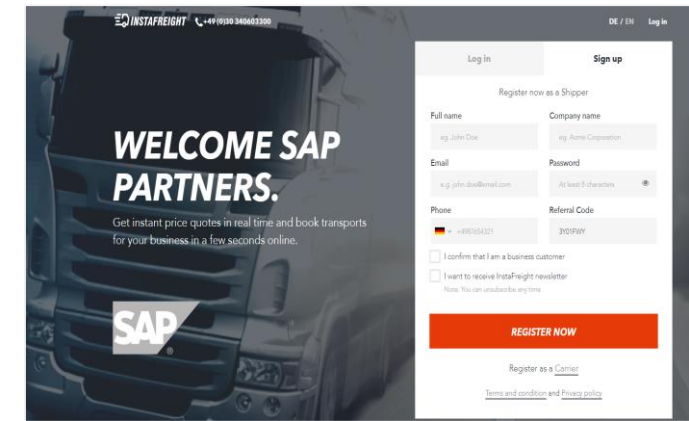
InstaFreight
Landing Page for SAP Customers
to register at InstaFreight
(i.e. for signing up at InstaFreight as shipper)

[1] https://www.sap.com/products/logistics-business-network.html

[2] https://help.sap.com/viewer/product/SAP_LOGISTICS_BUSINESS_NETWORK/

[3] https://www.instafreight.de/en/sap

Accessing & Using the Joint Solution
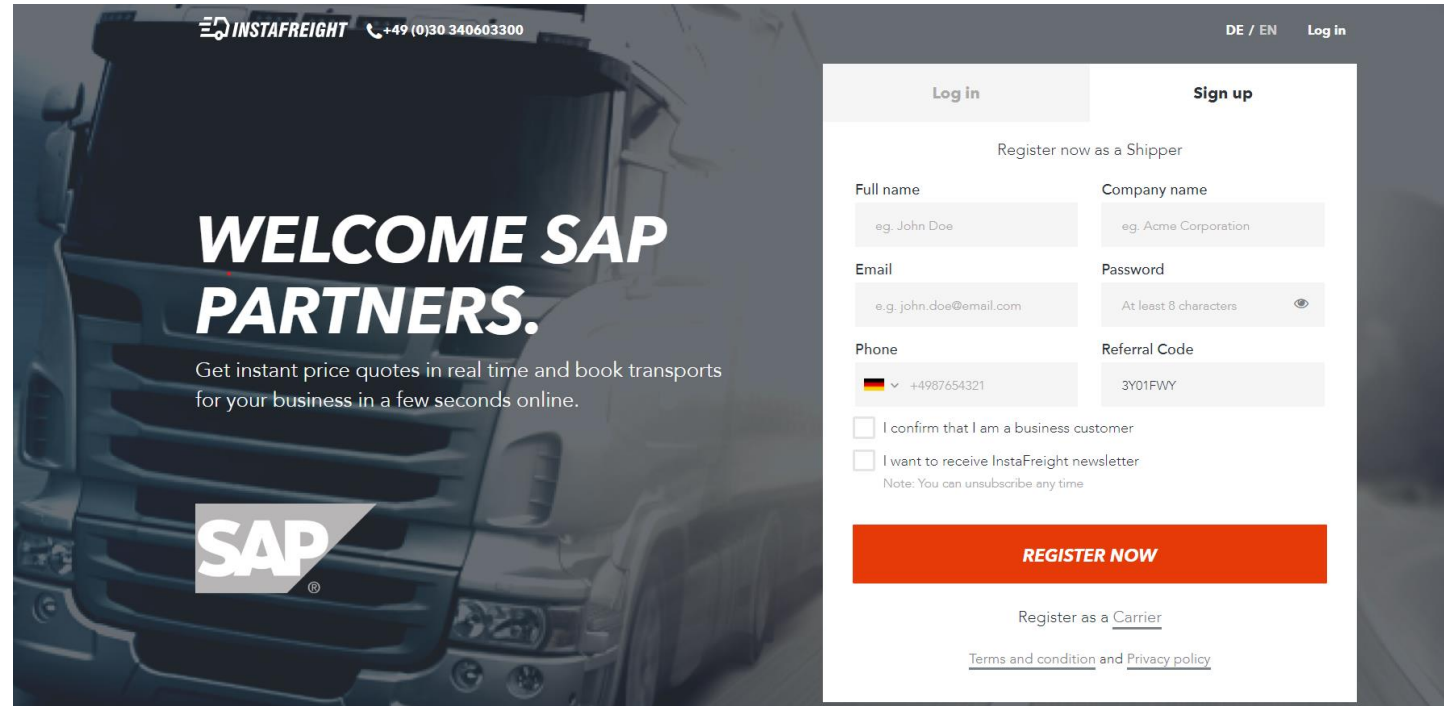
InstaFreight via the SAP Logistics Business Network

Establishing Shipper Connectivity with InstaFreight

Shipper

Set up InstaFreight with role "Carrier" in SAP TM	Add InstaFreight as Carrier in "Manage Carrier" SAP LBN App	Submit InstaFreight for Network Invitation	Sign-up, Complete & Submit Onboarding Form	Link to Onboarding Form · Company & Billing Information	Onboarding Status Update

Add manually or via carrier excel template

SAP

Cross-check and send Invitation to InstaFreight for Network Connection

With Unique Network InstaFreight Customer ID

Establish Connection in SAP LBN

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Receive Invitation for Network Connection

Email notification & Entry in "New" Worklist of SAP LBN "Invitations" App.

Existing Customer?

No → Send invitation to Sign-up on Website

Yes

Verification of shipper

Accept Shipper Invitation

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Onboarding Process for New InstaFreight Customers

1 Sign-up on **InstaFreight**

2 Await verification by InstaFreight

3 Receive confirmation

4 Get onboarded

Thank You

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