



Supporting & Transforming Customer Supply Chain During and Beyond Covid-19: **Spot Quote Service**

Current Environment

During the pandemic, supply chains experienced challenges on the demand side as well as on the supply side. Short term demand spikes for specific products and a need for fast time to market led to expedited freight and significant increase in cost. At the same time, production shifts, supplier shortfalls and capacity shortages led to alternative routings, loss of optimization potential and hence a temporary overspend.

Up to 3 times higher number of spot shipments

are required to fulfill customer promises during March and April 2020.

Customer Challenge

As companies are adapting to the so called “new normal”, supply chains need to cater for new business requirements. SKUs are rationalized to cope with new demand patterns, impacting shipment profiles and batch sizes. Shipping frequencies and lead-times are re-worked, customer segmentation increases. At the same time logistics service providers also need to adjust their service offering in terms of capacity, rates, trade lanes and service levels.

Speed & Flexibility

are the two declared focus areas for supply chain managers in the upcoming month.

As a consequence, keeping delivery promises to customers requires flexibility, quick reaction times, a large network and the ability to procure services ad-hoc at competitive rates.

How Kuehne+Nagel can Support You



Our spot quote service allows customers to leverage on our eco-system for comprehensive Freight Forwarding services including cost-benchmarking exercises and carrier procurement for all transport modes.



During these times, it is important to know your options. Therefore, we use our wide-ranging network of 3PL and 2PL partners, including Kuehne+Nagel, to find the right service and rate for you in the spot market.



For all shipments that are not governed by your standard supply chain set-up, our experienced expert team ensures a fast response from query to quotation, reliable execution and settlement of the transport. This enables you to react quickly and effectively to changing business requirements.

This service is designed for customers looking for support in realizing quick wins with limited risk exposure and contractual engagement.