

SUCCESS STORY

The market leading manufacturer of asphalt shingles IKO Sales tenders transport with TC eBid®

It is sometimes easy to make an expert change to something new. The shingle-specialist IKO Sales recently assigns transport orders through TimoCom's European-wide procurement platform TC eBid®. The online program's huge international reach and user-friendliness was what convinced them. TimoCom was also able to score with its more than 14 years experience as IT service provider in the transport sector with which it established the European market leading freight exchange TC Truck & Cargo®.



All under one roof

Everyone needs a roof over their head and to protect it, good roofing material is necessary - and it should be of high quality. Here comes IKO Sales into play as the world-wide roof shingle expert in more than 40 countries, from Western Europe to the roofs in Russia, from Egypt to South Africa and beyond. It all began in Ham in Belgium where both the headquarters as well as the production are located since 1972. The company is simultaneously responsible for the distribution as well as the production of high-quality asphalt shingles. Thereby, it uses its special know-how and high-technology derived from the experience of the IKO Group's plants in Canada, America and Europe, and can therefore ensure the high quality of the materials it produces itself.

Significant time saving, wide scope

Longevity and innovation are two key factors which do not exclude but influence each other. If you want to remain being a market leader, you have to go in new directions. After a demonstration of TC eBid® 's efficient function as well as the attractive monthly flat rate, IKO Sales was convinced: *"Instead of finding hauliers on our own and protracted telephone calls, we now place electronic tenders in only three steps in TC eBid®. That saves an enormous amount of time"* – says Philippe Cremie, IKO Sales International's Supply Chain Manager

The European market leading freight exchange's TC Truck & Cargo® launched the online platform in autumn 2009. In the meantime it has become a widely used application by shippers from trade and industry as well as by freight forwarders of all sizes. The figures speak for themselves: with TC eBid®, IKO Sales reaches up to 30,000 active transport service providers in the whole of Europe per online tender. In 2010 more than 4,300 tenders were placed in the online platform.

"The scope is much bigger than expected. For example: a French transport service provider can now also participate in a tender for a shipment from Poland to Hungary. We could not have searched for this ourselves in France", explains Cremie

The complete tender process is electronic and documented clearly. At the end of each tender, the system provides relevant evaluation results and creates useful reports. Should IKO Sales, despite its large number of participating freight forwarders and hauliers, want to invite a service provider which is not connected to the platform, this is free of charge for both parties. TimoCom takes care of bringing them together.

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