

“Best Carrier” optimizes and automates transport assignments at **Lufthansa Cargo**

Since February 2021, an automation module developed by Transporeon especially for Lufthansa Cargo AG has ensured even faster and more efficient processing of the approximately 1,600 ad-hoc transports per month that the company carries by road within Europe in its airport-to-airport business. The selection of required carriers, the awarding of contracts and the processing are now largely automated. The air freight specialist thus achieves an automation rate of 95%. The foundation for this successful module launch was laid by 14 years of efficient use of the Transporeon platform.



Lufthansa Cargo in Numbers

))) 1.600

ADHOC-transports/
month in the EU

ca. 60

Transport
companies

))) 80

Airports in
Europe

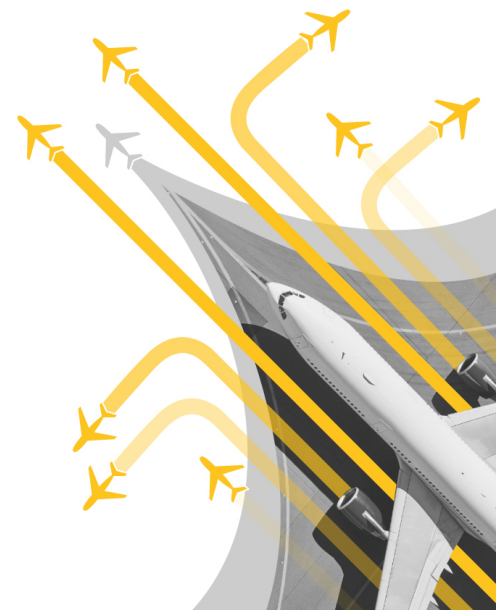
95%

Automation degree for
transport assignment

“Allocating our ADHOC transports via the Transporeon platform saves us time and money. The new automation tool relieves our dispatching enormously. We are glad that we have found such a reliable and competent partner in Transporeon.”

Alfred Stricker

Advisor / Referent Road Feeder Service, Lufthansa Cargo





E-Logistics in road feeder service

Lufthansa Cargo transports a considerable part of the 6.5 billion freight ton kilometers sold worldwide (2020) with their road feeder service. "Transport at zero altitude" is how airfreight jargon describes freight transport by truck from Frankfurt Airport, Europe's second-largest cargo airport, to 80 airports throughout Europe.

In this particular case, the airline slips from the carrier into the shipper role and contracts out the transports to external transport companies. This presents special challenges. Air freight containers and pallets require special trailers with roller beds, refrigeration units or excess widths.

The handling is determined by information and terms typical for air traffic, such as flight number with dates instead of transport ID or world time (UTC) instead of local times.

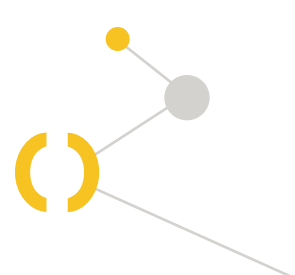


Since 2007, transport assignment has been managed from the headquarters in Frankfurt. The centralization was intended to streamline the organization and standardize processes. In addition, the air freight specialist decided at that time to introduce the transport assignment platform Transporeon, which allowed ADHOC transports to be organized more optimally across European roads.

This ended the era of manual transport assignment for Lufthansa Cargo and thus also the time of endless forwarding lists, telephone calls and fax paper queues in search of the right transport company to carry out the transport at the best price, on time and in a customer-oriented manner.

Transport assignment via the spot market with best Price Guarantee

Lufthansa Cargo's European ad hoc transports are allocated daily via the spot market. Since April 2007, this has been done efficiently, speedily and reliably via Transporeon's Best Carrier module.



With a single click, the dispatcher sends the order to the carrier pool. This pool unites service providers who are specialized in air freight transport. Depending on the current situation on the transport market, the dispatcher receives 4-5 offers in a short time and assigns the transport according to defined selection parameters.

For Lufthansa Cargo, everything else runs conveniently in the background. The intelligent system knows the assignment guidelines, cargo requirements, selection criteria, air freight terms, customer requirements and deadline specifications. Thus, the most suitable carrier for the cargo in question can be found easily.

The system interfaces between the LCAG-IT systems and Transporeon's cloud logistics platform have ensured smooth data exchange for 14 years now.



Lufthansa Cargo

scores with Best Carrier

Today, about 60 carriers are approved for Lufthansa Cargo's closed carrier pool. The initial skepticism about the new communication channel has long been forgotten and given way to joy about the ease of placing orders and the user friendly system. With Best Carrier, the company achieves best possible freight rates on a daily basis. The Transporeon platform also brings enormous advantages for the transport companies. Through additional transports, they avoid empty kilometers and can thus offer attractive prices. If there is little free freight space on the market, "Best Carrier" provides a reliable market overview and helps to cover the required capacities quickly and reliably.

Lufthansa Cargo has been able to achieve considerable efficiency gains and cost savings by introducing the system.

Since February 2021, an automation module developed by Transporeon especially for the cargo airline has ensured even faster and more efficient processing of the monthly ad hoc transports. 95% of the transports are now allocated automatically via the Best Carrier module - this also eliminates the selection process by a dispatcher. The dispatcher, in turn, can use the time for the remaining 5% of transport that requires special handling. Thus, another milestone in the long-standing collaboration has been reached.



Best Partner, Best Price To Performance Ratio, Lowest Effort



Cost savings

Daily optimized freight rates on the spot market



Best price guarantee

Automatic selection according to defined parameters



Time savings

Time savings in transport assignment and related activities such as updating in house systems



Improved processing

4-5 short term offers at market prices for individual tours



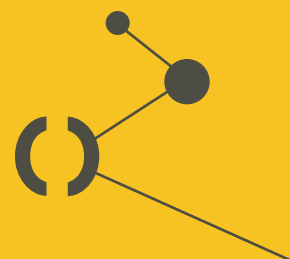
Better customer service

Automatic consideration of customer-specific requirements such as cooling, excess widths, safety and delivery times

Lufthansa Cargo AG

With a turnover of 2.8 billion euros and 6.5 billion revenue tonne-kilometres in 2020, Lufthansa Cargo is one of the world's leading companies in the transport of air freight. The company currently employs about 4,400 people worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves around 300 destinations in more than 100 countries with its own fleet of freighters, the belly capacity of passenger aircraft is operated by Lufthansa German Airlines, Austrian Airlines, Brussels Airlines, Eurowings and SunExpress, and an extensive road feeder service network. The bulk of the cargo business is routed through Frankfurt Airport.

Lufthansa Cargo aligns its corporate responsibility commitment with the sustainability goals of the United Nations (UN). Lufthansa Cargo has committed itself to anchoring five selected sustainability goals in its corporate activities and to making a substantial contribution to achieving these goals by 2030. Lufthansa Cargo is a wholly owned Lufthansa subsidiary of Deutsche Lufthansa AG and Lufthansa Group's logistics specialist.



Traffic Figures 2020.

- Freight ton-kilometers offered in billions: 9.4.
- Freight ton-kilometers sold in billions: 6.5.
- Cargo load factor: 69.1%.
- Routes: 300 destinations in more than 100 countries



Do you want to learn more about the Transport assignment **tools from Transporeon?**

[Discover Best Carrier](#)