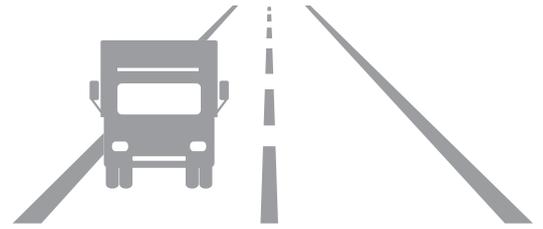


+ PSI Logistics Suite

PSI Tender Management Individual and Exact Calculation of Tenders

PSI 

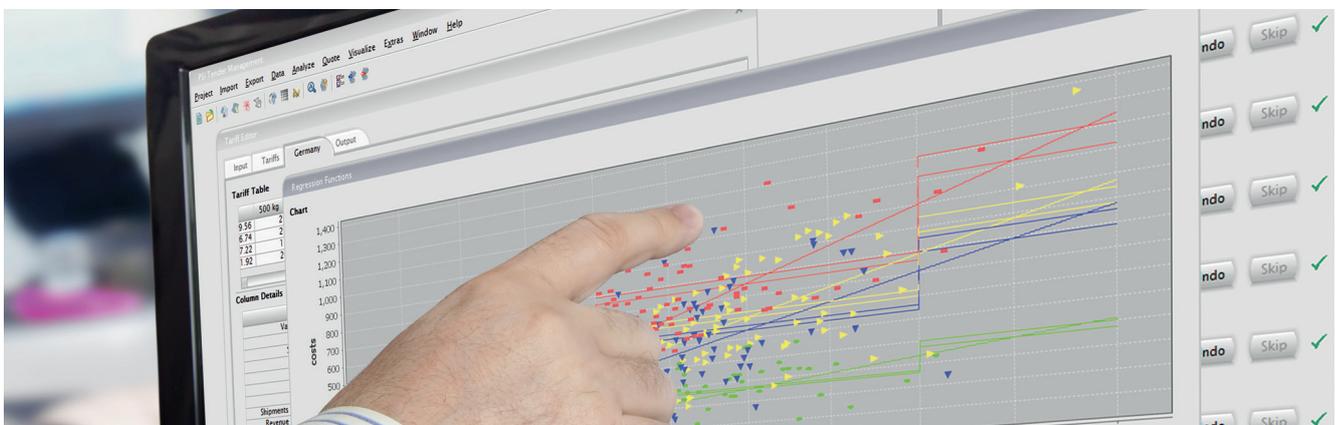


PSI *Itms*

Fast and easy calculation with PSI Tender Management

PSI Tender Management allows you to quickly and easily answer extensive invitations to tender. The basis for tender creation is a stored network including sites, relations, and costs as well as customer shipment structures. The interactive rate

creation together with a detailed profitability check supports the creation of customized tenders.



Once your master data has been imported six steps lead to the perfect tender

1 Import tender invitation
You can either directly import the shipment data provided by the customer or input it by means of the GUI.

2 Determine shipment data
You can calculate the actual network costs of your business on the basis of the already stored data (transport relations, load carrier types, additional costs such as dangerous goods or express rates etc.).

3 Create customer rate
Create your target customer rate based on the determined shipment costs. Use a stored rate (e.g. your standard rate) or create a tender specific rate structure depending on the zones, classes and cost base.

4 Check operative margin
For this a rate based as well as a shipment based profitability check is available in graphical or tabular form.

5 Check and release tender
To safeguard your tender content let the system check the consistency of the process. The final release is performed according to your own specific rules.

6 Create tender documents
Create documents that are customer specific and approved using your Excel and Word templates.



Features

Tarif Editor - Germany

Input Tariffs Germany Output

Tarif Table	100 kg	200 kg	300 kg	400 kg	500 kg	600 kg	700 kg	Row Details
Zone 1	66.93	121.82	185.14	249.56	299.37	363.17		Zone 1 Variation (%) 0.0 Shipments 654
Zone 2	56.10	97.50	141.24	186.74	221.00	265.60		Zone 2 Variation (%) 0.0 Shipments 575
Zone 3	50.06	66.00	86.60	107.22	129.65	141.90		Zone 3 Variation (%) 0.0 Shipments 419
Zone 4	71.50	112.86	162.08	211.92	249.44	298.68		Zone 4 Variation (%) 0.0 Shipments 708

Column Details

	100 kg	200 kg	300 kg	400 kg	500 kg	600 kg	700 kg
Variation (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shipments	233	200	212	199	204	219	
Revenue	14,841.13	20,375.26	31,565.16	39,830.68	48,919.04	60,587.59	€
GP (%)	18.2	17.7	17.6	19.0	16.5	18.6	
GP (abs)	2,711.70	3,606.34	5,555.51	7,567.61	8,071.26	11,269.56	1
Shipments Groupage	233	200	212	199	204	219	
Revenue Groupage	14,841.13	20,375.26	31,565.16	39,830.68	48,919.04	60,587.59	€
GP (%) Groupage	18.3	17.7	17.6	19.0	16.5	18.6	
GP (abs) Groupage	2,711.70	3,606.34	5,555.51	7,567.61	8,071.26	11,269.56	1

Tarif Details

	Tarif
Variation (%)	0.0
Shipments	2,356
Revenue	723,586.27
GP (%)	18.3
GP (abs)	132,512.17
Shipments Groupage	2,356
Revenue Groupage	723,586.27
GP (%) Groupage	18.3
GP (abs) Groupage	132,512.17

Variation: 0.0 Apply to Columns Apply to Rows Auto Correct Visualize Initialize Calibrate Clear Set

- + Central storage of all data and cost structures
- + Import of customer specific shipment structures
- + Simulation calculations for checking and variation of tender rates
- + Graphical displays
- + Approval procedure
- + Inclusion of tender addendums
- + Reimport of actual shipment data into tender calculation
- + Archiving of the calculation for comparison of price developments



Benefits

- + Acceleration of tender creation
- + Price safeguarding due to exact calculation values
- + Detailed profitability analyses
- + Transparency and traceability
- + Faster comparison of production costs in parallel networks
- + Central database based solution for all calculations
- + Free definition of job lists for workflow management



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