



# FOKKER TECHNOLOGIES GAINS CONTROL OVER TRANSPORT THANKS TO INCREASED INSIGHTS

CUSTOMER CASE



Fokker Technologies and Stork Technical Services wanted to improve transport transparency within their many branches and get a better grip on the transport contracts at the same time. They succeeded very well with ShipitSmarter. “We want to be able to improve our corporate procurement and serve our internal customers more effectively.”

The logo for ShipitSmarter. 'ship' is in a blue, sans-serif font, 'it' is in a smaller, orange, sans-serif font, and 'smarter' is in a blue, sans-serif font. A horizontal line is positioned between 'it' and 'smarter'.

“ With ShipitSmarter we manage all transport modalities. ”

BART VERMEULEN,  
CATEGORY MANAGER FOKKER TECHNOLOGIES

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When, from a central procurement perspective, you wish to get a better grip on transport contracts within dozens of operating companies you have a tough task. Contract management, and checking whether those contracts have been fulfilled, is a tough job and comparison is difficult. “There is no carrier company who is strong on all points, such as price, transit time and reliability,” says Bart Vermeulen, as Category Manager responsible for central transport procurement at Fokker Technologies, which like Stork Technical Services is part of Stork BV. For Vermeulen, this was the reason to select ShipitSmarter, the Shipment management platform that supports and simplifies these tasks for companies.

### Transparency and cost reduction

[body] Fokker Technologies and Stork Technical Services are active in fields ranging from aircraft maintenance and development & production of aircraft components to technical services for the oil and gas industry. Until a few years ago, the transport

of the various products (via express, air and road transport) relied on the knowledge and experience of local shipping employees, who each maintained their own relationships with centrally contracted and also local carriers. “With ShipitSmarter we now have one platform that allows us to manage transport globally, across different transport modes,” says Vermeulen. The Stork Transport Portal/ShipitSmarter now shows for each branch office which carriers are strong in certain areas and what price has been agreed on a global level. As a result better transport decisions are made at the local branch offices leading to significant cost reductions. “These insights result into different choices than before.”

### Invoice control

The registered shipment data also provides Vermeulen with a ‘shipment profile’ for the entire organisation. “ This enables us to properly calculate quotations and purchase correctly.” In addition to this transparency, Vermeulen identifies other important advantages too, such as invoice control.

“We can easily compare the contract agreements thanks to the digital copy invoices. That is often quite difficult in many procurement areas.” The message that customers automatically receive when their shipment is on its way, is another very strong advantage, many customers have been asking for that in the past.

In the meantime, ShipitSmarter has been implemented at 50 Dutch locations. Vermeulen also wants to make the Transport Portal (behind which ShipitSmarter is hidden) available for the German and Belgian sites. The next step is to use the portal for inbound traffic too. This is also the way we want to manage the aircraft parts to be repaired by Fokker Services. The faster this process runs, the better the stocks can be optimised. “Not only to expand the functionalities, but also, for example, to manage the rates in the system.” We are willing to invest if it results in greater transport flow insights.