



**SHERWIN
WILLIAMS®**

TenderEasy helps
Sherwin-Williams
save time, improve
processes and
ensure competitive
market rates from
carriers



“TenderEasy overdelivered on our expectations, both in terms of time and monetary savings. We are very satisfied with the tool and now have the bandwidth to run multiple RFQs simultaneously and achieve the same results as before, in less time.”

Michał Maśko

Senior Manager Logistics Sourcing & BPO EMEA
at Valspar



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Background

Sherwin-Williams Company is a global leader in the manufacture, development, distribution, and sale of paints, coatings and related products to professional, industrial, commercial, and retail customers. The company was founded in 1866 and employs more than 33,000 employees and operates in 109 countries.

The Valspar Corporation, whose company history spans two centuries, is a wholly-owned subsidiary of The Sherwin-Williams Company.

Valspar was a customer of Alpega (formerly inet) prior to its acquisition by Sherwin Williams in June of 2017. As part of Valspar's intent to optimize and integrate processes along its supply chain, the company selected Alpega TMS and TenderEasy, Alpega's freight procurement solution, to manage distribution logistics and freight cost clearing.



Visibility, ease-of-use and freight cost clearing

Alpega TMS was selected over competing TMS solutions due to the tailored nature of the software, as well as the company's market expertise and professional service specialists. The main objectives of the integration were to:

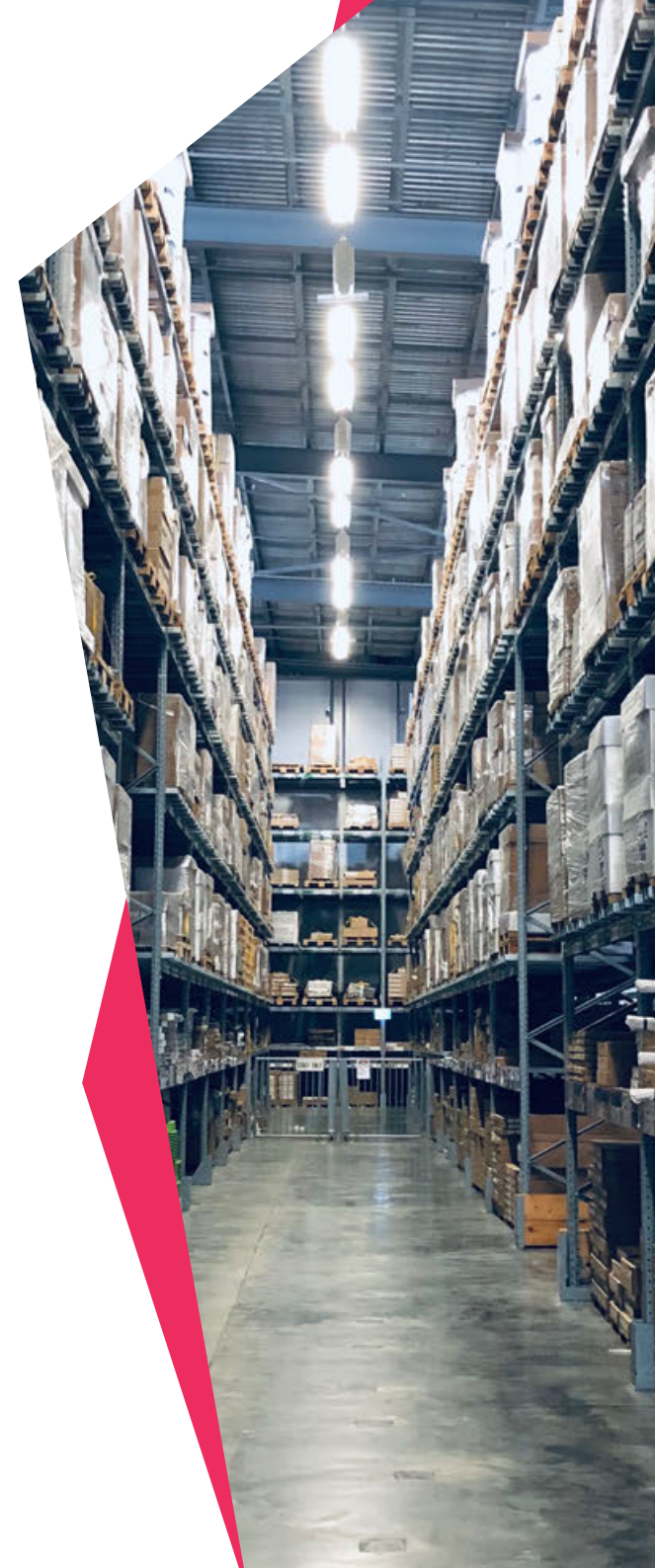
- Provide transparency for all shipments assigned to loads and logistics providers
- Deliver an easy-to-use, internet-based communication platform for logistics providers
- Set the groundwork for freight cost clearing

TenderEasy was selected in order to help Valspar meet its needs around freight cost clearing. The team at Valspar were impressed by the solution's easy integration with Alpega TMS, as well as it proving a significantly more effective and user-friendly tool than the Excel templates previously used for freight tendering.

According to Maško: **“TenderEasy is a comprehensive tool that improves our tender capacity by automating a significant part of the process. The results we've had using the solution show we made the right choice.”**



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A pain-free implementation process

Alpega initially conducted a pilot with Valspar to ensure all their pain points could be addressed with the TenderEasy solution. For the team at Valspar, having a regular tendering schedule was key to ensuring competitive market rates, and therefore, their first objective. Their second priority was to structure the freight procurement process in such a way as to save time and continually optimize each element.

Implementation was quick and easy. Following a customized training session, the team at Valspar was able to operate independently. They rapidly created a multitude of scenarios within the TenderEasy platform to identify the best carrier for different regions and markets.

“It didn’t take long for the team to grasp the tool and we rapidly saw the benefits of its implementation,” explained Maško.

Rapid results and happy carriers

“While our main drive was to make sure we always got the best rates and conditions from our tenders, we also wanted a smooth process on our side and for the carriers we work with,” explained Maško.

“TenderEasy overdelivered on our expectations, both in terms of time and monetary savings. We are very satisfied with the tool and now have the bandwidth to run multiple RFQs simultaneously and achieve the same results as before, in less time. Implementing the solution also meant we drastically reduced the number of errors that could occur throughout.”





TenderEasy is a provider of market-leading technology for transport sourcing, freight tendering and freight spot request/ spot bidding.

As part of the Alpega group, TenderEasy provides and seamless integration to Alpega's TMS solutions. Our vision is to help our customers take advantage of the opportunities made possible by the digitalization of logistics and make one of the world's largest industries more efficient and sustainable.

For more information about our company and products, please visit www.tendereasy.com

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