



Build and maintain a pipeline of business development opportunities

Analytiqa's Logistics Contracts Database services provide detailed information on commercial relationships between 3PLs and shippers, across industry sectors, on a global basis.

Analytiqa's experienced analysts undertake regular research of contract wins and losses, extensions and renewals across the logistics industry.

Regular, monthly, updates bring you an essential customer or competitor intelligence tool that will ensure your business development teams are kept abreast of the competition and understand the outsourcing activities of your key clients and prospects.

Delivered 24/7 online, the Logistics Contracts Database service will help you:

- Keep track of the latest logistics contract awards and learn when contracts are up for renewal
- Collect key sales leads with client contact names and job titles
- View detailed contract descriptions and value added service offerings
- Analyse contract lengths and contract values, where this information is disclosed
- Benchmark industry sector, country and service strengths of the leading 3PLs
- Perform detailed logistics contract searches by any combination of criteria - country, sector, 3PL or shipper
- Track contract awards at national, regional and global levels
- Target 35 industry sectors by country, region, 3PL and / or service offering

The Logistics Contracts Database service contains information on many thousands of contract awards and commercial relationships.

The functionality of the online tool allows users to design and perform their own detailed analysis filtering by any combination of the data fields, including country, sector, 3PL, renewal dates and contract services.

Stay ahead of the competition

The Logistics Contracts Databases are amongst Analytiqa's most popular products and services.

They are used by manufacturers and retailers to keep up to date with who is doing what, with whom.

They are used by 3PLs as a business development tool to source new opportunities and understand service requirements, capabilities and contract trends.

They are used by service providers to the supply chain to track business relationships, identify key contacts and understand geographic and / or industry sector trends.

The service is used to identify and analyse contract lengths, values, sector trends, country updates – and the reasons shippers choose to outsource.

Most importantly, it identifies upcoming contracts that are being renewed...
...not forgetting contact details of key personnel, where they are available.

Stay informed

The Logistics Contracts Database includes many thousands of contracts. Availability is via a subscription, which entitles you to 12-months access. Subscriptions are available at a global or regional level.

New contracts are added each month so the service remains current at all times. The subscription is then automatically renewed, invoiced on an annual basis.

A service bespoke to you

The Logistics Contracts service is indexed by the following criteria:

Client Name
Logistics Provider
Industry Sector
Geography
Region
Scope of Contract
Date Awarded
Year Announced
Contract Length
Contract Value
Value Range
Average Value
Renewal Date
Renewal Year
Service Description
Client Contact
Logistics Contact
Logistics Group Activity:

Distribution Warehousing
Lead Logistics Provider
Reverse Logistics
4PL
Value Added Services
Open Book
eCommerce
Home Delivery

However, the functionality of Analytiqa's delivery systems allows you to manipulate the data to meet your own specific needs.

Analytiqa takes a market leading approach to ensuring that its customers receive its commercially relevant insight in the most efficient, productive and user friendly way as possible.

Easy Access

Each user receives their own unique user-name and password to access Analytiqa's services, with usage tracked by their IP address. Once you have identified who is working with who, and when contracts are due for renewal, additional services from Analytiqa can help you to achieve the following commercial objectives:

• Tender Support

Our Analysts and Consultants are able to draw on extensive experience and cross-industry knowledge to support the end-to-end outsourcing process. Analytiqa has experience of working with global household names to assist their search for logistics service providers, providing our expertise and insight to enhance all stages of the tender process.

From the identification of service providers, to the management of RFI or RFQ stages, through to due diligence to support final decision making, Analytiqa supports clients' commercial and operational objectives.

• Customer Satisfaction

Why do shippers select their service providers? What are the key criteria they score 3PLs on? Which decisions are procurement driven? How satisfied are your customers? Are your customers' promoters, or detractors? What do you need to do to better ensure a contract renewal or extension? Analytiqa can assist you to answer all these questions and many more.

Learn more...

To learn more about any of the above services, contact Analytiqa for a confidential discussion.

Register for Analytiqa's weekly complimentary **Logistics Bulletin** service to ensure you stay ahead on the latest trends and developments within the supply chain industry at:
www.analytiqa.com

Analytiqa can assist you to achieve the following objectives:

- achieve profitable growth
- Increase revenues by the selected targeting of faster growing customer segments or logistics markets
- Win new customers, by demonstrating enhanced understanding of their key threats and challenges
- Prioritise customer targeting by identifying supply chain strategies and service (dis)satisfaction
- Validate internal perceptions

Utilise Analytiqa's research expertise to confirm or contradict your thinking as you develop product or service propositions to support your growth strategies

Informed decision making

Provide your marketing, business development, key account or procurement teams with the resources they need to enhance your bottom line

Source a supply chain service provider

Assist the evaluation of your strategy and ensure the efficiency of your tender processes by finding a provider best placed to achieve your objectives. Whilst many bespoke services are conducted under non-disclosure agreements, your confidentiality is always assured from the point of discussing a brief through to completion, NDA or no NDA. Hence if you just want to discuss an idea you have for a potential project, know that you can talk to us in confidence.



Head Office:

Albany Chambers Bridge Road East
Welwyn Garden City
Hertfordshire, AL7 1HL
United Kingdom

T: 44 (0)1707 37 22 11
F: 44 (0)1707 37 22 99
E: info@analytiqa.com

Ireland:

26 Upper Pembroke Street
Dublin 2
Ireland

T: 353 1 640 18 18
F: 353 1 640 18 99
E: info@analytiqa.com

www.analytiqa.com