



## Procurement Discovery:

what it is, and how it helps shippers

Every year, e2open procures more than \$5 billion in freight through our procurement software. Whether you're a shipping customer or not, our platform makes it easy to find new carriers and see their performance, area of operations, and capabilities.

### Procurement Discovery, by the numbers

More value. Less hassle. Here's how e2open makes procurement discovery feel fast and effortless.

OVER  
**\$8m**

in awarded contracted lanes to **new carriers**

**50+**  
**DIFFERENT CARRIERS**

have been awarded contracted freight

**500+**  
**NEW CARRIER**  
suggestions

**1,300**

**ACTIVE**  
participating carriers in the **Procurement Discovery and Carrier Certification** processes

**12%**  
**OF SHIPPERS**

have returned for even more carriers using the same process

\*Numbers are based on rolling 12 months starting March 2023

Don't take it from us,  
take it from our carriers:

"The Procurement Discovery has been a great experience. Referring to a potential client to our broker company was a breeze. E2open handled everything smoothly from start to finish and their expertise and professionalism made the whole process easy. They found the perfect solution, kept things transparent, and built trust handily."

Andrea Lopez  
Sales Representative, Mid America Logistics



"E2open was able to match our solution offerings with an existing need for the additional diversification of sustainable capacity sources for one of their clients. Further collaboration with the e2open team tasked with the daily execution of the client's routing guide compliance and long-term carrier evaluation, led us to uncover opportunities that connected our asset capacity for their Intermodal and Regional truckload needs."

Todd Davis  
Vice President of Enterprise Sales, STG Logistics



"Surus has found e2open's Procurement Discovery and Scorecard to be an invaluable asset because it gives customers confidence that we will provide service that meets & exceeds their expectations. E2open's Procurement Discovery identified that Surus could be a good fit and our Carrier Marketplace Scorecard provided the customer with assurance that we would deliver."

Aaron Johnson  
Business Development Manager, Surus Transport

