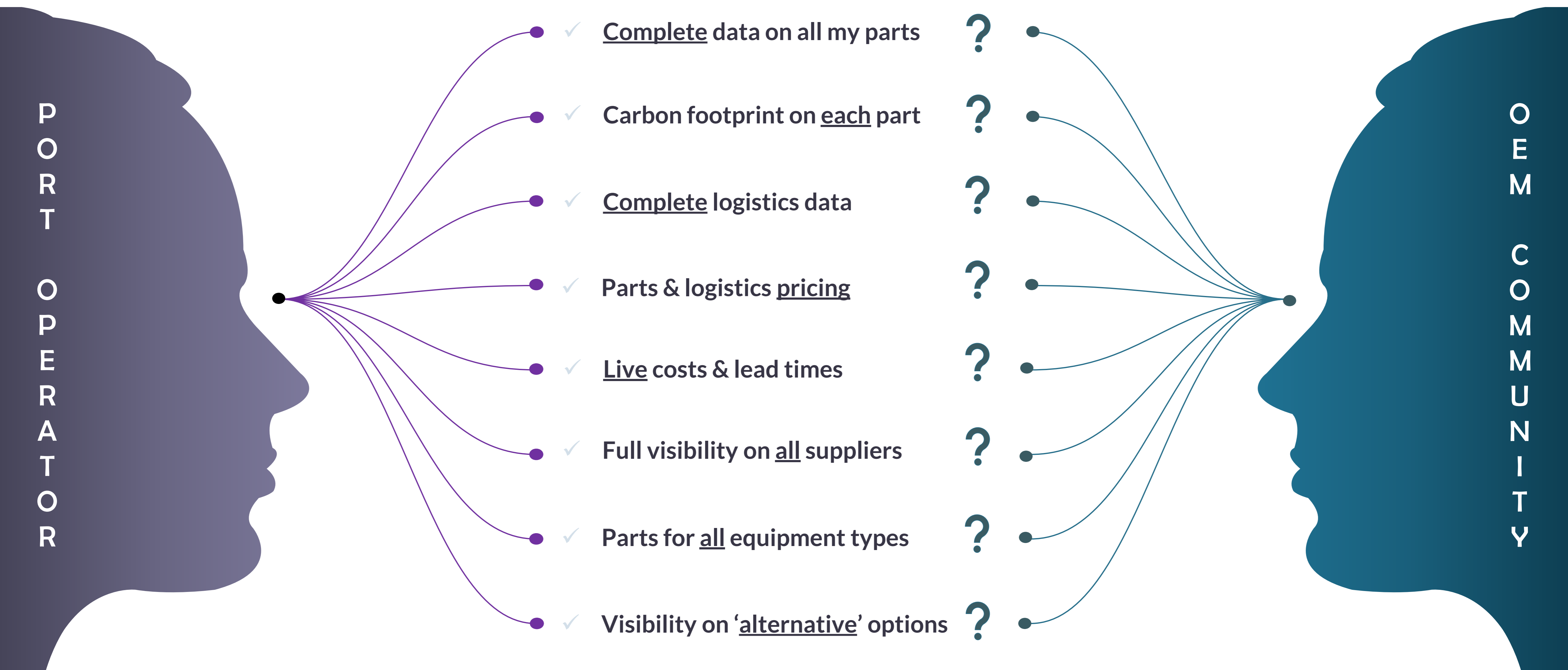




Digital transformation in procurement

...e-Commerce Platforms...

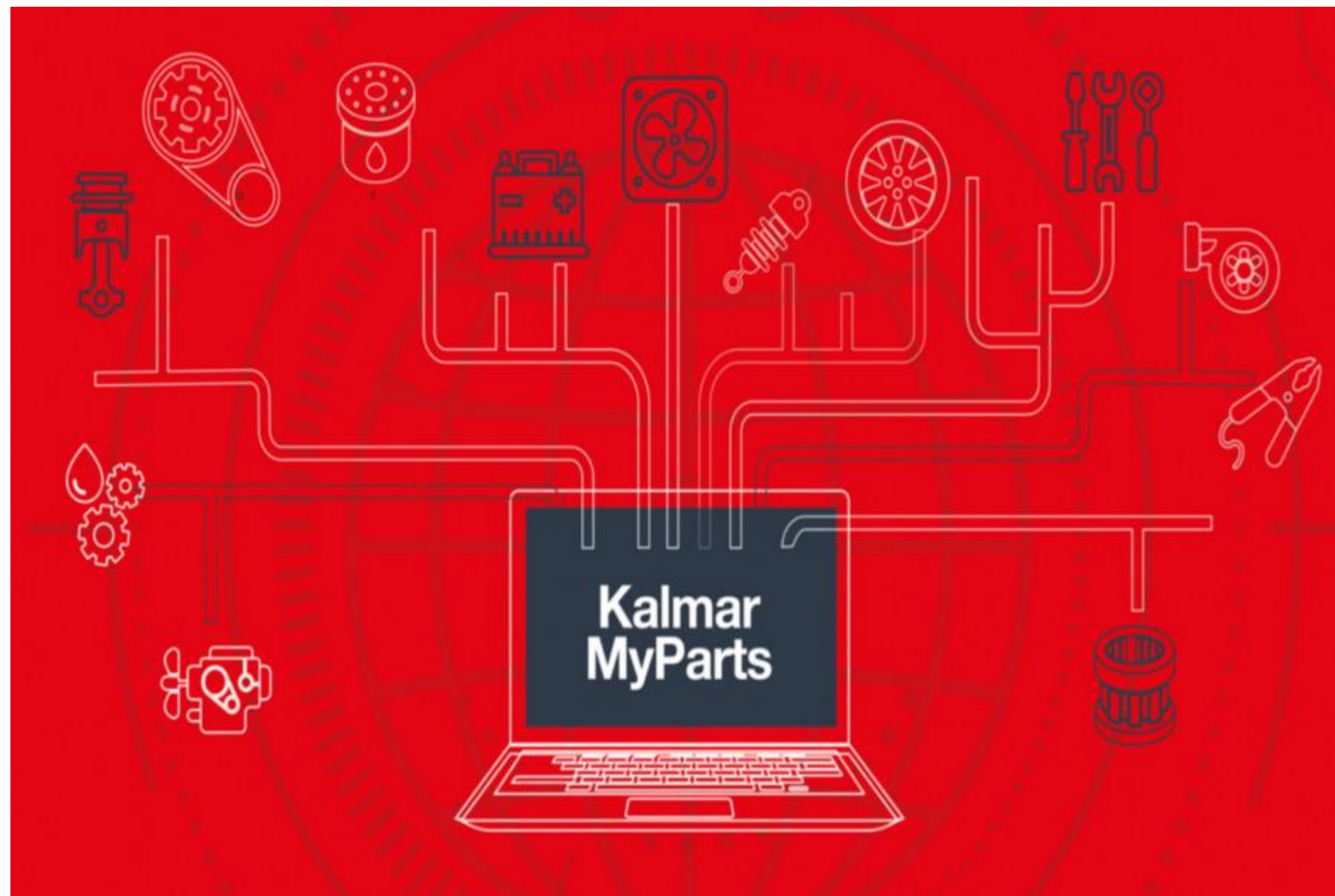
Are buyers & sellers aligned at all times?



Solution - a sample of what's out there today



OEM websites selling various spare parts – but mostly aligned to their manufactured products.



LIEBHERR

ABOUT LIEBHERR PRODUCTS NEWS CAREERS MAGAZINE

Home + > About Liebherr + > Services + > MyLiebherr + > Spare parts catalog

Spare parts catalog - New functions for efficient work REGISTER →

MyLiebherr – Spare parts catalog

Are you looking for a certain spare part and would like to identify this quickly? With the newly developed spare parts catalog you have the appropriate features to find the right part quickly.

Spare parts catalog With the electronic spare parts catalog you have constant access to the latest documentation for your machine. The catalog is customized to the serial number of your machine.

Registration

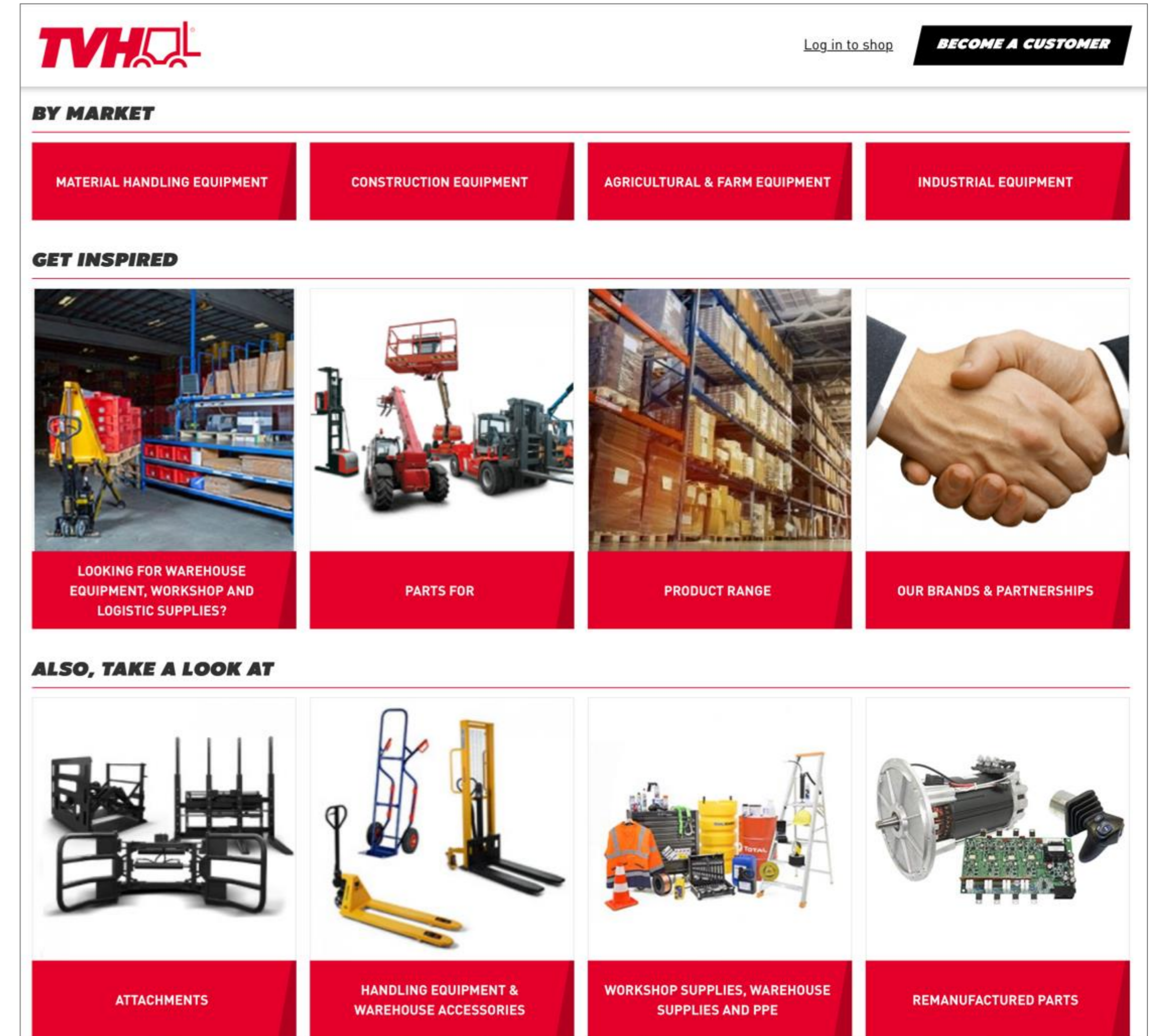
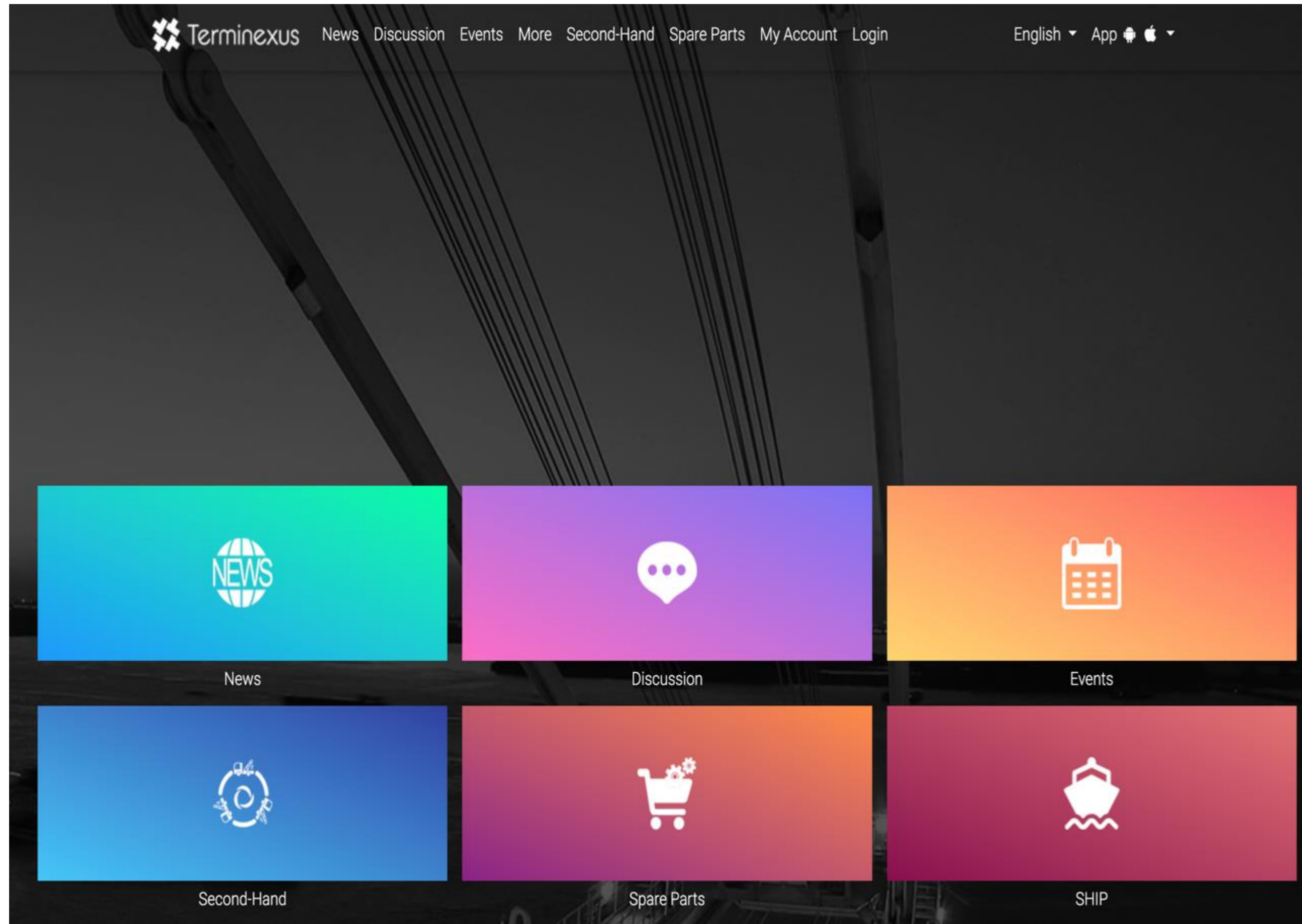
KONECRANES STORE Search spare parts by part number or name Log In / Register

PORTS SPARE PARTS BROCHURES

RTG, RMG, STS and Shipyard

BUFFER AND FENDER PARTS	LIGHTS	CONTROLLERS	GPS PARTS	SPREADER PARTS	BRAKES
TIRES	AIR CONDITION	CABLES	SAFETY EQUIPMENT	DIESEL GENERATOR PARTS	TWISTLOCK PARTS
COMMON MECHANICAL PARTS	CABIN PARTS	POWER SUPPLY	PIVOTING UNIT PARTS	INVERTERS AND PARTS	ROPES

Solution – more samples



Global retail e-commerce sites

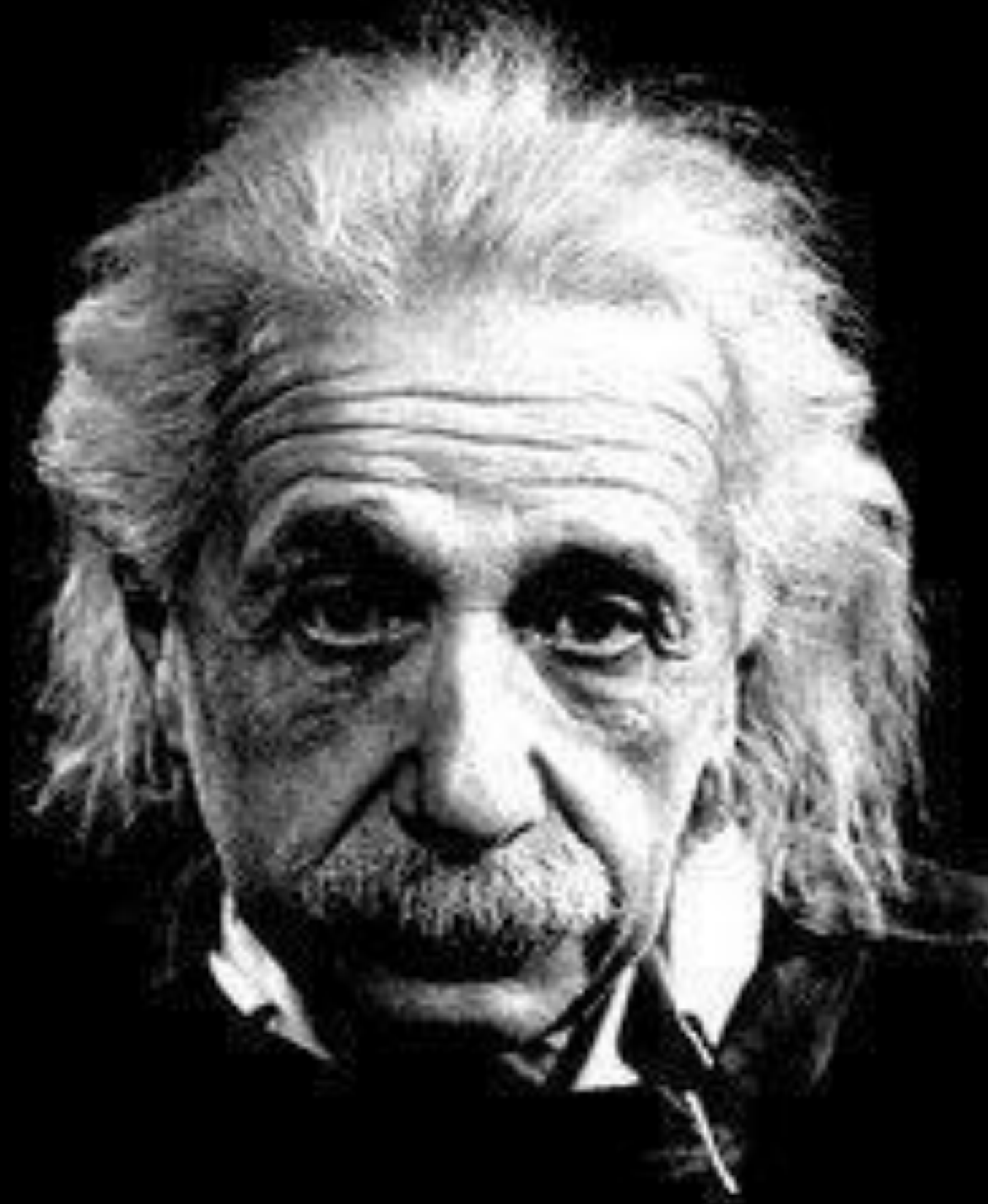


Four of the top 10 global retail e-commerce sites

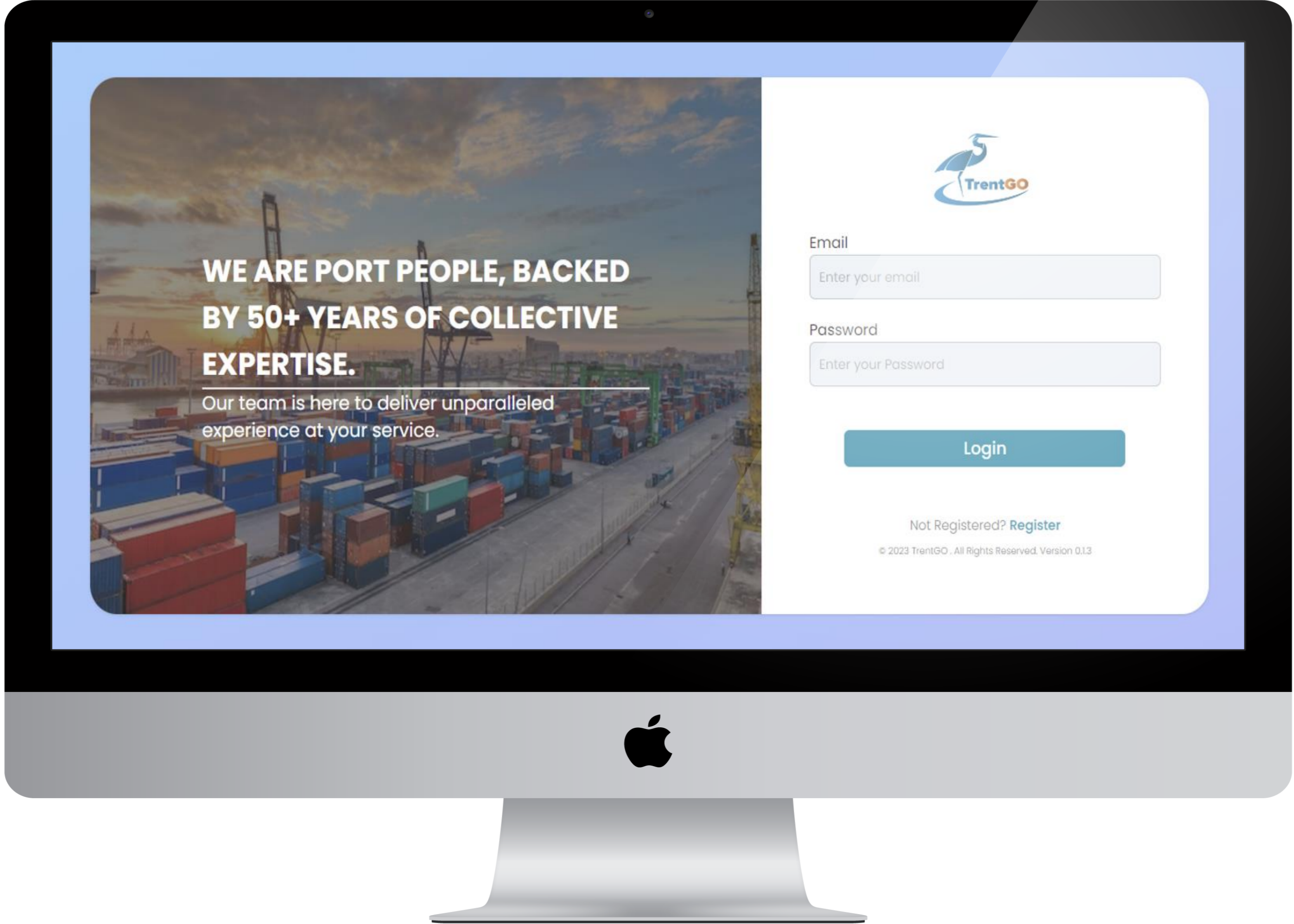


Changing the landscape through eCommerce.....

“WE CANNOT
SOLVE OUR
PROBLEMS
WITH THE SAME
THINKING WE
USED WHEN WE
CREATED THEM”



A one shop window for everything?



All products, all sellers & a big picture view...



Strategic Spend Management

- Improved spend planning & control
- Category management
- Volume consolidation
- Continuous price benchmarking
- Proximity sourcing/ Eliminate intermediaries
- Trading with non-port/ marine suppliers

Supply Chain Optimisation

- Electronic ordering
- Direct orders, fewer RFQs
- Consolidated last mile delivery
- Accurate product identification
- Reduction of wrong deliveries/returns
- Reduced contract leakage
- Consolidated invoices

Transparency & Collaboration

- Real-time KPI dashboards
- Direct buyer supplier communication
- Decentralised budget control
- End users see what they order
- Contract management/spend control

Security of supply

Eliminate wrong deliveries

Competitive sellers

What we can see so far.....



- ✓ Up to 90% faster procurement cycle time recorded.
- ✓ End-2-End procurement costs down 8-72%.
- ✓ Reduced ordering errors.
- ✓ 3-quotes at your fingertip 24/7 - choose, review, make informed decision, order placement – all within the same day!
- ✓ *Select – Check Out – Buy – Go*

Catalogues 'dedicated' to your port....



PRODUCT LIST

Selected port: S6SIN - SINGAPORE - SINGAPORE (SG) | Chosen currency: EUR | Product Description | Part No.

CATEGORIES | BRAND / FLAG | RS Components E | NON-FOOD | CLEAR ALL | ACTIONS

NON-COMPACTED, NON-GALVANIZED, DIA: 8/10MM, ... View Alt + ADD TO CART	NON-COMPACTED, NON-GALVANIZED, DIA: 8/10MM, ... View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 24MM, LENGTH: 36.45M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 24MM, LENGTH: 36.45M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 24MM, LENGTH: 31M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 24MM, LENGTH: 31M View Alt + ADD TO CART	NON-COMPACTED, GALVANIZED, DIA: 26MM, LENGTH: 55.5M View Alt + ADD TO CART	NON-COMPACTED, GALVANIZED, DIA: 26MM, LENGTH: 55.5M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 32MM, LENGTH: 795M View Alt + ADD TO CART
COMPACTED, NON-GALVANIZED, DIA: 27MM, LENGTH: 550M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 27MM, LENGTH: 470M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 16MM, LENGTH: 245M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 12MM, LENGTH: 185M View Alt + ADD TO CART	NON-COMPACTED, NON-GALVANIZED, DIA: 16MM, ... View Alt + ADD TO CART	NON-COMPACTED, NON-GALVANIZED, DIA: 16MM, ... View Alt + ADD TO CART	NON-COMPACTED, NON-GALVANIZED, DIA: 12MM, ... View Alt + ADD TO CART	NON-COMPACTED, GALVANIZED, DIA: 15MM, LENGTH: 245M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 16MM, LENGTH: 480M View Alt + ADD TO CART
NON-COMPACTED, STAINLESS STEEL, DIA: 9MM, LENGTH: 80M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 34MM, LENGTH: 850M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 28MM, LENGTH: 575M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 28MM, LENGTH: 477M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 12MM, LENGTH: 187M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 30MM, LENGTH: 795M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 24MM, LENGTH: 525M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 24MM, LENGTH: 440M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 34MM, LENGTH: 440M View Alt + ADD TO CART
COMPACTED, GALVANIZED, DIA: 16MM, LENGTH: 457M View Alt + ADD TO CART	COMPACTED, GALVANIZED, DIA: 12MM, LENGTH: 332M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 26MM, LENGTH: 217M FO... View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 26MM, LENGTH: 217M FO... View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 170M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 170M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 205M View Alt + ADD TO CART	COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 205M View Alt + ADD TO CART	NON-COMPACTED, NON-GALVANIZED, DIA: 30MM, ... View Alt + ADD TO CART

- ✓ Catalogues dedicated to equipment in your port.
- ✓ Never a wrong delivery.
- ✓ Multiple sellers competing & selling same spec products.
- ✓ Last mile delivery on every item.
- ✓ Spare parts & logistics cost 'visible' on each part.

Everything you need to make informed decisions....



TRENTGO

COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 170M



Lead Time: 14 WEEKS



+ ADD TO CART

Technical Info ->

COMMENTS:

A MINIMUM ORDER OF US\$ 21,500.00 IS REQUIRED TO FULFIL A SHIPMENT OF 20' FT CONTAINER LOAD FROM THE SELLER

DETAILS:

- Supplier Name : Guizhou Wire Rope Inc
- Brand Name : GUIZHOU WIRE ROPE
- Size : 170 M
- Supplier Part No 1 : MWRP0003
- Supplier Part No 2 : A01-004-00202

SPECIFICATIONS :

- DIAMETER: 20MM
- LENGTH: 170M
- CONSTRUCTION: 6 X 29FW (14/7 & 7F/1)
- CORE TYPE: IWRC
- GRADE (N/MM2): 1770

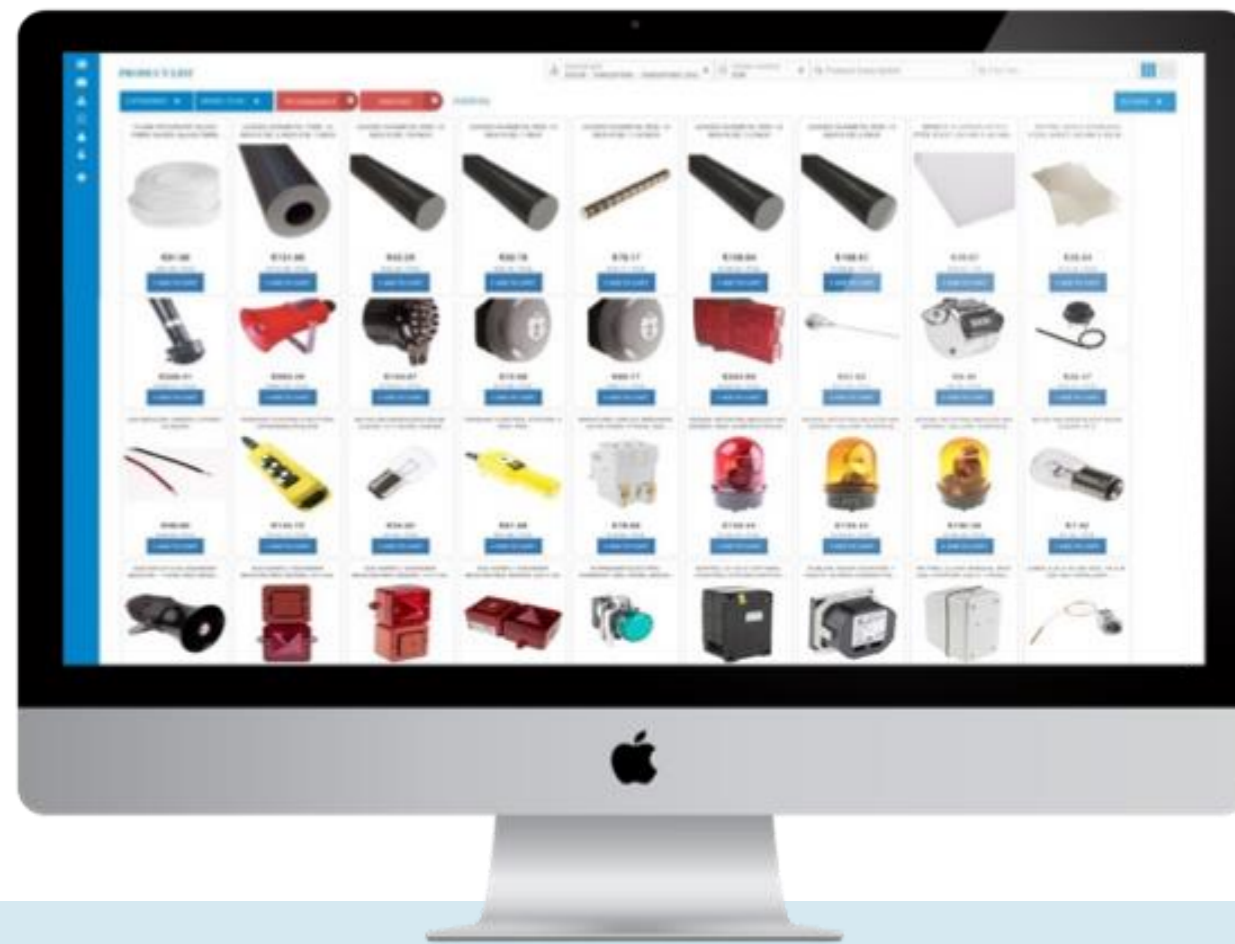
Open in new tab

Close

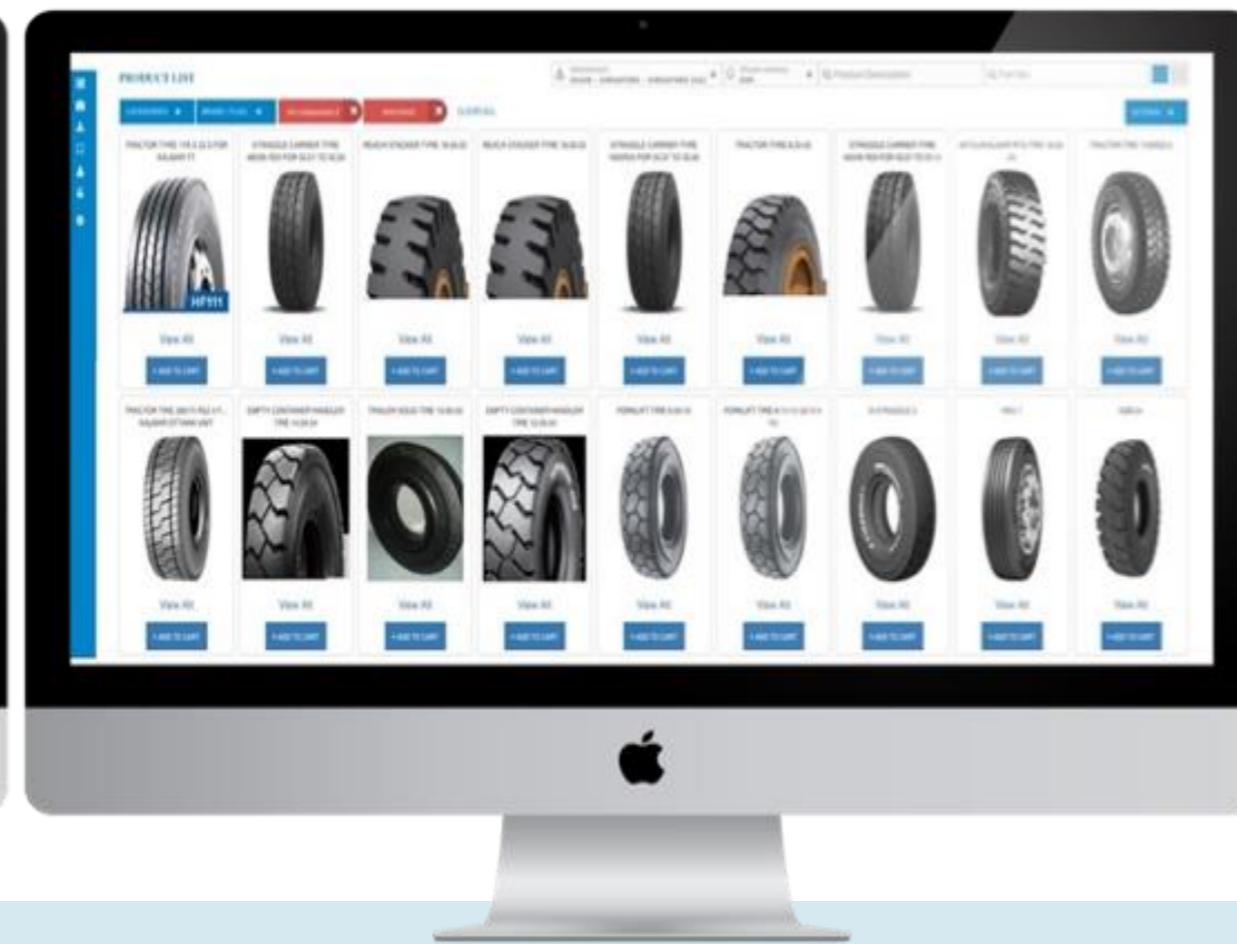
One shop window for 'all' your spare parts....



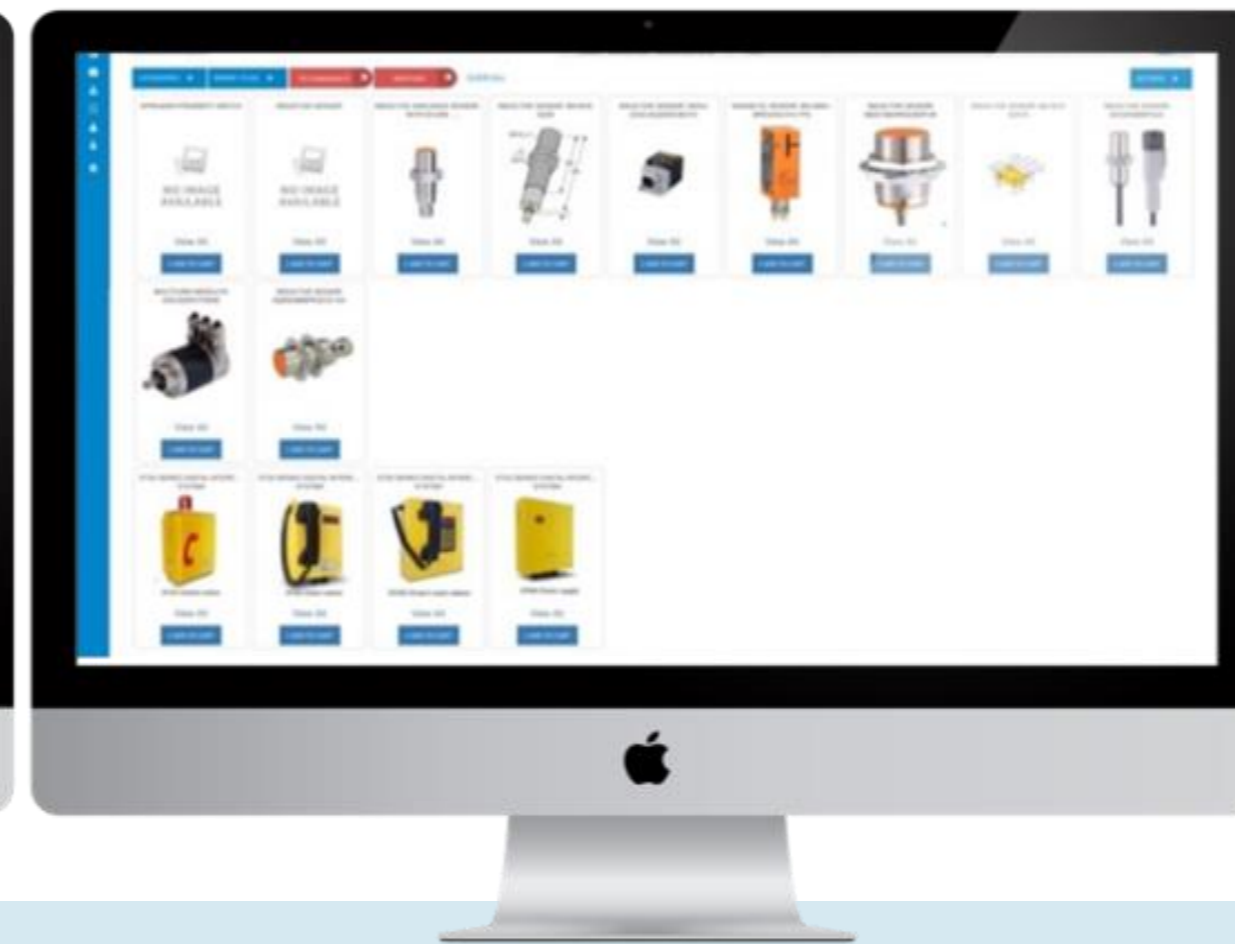
Lamps & Sirens



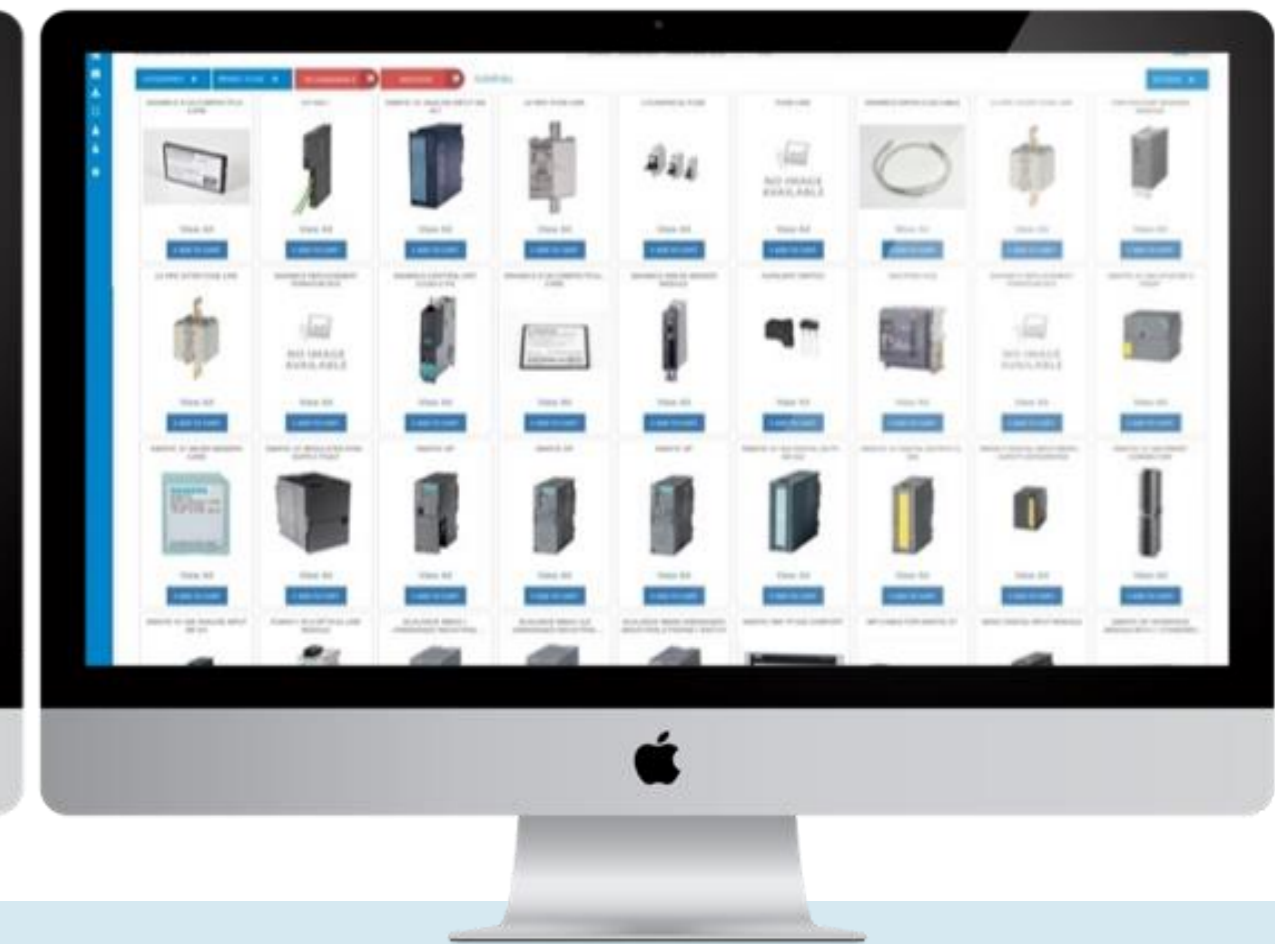
Tyres



Communications & Sensors



Fuses, Drives & PLC

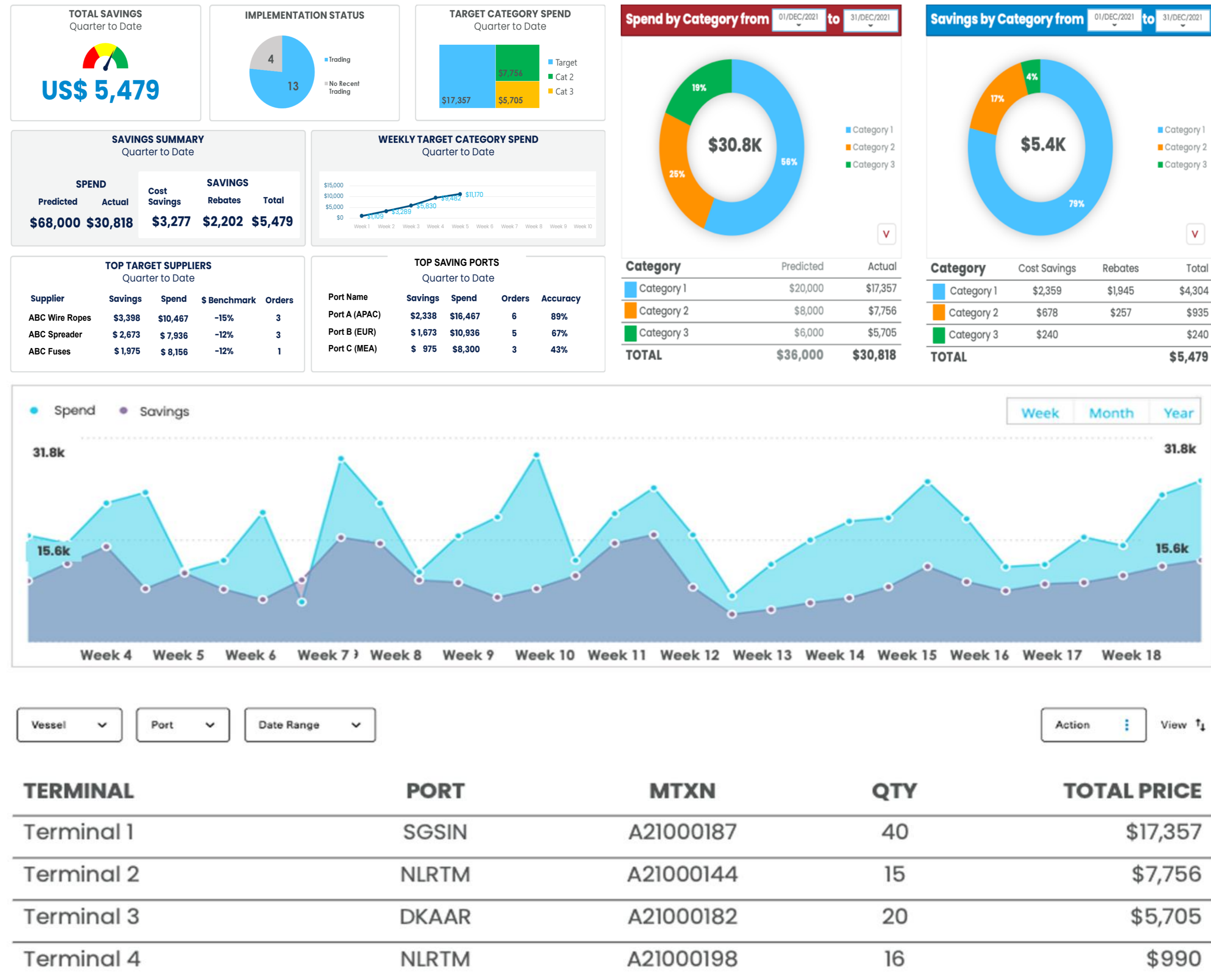


- ✓ One 'shop window' for every equipment & component manufacturer.
- ✓ Every detail, at your fingertips, enabling immediate & informed decision making.

- ✓ Controlled access to those who need to see.
- ✓ Buyers, Sellers & Logistics partners embedded in platform.

Your own performance dashboard

- Your own performance dashboard.
- Terminal, regional or global views.
- Increased spend visibility means enhanced negotiations globally.



What does the future hold?





Dealing with a fast-changing world....

- The world is accelerating towards lower emissions.
- Your customers' needs are changing.
- Consumers expect emission transparency.
- Is your business ready?
- Collaboration in this way, will help put OEM Equipment & Component Manufacturers in the driver's seat when it comes to showcasing low emission credentials.
- Increasing use of Ai in all aspects of the supply chain.
- Predicting when is the best time to Order the Parts, based on Price Sensitivity.
- Integration into Customer Procurement systems.

Visibility on kg CO2 when you purchase



TRENTGO

COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 170M



Lead Time: 14 WEEKS



+ ADD TO CART

Technical Info ->

COMMENTS:

CARBON FOOTPRINT: 2.3 kg CO₂ per kilogram

A MINIMUM ORDER OF US\$ 21,500.00 IS REQUIRED TO FULFIL A SHIPMENT OF 20' FT CONTAINER LOAD FROM THE SELLER

DETAILS:

- Supplier Name : Guizhou Wire Rope Inc
- Brand Name : GUIZHOU WIRE ROPE
- Size : 170 M
- Supplier Part No 1 : MWRP0003
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SPECIFICATIONS :

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- GRADE (N/MM2): 1770

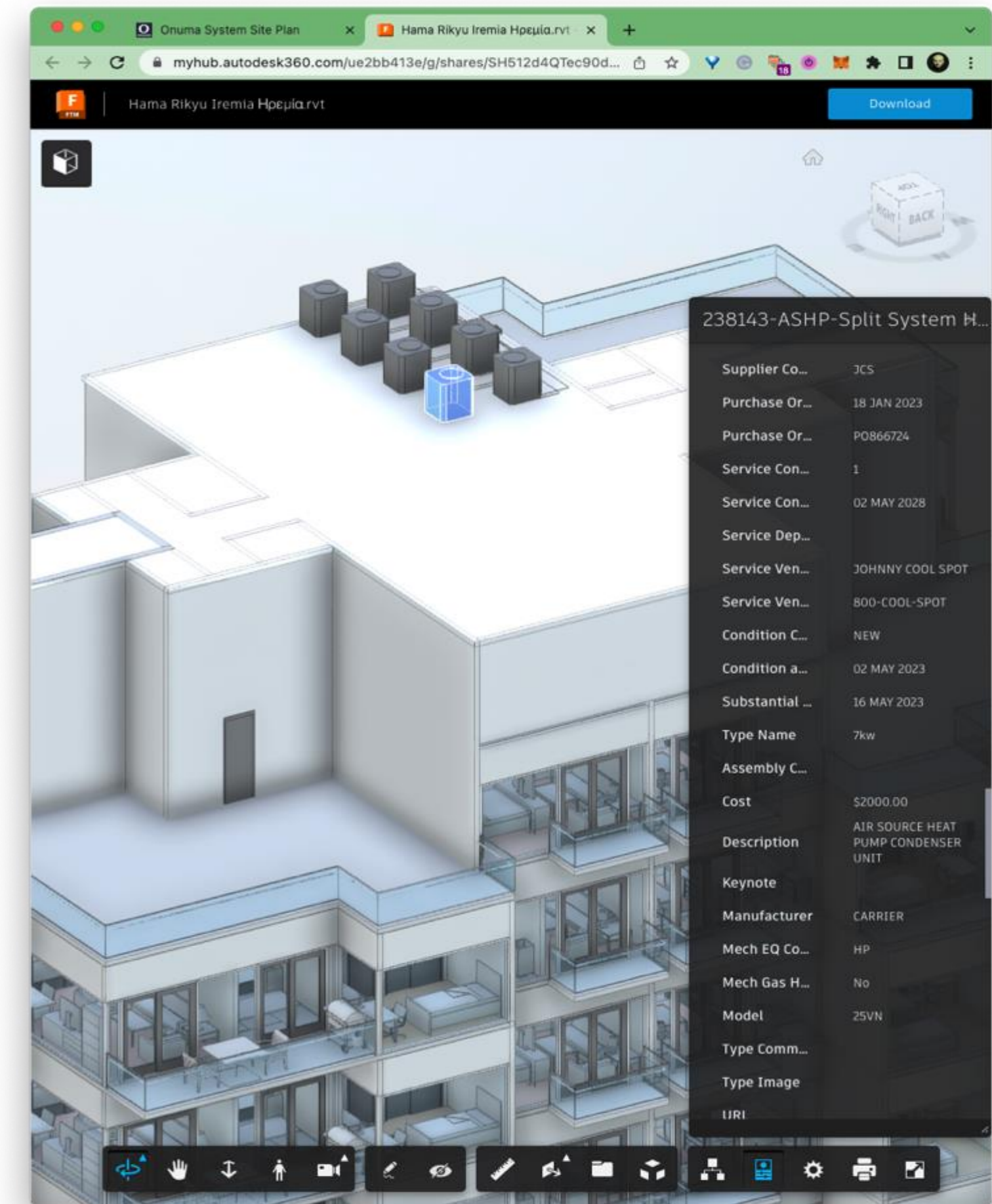
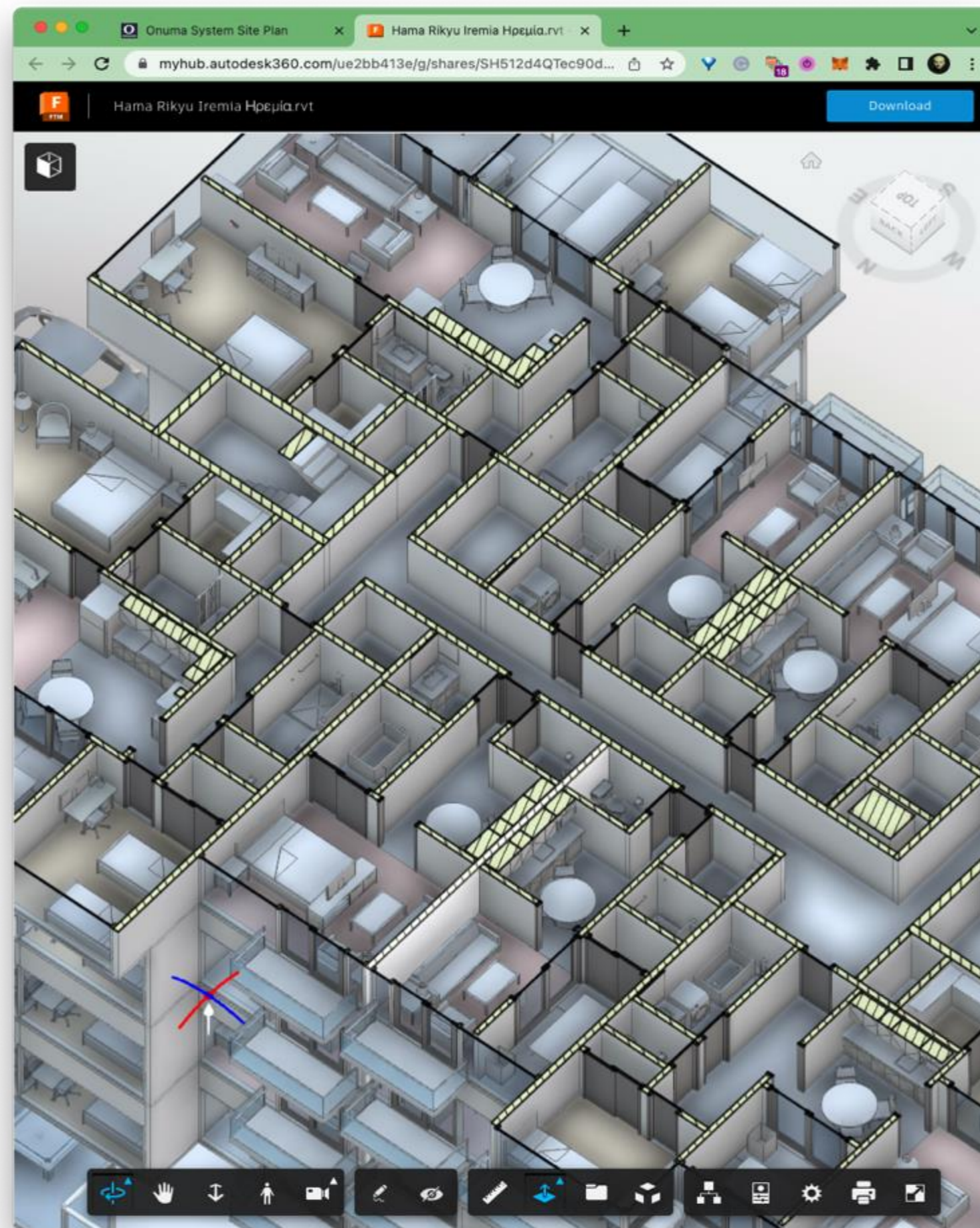
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Using Ai to specify and procure?



Ai Chat was successfully used in the construction industry, on a commercial project in Japan to specify and showcase a detailed university and student accommodation - over a 6-minute time-period!



Our own test using Ai



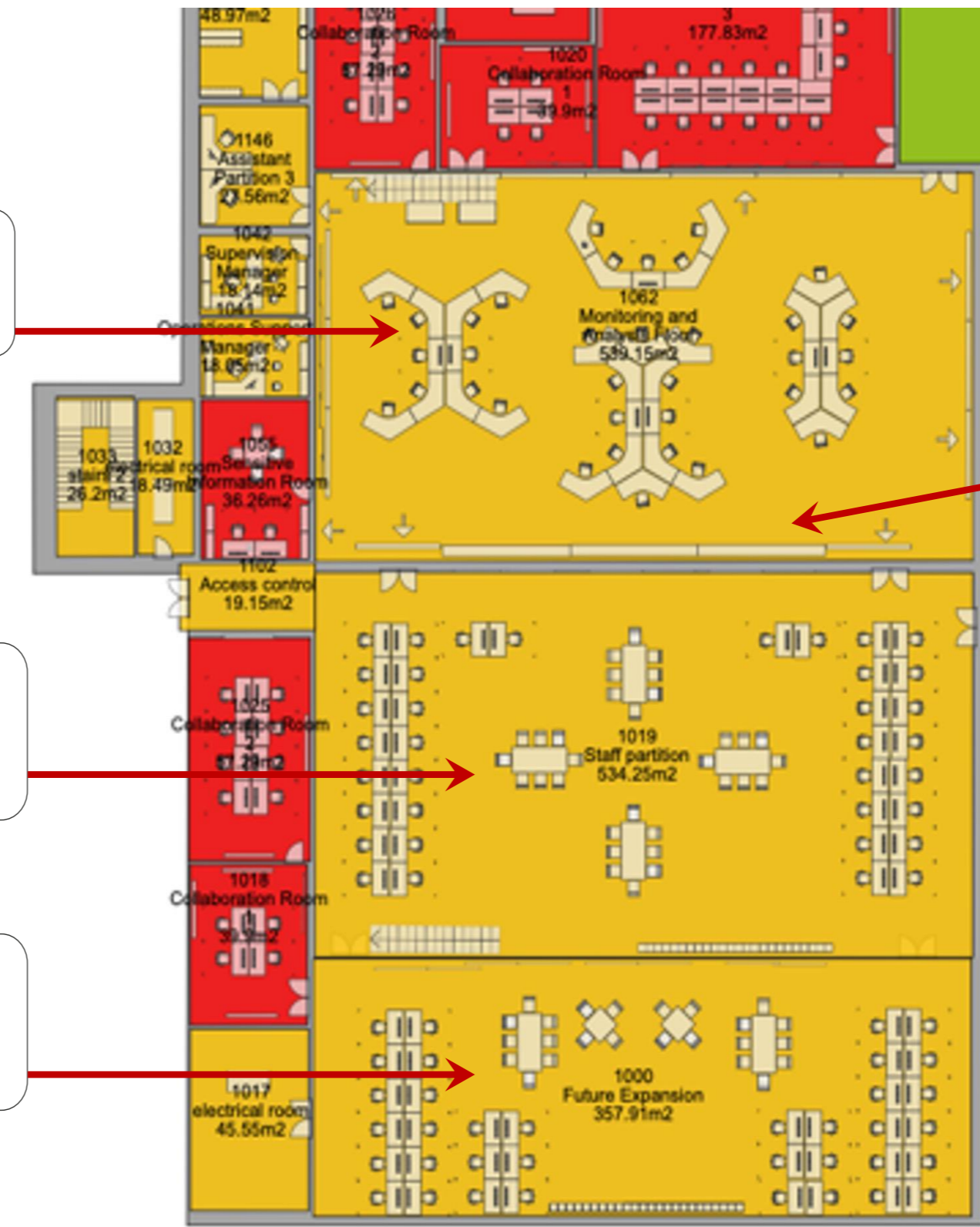
- In our own test case, and using data sets from both the port, internet and a BIM library,
- an Ai Chat prompt was created setting out the changing scene at a port that required new Remote Operated Cranes.
- For this example, the focus was on creating a new RCOS environment, which culminated in 1,021 objects being created, and set out in a variety of office spaces within the operations building - all in a matter of minutes!



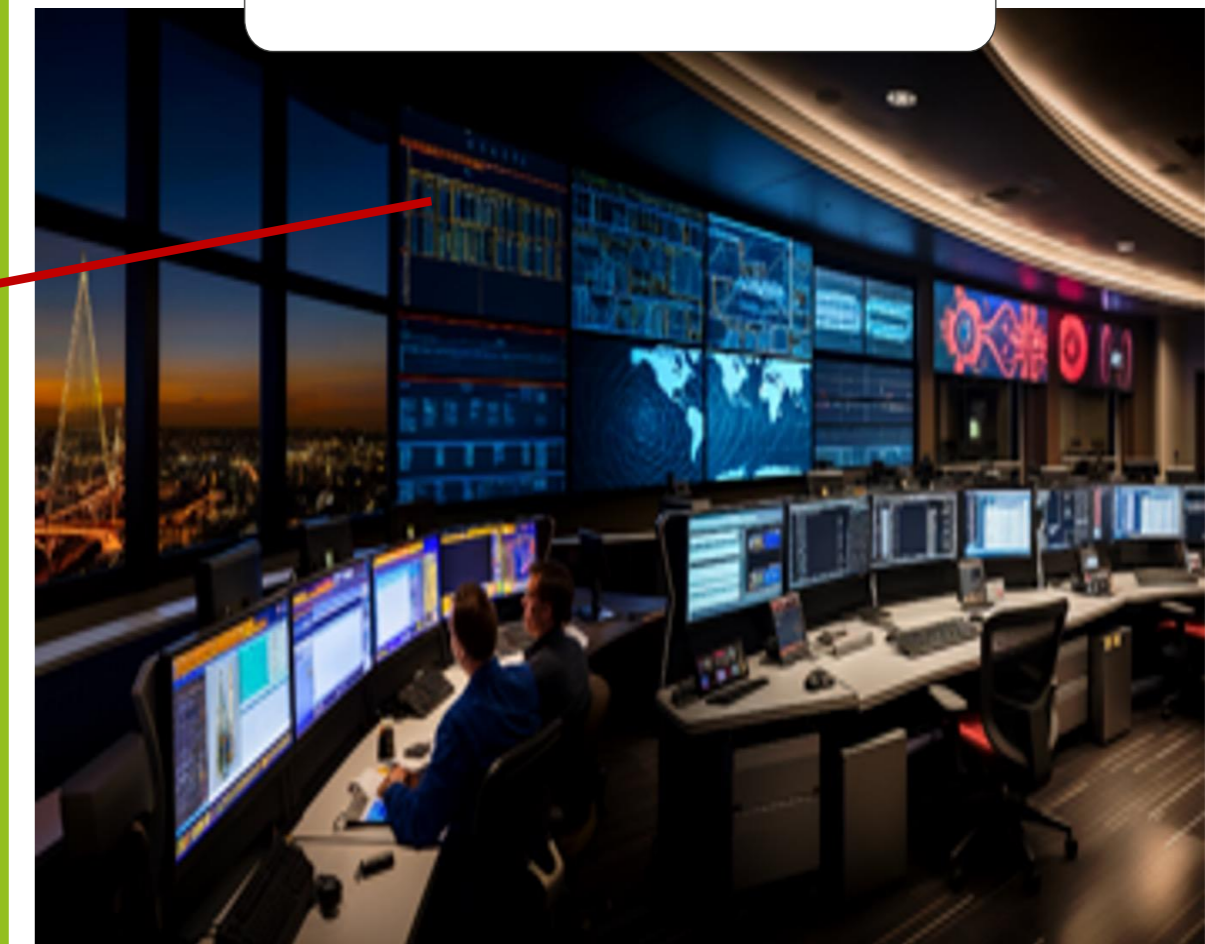
Command Centre with Data Wall & 35 Work Stations

Remote Controlled Operation Stations (RCOS) & 68 Work Stations

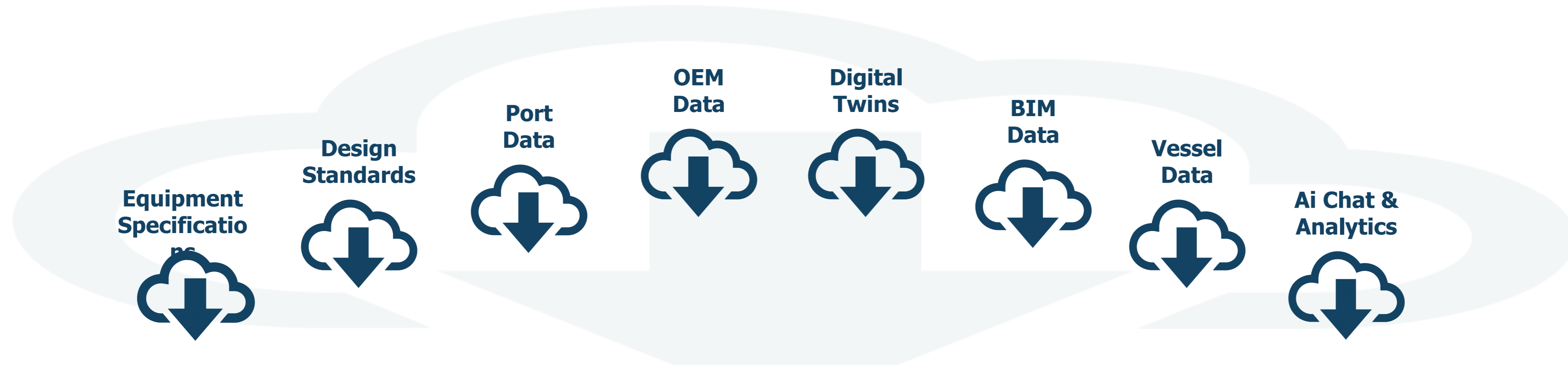
Remote Controlled Operation Stations (RCOS) - Additional Office 60 Work Stations



Data Wall in Command Center



Fully connected procurement.....



TRENTGO Cart 🛒 (0) ▾

PRODUCT LIST Selected port: SGSIN - SINGAPORE - SINGAPORE (SG) ▾ | Chosen currency: USD ▾ | 🔍 Product Description | 🔍 Part No. | 🏠 📄

CATEGORIES ▾ **SUPPLIERS** ▾ **BRAND / FLAG** ▾ **CRANES** ✕ **SPP - TANDEM** ✕ **SPP Double Trolley – 120T - Tandem Lift -70m Outreach – 55m Lift Height – Remote Controlled** **ACTIONS** ▾

Product Description	Price (EXW / Unit Cost)	Action
SPP, US Spec, Twin Pick, 80T, 70m Outreach, 52m Lift Height	US\$ 10,895,000	+ ADD TO CART
SPP, EU Spec, Twin Pick, 80T, 65m Outreach, 52m Lift Height	US\$ 10,495,000	+ ADD TO CART
SPP, GB Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height	US\$ 9,165,00	+ ADD TO CART
SPP, AUS Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height	US\$ 9,950,00	+ ADD TO CART
SPP, EU Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height	US\$ 12,985,00	+ ADD TO CART
SPP, US Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height	US\$ 13,9335,00	+ ADD TO CART

Challenging the future of procurement.....



Imagine what is possible with PORT related data integration and CHATGPT!

TRENTGO Cart 🛒 (0) ▼

PRODUCT LIST Selected port: SGSIN - SINGAPORE - SINGAPORE (SG) ▼ Chosen currency: USD ▼ 📄

CATEGORIES ▼ **SUPPLIERS** ▼ **BRAND / FLAG** ▼ **CRANES** ✕ **SPP - TANDEM** ✕ **CLE** **SPP Double Trolley – 120T - Tandem Lift -70m Outreach – 55m Lift Height – Remote Controlled** **ACTIONS** ▼

Product Description	Price (EXW / Unit Cost)	Action
SPP, US Spec, Twin Pick, 80T, 70m Outreach, 52m Lift Height	US\$ 10,895,000	+ ADD TO CART
SPP, EU Spec, Twin Pick, 80T, 65m Outreach, 52m Lift Height	US\$ 10,495,000	+ ADD TO CART
SPP, GB Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height	US\$ 9,165,00	+ ADD TO CART
SPP, AUS Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height	US\$ 9,950,00	+ ADD TO CART
SPP, EU Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height	US\$ 12,985,00	+ ADD TO CART
SPP, US Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height	US\$ 13,935,00	+ ADD TO CART

Thank
you

