

Everok Group Is Using Descartes Global Price Management (GPM) to Better Manage Rates and to Empower Sales

Everok Group, a global leader in logistics and forwarding services, is using Descartes provide its market leading Global Price Management (GPM) solution. The solution delivers a comprehensive service covering GPM Rate Management for FCL and LCL with deep integrations into both the operational and customer environments of Everok Group, helping them drive greater rate transparency, predictability and efficiency across its worldwide operations.

GPM is a new class of digital solution for forwarders which takes routing, price, capacity and schedule information into account to provide customers and the sales team with comprehensive pricing and service recommendations.

Cassie Hu, Assistant President, Everok Group, said, "We are more than glad to have Descartes as our strategic partner. GPM helps Everok Group to better manage rates, empower sales, and eventually improve the operation process to deliver high efficient and effective services to customers."

"In an increasingly complex marketplace, leading logistics firms, such as Everok Group, need a simple, effective and evolving tool to control all their transport rates," states Henning Voss, Vice President, Product Management, Rate Management Solutions at Descartes. "GPM gives the entire organisation one centralised 'source of truth' from where to access this information, delivering meaningful business benefits."

He continues: "Working from GPM's unified platform enables sales processes, business management and decision making for the next iteration of freight forwarding, providing Everok Group greater control and improved visibility over margins. It allows users to easily compare transportation options, choose the right partners and ensure correct invoicing and auditing, all with minimal manual work."

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Company Profile

Everok Group
Third party logistics services provider

Descartes Solutions

Descartes Global Price Management (GPM)

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