

CIOReview

The Navigator for Enterprise Solutions

ORACLE EDITION

SEPTEMBER - 2019

ISSN 2644-237X

CIOREVIEW.COM

20 Most Promising Oracle Solution Providers - 2019

As digital transformation continues to revolutionize enterprises worldwide, businesses today are abandoning legacy systems and aligning their strategies toward this transition. Digital advancements are bound to dominate the future as well, and as a result, there has been more pressure on CIOs to develop innovative strategies to stay afloat in the competition, while maximizing their digital revenues.

Oracle, as a pioneer, has enough experience and potential to help companies turn this digitization tide in their favor. Riding on the reputation of being the first company to implement 100 percent software-enabled enterprise solutions, Oracle today has an extensive portfolio

of on-premise and cloud services. The move toward cloud, however, has been a more dominant one in the last few years and Oracle cloud has enjoyed significant growth in the segment. As the company continues to put forth more innovations into the enterprise ecosystem, Oracle partners play an equal role by adding value to its products and helping clients seamlessly integrate these solutions into their existing environments.

In this edition of CIO Review, we bring to you the top solutions providers in the Oracle ecosystem. These solution providers exhibit powerful capabilities to help enterprises meet their requirements in tune with the market demands.

We present to you CIO Review's "20 Most Promising Oracle Solution Providers - 2019."



Company:
Post.Bid.Ship

Description:
Post.Bid.Ship, a tech company based in sunny Scottsdale, AZ, comes with a brilliant and powerful solution for pricing and awarding spot shipments hassle free

Key Person:
Sam Levin,
CEO
Michael Murphy
CTO

Website:
postbidship.com

Post.Bid.Ship

Transforming Spot Bidding

Both spot shipping and contract shipping offer shippers a different value proposition. While a contract provides a yearlong commitment to price and capacity, spot shipping is necessary for an unexpected or impromptu need to move the freight. In the latter context, a contract price has yet to be negotiated with the carrier through freight spot bidding. As spot rates are driven by the law of supply and demand or geographical and economical factors, figuring out the lowest cost option to move the freight whether capacity is loose or tight is often challenging. Answering phone calls to negotiate and haggle over the price is a rudimentary and unproductive process as well. Post.Bid.Ship, a tech company based in sunny Scottsdale, AZ, has developed a brilliant and powerful solution for pricing and coordinating spot shipments, hassle free.



Michael Murphy

Post.Bid.Ship is a solution augmentation to clients' existing Transportation Management Systems (TMS). "Our platform solves the manual effort behind bidding and makes spot shipments hassle free," mentions Sam Levin, CEO at the company. While carriers can bid on the platform and offer their shipping services, customers can respond to the price in a reverse auction. As the bidding process is completely transparent, service providers are led to the current market price. Customers can choose to automatically tender the shipment to the lowest bidder, or the customer can tender shipments after a review by one of their load planners. The platform allows the first trusted carrier to bid the target price and end the auction. In that case, shipment will be tendered to the same carrier through the TMS. There can be instances when the auction ends without hitting the target price. Should that happen, Post.Bid.Ship awards the shipment to the lowest bidding service provider within a variance that the customer chooses. If the client doesn't set a target price, or if no one bids within the preset variance, Post.Bid.Ship can notify a manager to approve or reject the bids submitted by carriers.

What makes the platform even more unique is its market intelligence capability. The platform shows the current market trends and enables shippers to make better business decisions while choosing the right time to buy. "As the shipping industry is volatile, our real-time data gives the shipper the power to strategize their freight transportation cost effectively in times of varying capacity," says Levin. The platform comes with a unique pricing model. Post.Bid.Ship doesn't charge per transaction occurring in the platform but rather it utilizes a subscription-based business model. Post.

Bid.Ship's solution has earned the highly coveted "Oracle Validated Integration" title with its integration with Oracle Transportation Management (OTM). "We are the only independent software company working in the spot market that connects to Oracle," mentions Michael Murphy, CTO at the company.

Our platforms basically solves the manual effort behind bidding and makes spot shipments hassle free

Post.Bid.Ship's practicality can be better understood by a recent customer success story. One of their clients—a California-based shipper—had been overpaying for transporting its freight. The client deployed Post.Bid.Ship's spot market freight auction technology, and subsequently started to communicate to a larger segment of carriers. It also afforded the client the ability to execute the process of bidding and negotiating on cost of transportation with less human effort. After using Post.Bid.Ship's platform, the client reported saving five percent on its freight costs and achieved a positive return on its investment in Post.Bid.Ship in just four days.

Citing the company's future Levin says, "We are planning to venture into international freight transportation." The company aims to bring more transparency through automation in this sector. With many compelling accounts of recognitions and awards under its sleeve, Post.Bid. Ship is transforming the spot market bidding space through its innovation. **CR**