PRACTICAL SUPPORT FOR SHIPPER PROCUREMENT TEAMS

Ocean procurement, through to execution.

Our team of senior experts helps you prepare better tenders, implement awards and make results visible to management.

Your team leads. We work alongside you to deliver.

Brochure & contact

WHERE WE CAN HELP

Choose the work that moves your priority forward.

01 Tender volume consolidation

Reconcile forecasts and shipment history across sites. Align lanes, equipment, seasonality and service requirements.

Output: One agreed volume baseline and RFQ pack.

02 Tender & award optimisation

Compare total cost, free time, capacity and service. Test carrier allocations against operational constraints.

Output: Award scenarios with clear trade-offs.

03 Network optimisation

Review port, routing, inland and loading options with the sites that use them. Balance cost, lead time and inventory.

Output: A prioritised set of feasible changes.

04 Data migration & systems

Clean and map lane, rate and supplier data. Reconcile migration results and coordinate interface testing with IT.

Output: Validated data and a cutover checklist.

05 Carrier & provider onboarding

Translate awards into booking rules, allocations, SOPs and milestones. Coordinate sites, providers and data connections.

Output: A go-live plan with named owners.

06 Control tower setup

Define KPI ownership, exception handling and escalation. Connect procurement commitments with operational follow-up.

Output: A working scorecard and review routine.

Support is scoped around your existing tools and operating model. Automation and focused applications can be added where they remove manual work.

START WITH ONE LIVE PRIORITY

A useful first project.

A tender approaching, a new carrier going live, or a reporting gap: agree one defined piece of work, a deadline and a result your team can use.

01

Scope it together

Choose the lanes or sites, required data, deliverables and acceptance criteria. Agree the fee and timeline.

02

Build with the team

Analyse, configure or implement the agreed work. Review decisions and test changes with the people using them.

03

Hand over the result

Provide editable files, agreed actions and a management summary. Transfer the working method to your team.

Make the result visible to leadership.

You get a concise pack for your management review, with definitions agreed with Finance and Operations:

- A baseline, options and the decision required.
- Cost changes explained by rates, volume and mix.
- Negotiated savings tracked separately from realised results.
- Service measures, milestones, owners and open risks.

LED BY YOUR TEAM

You retain supplier relationships, approvals and leadership communication.

We handle the agreed delivery tasks and hand over the files, logic and working routines.

A TEAM OF SENIOR EXPERTS

We bring together senior expertise for each agreed scope. Your direct contact, Umut Bakın, has 20 years across procurement, planning and logistics.

Umut's experience includes global ocean and air leadership, systems rollout, carrier integration and control towers.

8 to 4 months

Sourcing cycle reduced through tender-process redesign and Coupa implementation.

Umut's experience and result above are from prior in-house roles.

Discuss one live priority. umut.bakin@cognitiveindustrial.ch