

CASE STUDY

How TRUMPF Elevated Its Global Transport Procurement to the Next Level

A world market leader in manufacturing technology. 15 locations. 100 users. One platform – transforming complex, decentralized logistics processes into a compliance-compliant, group-wide management tool.

15

Locations & Country Organizations

100

Active Users

1 Mio €+

Savings



THE PARTNER

TRUMPF – Driving Innovation Since 1923

TRUMPF is one of the world's leading companies in manufacturing technology. The product portfolio includes machine tools and laser technology for sheet metal processing as well as laser systems for semiconductor manufacturing. With over 100 years of experience and a global network of 15 locations and country organizations, TRUMPF coordinates highly complex logistics processes – from spot inquiries to strategic network planning.

The central Global Logistics team is responsible for group-wide management of all transport processes and relies on a uniform, compliance-conform procurement practice – across all plants and country organizations.

Manufacturing Technology

Machine tools, lasers & electronics

Global

15 locations & country organizations

100 Users

Group-wide platform rollout

Spot Market

Multimodal transport procurement

THE CHALLENGE

Complex Processes, Decentralized Structures – and the Potential for Optimization

From the perspective of the central Global Logistics team, a wide variety of different approaches to spot price requests had become established across the TRUMPF group: existing tools were used situationally, custom solutions were developed, or prices were simply requested via email. Each plant had its own approach – ranging from supplier portals and direct email inquiries to transport awards with no structured request process at all.

The fragmentation of requests meant that transparency was lacking above all – making it impossible to identify and fill gaps in rate agreements, and to optimize the logistics network in a sustainable way.

No Central Data Transparency

No overview of transactions and requests at the central level – strategic control was simply not possible.

Compliance-Critical Awarding

Without a standardized process, award decisions were made without a traceable basis – a significant risk for a globally operating company.

High Manual Effort

Preparing requests via email, manually comparing offers, archiving data in Excel – time-consuming and error-prone.

No Influence on LSP Selection

Without central control, there was no way to strategically influence the selection of logistics service providers.

The Turning Point: Operationally Ready in Hours – Not Weeks

The solution convinced not through promises, but through action: Within just a few hours, not only a demo was ready, but a fully operational system with its own data inventory. This momentum – combined with a lean, intuitive interface – enabled an almost frictionless integration into existing processes. The extensive free trial period with full functionality created enthusiasm among users before the decision was even made.



Immediately Ready to Use

No lengthy onboarding, no IT project. Within just a few hours, a fully operational system was available.



Lean, Intuitive Operation

Easy to use, master data management without an external ticketing system – directly in the system, with no dependency on IT.



Flexible Carrier Management

Add new freight forwarders at short notice, expand existing networks – the tool is already familiar to carriers, no learning curve required.



Group-Wide Standard

Thanks to high user acceptance and easy integration, rolled out as a group-wide solution across more than 15 locations.

What the Platform Really Changes in Day-to-Day Operations

From the operational shipping department to central logistics management – the platform creates transparency at every level and turns transport procurement into a strategic strength.

Transparent Quote Comparison All quotes side by side – who has read it, who has responded, who has submitted the best price. Everything at a glance, without searching through emails.	Central Request Archive All inquiries, quotes, and orders captured centrally. Full traceability for operational teams and central logistics management.	Strategic Network Data Transparency on spot prices and lanes feeds directly into global logistics network planning – enabling targeted rate negotiations.
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In the past, losing track in the email chaos cost us the most time. Today, for every inquiry, we can immediately see at a glance who read the email, who replied, and who submitted the best price. Since the tool is also familiar to the freight forwarders, there was no learning curve. It simply works: easy to use, excellent overview, and the ability to request additional carriers at short notice.

– Konstanze Lechner & Markus Freund, TRUMPF Neukirch

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The manual handling via email and Excel was absolutely inefficient before. Today we compare quotes in a clear structure and save a lot of time per transaction. The biggest advantage is that all quotes are finally archived in one single place and the process is more structured, transparent, and easier to manage.

– Rafał Żero, TRUMPF Poland

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Before, we had to struggle through various tools and layers. With Oyaso, our logistics have finally become clear and efficient. Just the simple copying of shipments alone leads to a faster workflow and saves us an enormous amount of time in our daily operations.

– Raphael Hasler, TRUMPF Switzerland

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Before Oyaso, we used a generic procurement tool. Complicated screens were frustrating, cost time, and it wasn't well suited for the freight forwarding business. Now we are significantly faster, more efficient, and have a much better overview. In day-to-day operations, we particularly appreciate the ability to copy shipments.

– Harald Biener, TRUMPF Switzerland

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"From the very beginning, we had a good feeling about the collaboration – very transparent and open communication. The extensive free trial phase with full functionality was key to generating enthusiasm among users. Thanks to its intuitive operation and extremely flexible service provider management, Oyaso can be integrated into existing processes very quickly and easily – which was a fundamental prerequisite for us for group-wide solution integration."

Michael Erbe

Supply Chain Coordinator

TRUMPF

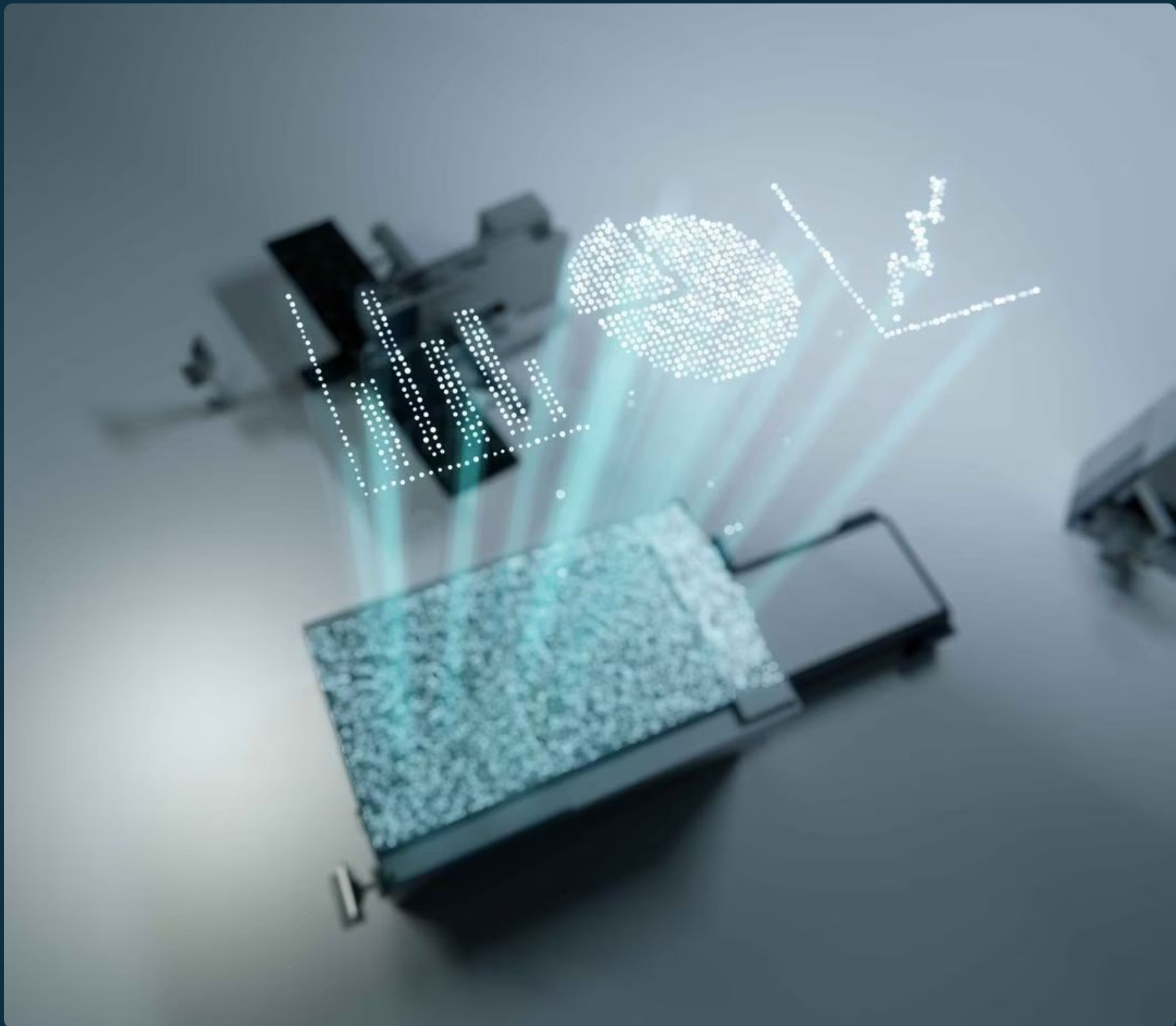


"Within just a few hours, Oyaso not only offered us a demo but provided us with a fully operational system. This dynamism and the unbeatable lean interface enable an almost barrier-free usability. The transparency created by Oyaso establishes a new data foundation that flows directly into our global logistics network planning – generating enormous added value there."

Max Bernauer

Project Manager Global Logistics

TRUMPF



The Impact: Efficiency, Transparency, Strategic Control

Feedback from operational shipping teams and the central Global Logistics team shows measurable efficiency gains – achieved through a well-organized logistics team that now handles spot requests fully digitally and across all locations.

100%

Compliance-Compliant

Standardized, traceable award process – group-wide rollout completed across all 15 locations

15

Locations Connected

One unified platform for all country organizations and shipping departments

1 Mio €+

Savings

Process and transportation costs saved per year



Spot Requests Digitized

All spot requests are handled centrally through the platform – structured and traceable



Network Data in Real Time

Transparency over rate agreements enables continuous network optimization



LSP Selection Controllable

The central team has influence over the selection of logistics service providers for the first time – strategically and data-driven

From Patchwork to Strategic Control Instrument

Before

Fragmented processes at each plant. Email requests, repurposed tools, no central overview. Compliance risks due to non-transparent award processes.

Today

Full transparency across all spot requests. Compliance-conform award process. Strategic network planning based on real data. Expansion to additional carriers underway.

Implementation

Operationally ready within hours. Extensive testing phase creates user enthusiasm. Group-wide rollout across 15 sites and country organizations.

Transport procurement at TRUMPF is no longer a reactive administrative burden — it is a strategic control instrument with complete data, group-wide standardization, and measurable efficiency gains.



WHY NOW?

Why manufacturing companies must act now

What TRUMPF experienced is not an isolated case. In the manufacturing industry worldwide, logistics teams are struggling with the same challenges: fragmented processes, lack of transparency, compliance risks. The question is not whether – but when companies will take this step.

At the same time, TRUMPF is already working on the next steps: the implementation of a customs clearance system and the expansion to additional freight carriers show that the digital transformation of logistics has no endpoint.

Increasing Complexity

Global supply chains, multimodal transport, and growing compliance requirements make manual processes unsustainable.

Data Gaps Cost Money

Without central transparency over spot prices and rate agreements, the foundation for strategic negotiations is missing.

Fast Integration Is Decisive

Solutions that are ready to use in hours and require no IT projects prevail – because they inspire users rather than overwhelm them.

GET STARTED

Ready to digitize your transport procurement?

Oyaso is the digital platform for transport management in manufacturing industries. What TRUMPF achieved – group-wide transparency across 15 locations, compliance-conform awarding, and enthusiastic users – is no coincidence. This path is open to your company too.

Start today – without lengthy onboarding, without an IT project, without risk.

Try for free now

→ **Multimodal Transport Platform**

→ **Spot Market & Network Optimization**

→ **Compliance-Conform Awarding**

→ **Specialized for Manufacturing Industries**