

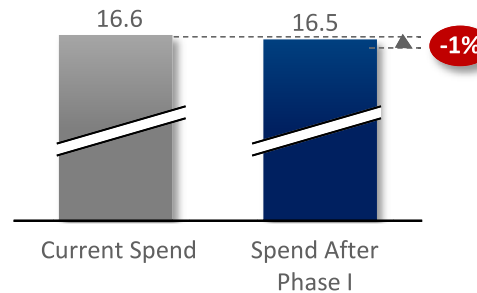
Opera recently achieved 29% savings for one client on its European trucking routes. Fifty-five vendors competed in a real time eAuction; the intense competition yielded significant price reductions as well as vendor consolidation.

Situation

- Total 2009 spend **€17MM**
- **8 origin plants** with specific service level agreements
- No previous view of spend across the plants
- **1,180** single routes, divided into more than **100** corridors
- **10 price points** for each of the routes (including both less-than-truckload and full-truckload flows)
- **47 current suppliers** servicing 85% of all outbound road flow

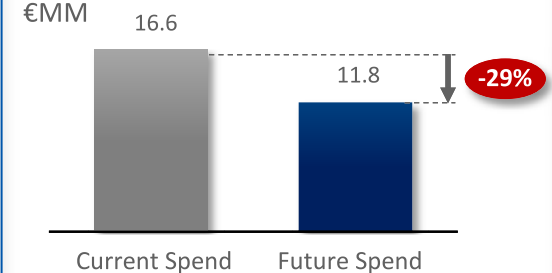
Phase I: Sealed Bids (Pre-Opera Involvement)

PHASE I SEALED BIDS RESULT €MM



Phase II: eAuctions and Negotiations (Opera Involvement)

PHASE II eAUCTION + OPTIMIZATION €MM



- Opera packaged all trucking requirements into **11 eAuctions**; invited **55 suppliers**
- **Intense competition** yielded **significant price reductions**, bringing the savings to **12%** with no supplier changes
- After negotiations and package optimization, the business was awarded to **fewer suppliers, saving 29% (€4.9MM)**