TWIKI
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Twiki Power Freight Booker©



Twiki Solutions introduces the **Twiki Power Freight Booker**, your new digital booking assistant. Twiki Power robots efficiently process the time-consuming inquiries enabling you to provide your customers with the best quotes; ultrafast & touchless. With **Twiki Power robots** supporting your operational teams, you can improve business calls, boost productivity, and increase profitability.

Twiki Solutions in short

Who we are

Twiki Solutions is a dynamic and energetic company specializing in innovative and impactful solutions for the container and logistics industry.

Twiki Power Freight Booker is a cloud-based service that enables logistics service providers to efficiently process the time-consuming rate inquiries at various shipping lines—such as CMA CGM, HMM, Maersk, MSC and many more. The system integrates and compares freight rates from various shipping lines empowering your quotation- and booking process with the best rates, seamlessly.

Our focus

Twiki Solutions introduces **Twiki Power Cloud Services**, your new digital workforce. Twiki Power robots are designed to handle time-consuming, repetitive, and error-prone tasks, enabling you to provide better service to your clients.

Twiki Power robots operate within our state-of-the-art Twiki Power Cloud, where they are trained to quickly and accurately perform any tasks assigned to them. With Twiki Power robots supporting your operational teams, you can significantly enhance efficiency, productivity, and profitability.

Our expertise

At **Twiki Solutions**, we focus on optimizing processes at the crucial intersection of business operations and IT. With a commitment to eliminate bottlenecks and inefficiencies, we transform underperforming workflows into streamlined, high-performing systems.

This philosophy is at the core of **Twiki Solutions' DNA**: **optimize first, then robotize**. By ensuring processes are refined before automated, we deliver solutions that are efficient, scalable, and tailored to maximize business impact.

Twiki Foundation

- Freight forwarders, shippers, importers and exporters managing **considerable volumes of containers** require the most up-to-date and accurate shipment and container information to optimize their business processes. However, each carrier, port, and terminal operates its own independent information system, creating silos of critical data.
- The information provided by these various parties is often **not centrally accessible**, forcing logistics companies, freight forwarders, and shippers to deploy employees to manually retrieve data from individual shipping lines or terminal websites and API's. This process is not only time-consuming but also highly prone to errors.
- **Twiki Power Freight Booker** revolutionizes this process by automating these manual tasks. Using advanced robotic systems, Twiki Power seamlessly retrieves, processes, and delivers freight rates (both contracted and spot) in the background, ensuring efficiency, accuracy, and scalability for businesses across the container logistics chain.

Twiki main characteristics

- Cloud-Based Booking: Book shipments anytime, anywhere through a cloud-based system.
- Real-Time Information: Manage bookings with real-time visibility into available prices from different carriers at the same time.
- Rate Comparison: Easily compare spot rates and contracted rates from your carriers to make the most cost-effective and strategic booking decisions.
- Integration Ready: Seamless API integration with existing Freight Management Systems.
- Value Proposition: The most accurate data, empowering core business processes and eliminating manual inefficiencies and errors.

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The Twiki Power Freight Booker

Twiki Power Freight Booker is an advanced software robot—a digital assistant for your procurement team. It independently processes rate inquiries at selected shipping lines for both contracted and spot rates based on your shipping details. The specific actions Twiki performs:

- Processes rate inquiries at selected shipping lines based on your shipping details.
- Presents the retrieved rates in a clear and normalized view, enabling a smooth and effective comparison.
- Processes a RFQ; create and send quote(s) for the selected rate(s) to your customer/shipper.
- Confirms the booking at the shipping line; upon your customer's quote approval.
- Creates and submits VGM and shipping instruction at the shipping line.
- Supports Freight Management System integration by API-connections.

How does Twiki Power Freight Booker work?

Breaking down the technical complexity into an accessible explanation, **Twiki Power Freight Booker** operates as follows:

- **Data Extraction**: The Twiki robot extracts source information from e-mail, PDF, etc, such as Departure Date, Port of Origin and Destination, Number and Type of Containers, Selected Carriers from the RFQ provided by the shipper. This information includes key bookings details that require interpretation and normalization necessary for a successful rate inquiry.
- **Information Lookup**: Based on the extracted source data, Twiki Power Freight Booker retrieves journey- and rate details from the shipping lines. The retrieved data is then standardized for rate presentment enabling effective rate comparison and selection. The provided surcharges by the shipping lines are interpreted, normalized and broken down in origin-, destination and basic sea fright charges.
- **Quote creation and approval**: The selected rate(s) is (are) turned into a quote(s) and send for approval to your customer. Upon approval the shipment is submitted through an API or robotized entry on the website of the related shipping line and confirmed.
- **Continuous Monitoring**: Accurate freight rates are key. Good to know Twiki Power Freight Booker closely monitors all connected sources that provide the required rate information. In case of an issue –for instance, a specific shipping line can not provide rates for a specific journey - Twiki Power Freight Booker directly informs your procurement office or contact person.

Senior Management Team

- **Sven-Olav Montijn** – Director of Sales & Marketing. Responsible for General Management, Sales & Marketing. Gained 20 years of experience in improving business processes and IT-system implementations. Industrial Engineering Bachelor, Specialized in Information Management at the University of Twente.
- **Dan Plămădeală –** Chief Technology Officer. Responsible for the Software Development, Maintenance and System Integrations. Experienced in Back-end and API development. Computer Science graduate at the Delft University of Technology.
- **Daphne Klok** –Product Manager. Responsible for the Product Management, Design and User Experience. Combines a strategic mindset with hands-on experience in SaaS development and process optimization. Skilled in aligning user needs with business goals.
- It is in the **Twiki Team DNA** to optimize the business processes of its clients. Twiki supported many organizations to improve and automize their administrative processes, based on critically reviewing the process together with the client and implementing the identified improvements. The Twiki Power Advanced Container Tracker is a good example!

Contact Details

Do you want to know how Twiki Power Freight Booker can improve your operations and meet your customer's increasing information demands? Feel free to call, send us an e-mail or a WhatsApp message.

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