

**SUCCESS STORY / EGE KİMYA**

**How Ege Kimya Strengthened Cost Efficiency and Supplier Management by Digitalizing its Freight Procurement and Tender Processes with Shipmind**



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## Ege Kimya Was Seeking a Structural Transformation in its Freight Procurement Processes

Ege Kimya, one of Turkey's established chemical product manufacturers, manages a broad export portfolio supplying intermediate chemicals to more than 10 sectors including rubber, paint, detergents, ceramics, construction chemicals, agriculture, and mining. Intensive sailing schedules, simultaneous quote processes with multiple carriers, and logistics requirements specific to chemical cargo were making freight procurement operations increasingly complex. With growing export volumes and ambitious expansion targets, bringing these processes to a faster, more comparable, and more traceable structure became a strategic priority.

This need for transformation manifested in two key areas:

**Digitalizing the quoting process.** Managing the spot procurement process — conducted with dozens of carriers — through a single platform in a standardized format offered the opportunity to increase decision-making speed and quality while enabling side-by-side comparison of prices and terms. This structure carried direct and measurable cost optimization potential.

**Systematizing the tender process.** Restructuring periodic freight tenders into a multi-round, comparable, and trackable framework; moving supplier selection from intuition to data; and building a more reliable foundation for long-term budget planning were all central to this goal.

To achieve both objectives, Ege Kimya chose Shipmind.

**SHIPMIND MODULES USED:**

- Navlun Satın Alma (Spot)
- İhale Yönetimi

**KEY BENEFITS ACHIEVED:**

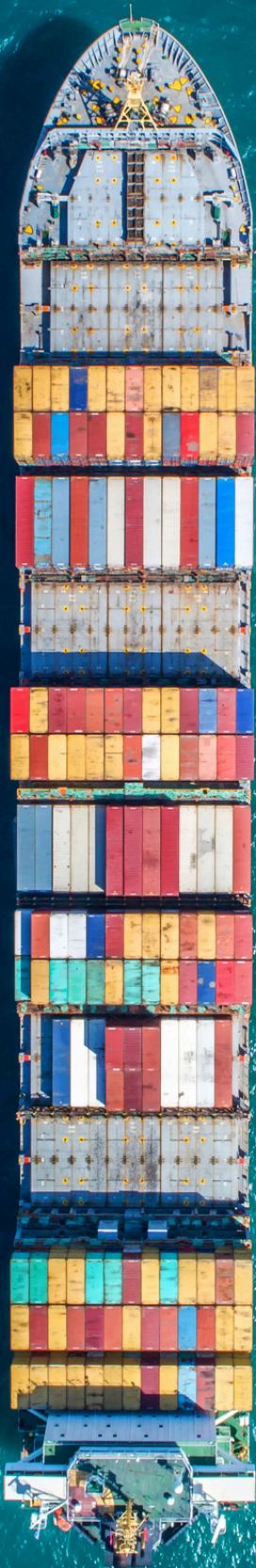
- Measurable savings in freight costs
- Significant time savings in quote collection and comparison
- Objective and periodic measurement of supplier performance
- Transparency and control in tender processes
- Data-driven freight decisions

**Cost Optimization through a Competitive Bidding Environment**

The most significant gain for Ege Kimya was the structural transformation of its freight quoting process. With Shipmind's Spot module, the logistics team can now send all quote requests to the approved supplier pool with a single click, and bids collected on the platform are brought together in a standardized format. This structure shortens the decision-making cycle and grounds every decision in more reliable data.

The Tender module made periodic freight tenders fully manageable from end to end. With multi-round tender structures, bid analysis tools, and budget comparison tables, Ege Kimya has moved its monthly, annual, and seasonal freight planning to a more strategic footing.

The bid and tender data accumulated on the platform feeds not only immediate decisions but also long-term procurement strategy. Questions such as which carrier offers more competitive rates on which trade lane, or when the spot market holds an advantage, can now be answered based on historical data rather than guesswork.





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## A New Era in Supplier Management with Standardized Tender Processes

Ege Kimya's logistics team now runs its periodic freight tenders with a defined process discipline through Shipmind's Tender Management module. For each tender round, pulling bids into the platform, comparing suppliers by trade lane, and determining winners all happen from a single screen. This structure shortens the tender cycle while also strengthening the team's negotiating position.

Supplier performance data accumulates on the platform and becomes comparable from period to period. Ege Kimya evaluates its carriers against criteria such as transit time, price consistency, and reliability, placing its long-term procurement strategy on an increasingly solid foundation.

## Freight Intelligence, Strategic Edge

The combined use of the Spot and Tender modules gives Ege Kimya the flexibility to capture short-term market opportunities while securing long-term price stability. In periods of sudden freight volatility, quick access to the spot market is possible; in quieter periods, the tender mechanism locks in competitive rates. Since bid and tender data accumulated on the platform can be fed directly into management reports, logistics decision-making is now supported by real-time market intelligence.



## About Ege Kimya



Founded in Istanbul in 1955, Ege Kimya San. ve Tic. A.Ş. is a leading industrial manufacturer supplying intermediate chemicals to more than 10 sectors, including rubber, paint, detergents, ceramics, agriculture, construction chemicals, and mining. Operating out of an organized chemical complex spanning 120,000 square meters in Adapazarı, Ege Kimya ranks among Turkey's most comprehensive chemical production facilities. Through continuous technology investments and a customer-centric management approach, the company has established itself as a trusted supplier in both domestic and international markets.

Through strategic partnerships with international firms and ongoing market expansion initiatives, Ege Kimya has continuously grown its production capacity and raised its quality standards, further cementing its position among Turkey's foremost chemical manufacturers.

## About Shipmind



With over 15 years of experience in logistics and technology, our co-founders have witnessed firsthand the impact of digitalization and the constant challenges faced by shippers — not just in managing freight quotes, but across the entire logistics lifecycle.

The complexity of procurement and booking processes, fragmented communication, the need for real-time visibility, and cumbersome documentation laid the foundation for Shipmind. We set out to create a comprehensive logistics management platform designed to simplify these interconnected processes. We are customer-focused, innovative, and committed to driving digital transformation in the logistics industry.