



ANCOTRANS

7 steps to choosing the right transportation partner

In a world of increasing demands, finding the right transportation partner is a crucial business decision

Your transportation partner plays a significant role in your supply chain and is also the one who will be responsible for carrying out the deliveries of your goods. This is why you must take the time to find the right partner for your business.

Here are 7 steps to choosing the right partner to help you overcome disruptions and create an optimized transportation network.

01

How do they handle delays?

Delays are frustrating and will have consequences for the next steps of the supply chain. Maybe people stand by ready to load/empty a container that doesn't arrive. But here is the thing. Delays will happen! Therefore, the main question is how your transportation partner deals with it.

- Are they honest?
- Do they take responsibility and find solutions?
- Can you rely on the information they provide?
- Will you have to pay additional fees for quick assistance?
- What is their on-time delivery score?
- How are delays handled system-wise?



02

What level of cybersecurity do they provide?

Trucking needs better security for its digital assets. Did you know that cyber risk is a core concern in the transportation industry nowadays? As transport operations become more digital, the risk of cyber-attacks has increased. Often, the main worry of cargo companies is to find and keep good drivers, ensure the equipment remains up and running, and obtain decent freight rates – but today, finding the right transportation partner includes areas such as disaster recovery plans and cybersecurity. A lot of information is digitised in the transportation sector, and the communication between the different parties happens digitally. Therefore, a capable hacker can infiltrate and damage a lot if just one employee clicks on a wrong link. And this can happen to everyone. In June 2016, **Maersk experienced a malware attack** which an estimated cost of 1,9 billion DKK.

03

Do you have complete visibility?

Are you able to stay updated at all times? Providing visibility and overview are key services that your transportation partner should be able to deliver—staying updated means the ability to save both time and money. By providing, for example, data and BI reporting, you can measure (reasons for) delays, get an overview and gain knowledge about your business that you might not have today.

Do you want an estimate on how we can help you achieve your transport goals?

Container transport can be difficult to navigate – let's meet and have a look at how to use your capacity the best way possible.

[Get tailored offer →](#)



Can they deliver on flexibility & stability?

As mentioned above, delays happen, maybe due to ship delays, customs, or loading issues. When delays occur, your transportation partner must be flexible in delivering the container on time. Therefore, it is a good idea to look into areas such as:

- How are their cross-border capabilities?
- Do they have a large pool of subcontractors that can provide flexibility in terms of quick up- and downscaling?
- Are they willing to go the extra mile, or will changes mean further expenses on your part?

Can they provide a stable flow of capacity?

Scalability matters! Scalability is an essential element to consider when it comes to big supply chains and a high number of daily truckings. A more prominent company often has a vast network, a lot of chassis, and a large fleet of subcontractors. That way, you can handle all your business in one place and avoid spending time finding several transportation partners. Furthermore, many companies have busy seasons and non-busy seasons – can your transportation partner handle both?



06

Which in-house competencies are lacking?

Everchanging circumstances, heavy workloads, too little time—there can be many reasons why a business experience a lack of in-house competencies. As a consequence, they rely on their suppliers' competencies within logistics and transportation. By partnering with the right company, you can extend your knowledge pool, find better solutions and save time.

07

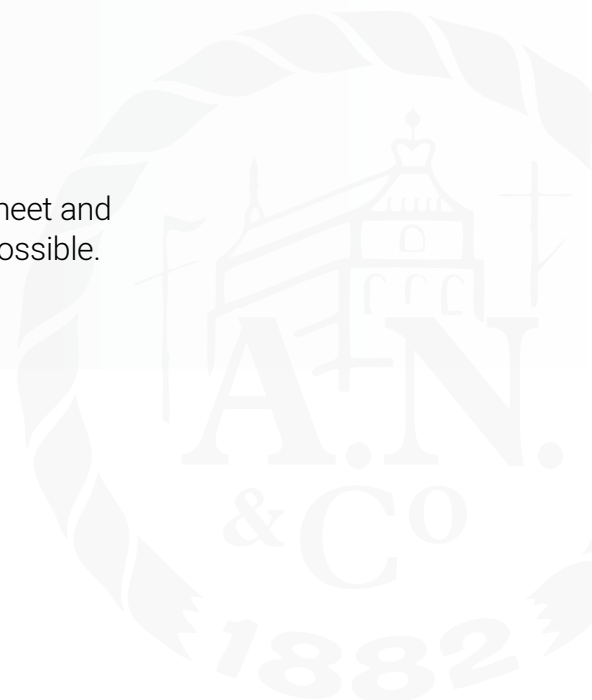
Is your transportation partner focusing on CSR?

Social and environmental concerns are gaining more and more impact within the business world. This, of course, includes the transportation industry, where the driver's working conditions and carbon footprint are primary topics. Suppose this is a concern or a focus point for your company. In that case, you need to make sure your transportation partner has a strong focus on social responsibility and the UN's sustainable development goals to create a better future for all.

Do you want an estimate on how we can help you achieve your transport goals?

Container transport can be difficult to navigate – let's meet and have a look at how to use your capacity the best way possible.

[Get tailored offer →](#)



About Ancotrans

Ancotrans is a market leader within container road transport and one of the oldest family-owned and family-managed companies in Denmark, with a network of 8 offices across Sweden, Denmark, Germany, and the Netherlands.

Our vision is to become the leading European container trucking company, and our daily mission is to deliver the most eco-friendly container transports in our markets while still fulfilling our ambitious service goals.

ANCOTRANS
aks@ancotrans.dk
+45 39 15 90 09

