

Into **TRANS.EU's** Success Story

Driving Growth and Transformation by
Streamlining Financial Planning



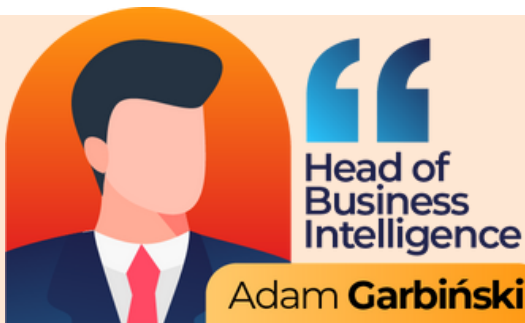
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Driving Growth and Transformation in Logistics by Streamlining Financial Planning

Trans.eu, headquartered in Wrocław, **is at the forefront of developing advanced digital solutions for the transportation**, freight forwarding, and logistics sectors. Their cloud-based platform connects over 100,000 users, facilitating effective collaboration among carriers, forwarding companies, logistics centers, and shippers. However, the logistics industry is deeply influenced by global economic conditions and free trade, *posing significant challenges*.



“Our business is tightly connected with the transportation and logistics industry. Our customers depend heavily on overall business prosperity and free trade. (...) Our platform many times proved to be the mission-critical software for our customers and demonstrated great resilience against global and local storms.”

Adam **Garbiński**

Challenges

Trans.eu faced several procurement challenges. Their processes were somewhat fragmented, using Google Sheets and Qlik, which led to occasional inefficiencies. This resulted in slower response times as **significant effort was needed** for data preparation and collection, making it difficult to react promptly to market changes. Additionally, their static reporting **limited progress tracking** and assumption adjustments during budgeting, while manual efforts in version management, preparation, and consolidation were **time-consuming** due to the large volumes of data and reconciliation tasks.

Growth, transformation and choosing Pigment

As Trans.eu transitioned from spot-market solutions to the contract market, their digital solutions began supporting all stages of transport operations, **necessitating a more advanced planning tool**. This shift underscored the need for efficient planning and budgeting processes across their expanding geographical footprint.

Planning at Trans.eu is crucial for asset allocation and achieving business goals. The complexity of their operations required a flexible and responsive tool.

After realizing the limitations of their processes, especially during the 2022 budgeting procedure, **Trans.eu sought a new solution**. Pigment was selected after extensive evaluation for its user-friendly interface, flexibility, and cost-effectiveness.



"We use Pigment for rolling budgets and analyzing budget execution. (..) The tool integrates data from accounting, HR systems, and other tools like Qlik. Pigment allows me to easily manage access without copying dozens of files and making manual changes. The reports are transparent, which helps us draw conclusions and react to the changing environment."

The Keyrus Approach



Co-build implementation approach with roles, with 80% workload on Keyrus side



All apps were repurposed Pigment templates, with various level of rebuild



End-to-end integration and automation for master data and current data



Agile deliverables management, that allowed for quick shifting of the focus

Key Results & Benefits

What a better way to illustrate our accomplishments, than to hear it directly from our lovely customers at Trans.eu?

Enhanced Efficiency

"Pigment allows us to deliver adjusted budgets or forecasts in hours rather than days. Consolidating cost data across the organization is now **super fast and easy.**"



Adam Business Intelligence

Strategic Insights

"Pigment lets Board Members dive into budgeting details at any moment and make more accurate and **quick business decisions.**"



Tamara Leader for Controlling & Reporting

Real-Time Connectivity

"The biggest advantage of **Pigment, and the professional implementation by Keyrus,** is that all changes happen in real-time and all of our data are connected."

Access Management & Transparency

"Pigment allows me to easily **manage access** without copying dozens of files and making manual changes. The reports are transparent, which helps us draw conclusions and react to the changing environment."



Joanna Financial Controller

What's next?

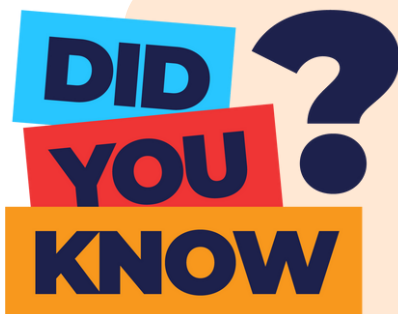
Trans.eu is excited about future possibilities with Pigment & Keyrus, including enhancing their existing models for greater efficiency and responsiveness, automating their sales bonus system and exploring the ESG offering proposed by Pigment.



Yohann

Customer Success
Manager at Pigment

Pigment has developed an ESG offering, and whether you are subject to the CSRD, wish to initiate or consolidate your carbon accounting, or want to manage your ESG roadmap, we can enable you to handle reporting and the management of extra-financial performance simultaneously.



This was the first Pigment project in Poland, in 4 months from the kick-off to go-live. The joint Trans.eu & Keyrus team **delivered an extensively integrated planning solution** that included revenue planning, employee-based workforce planning (WFP), operating expense planning (OPEX) and capital expenditures (CapEx).

Thank you
for exploring our
customer story!

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