

A wireframe model of a truck, rendered in a glowing cyan color, set against a dark blue background. The truck is shown from a front-three-quarter perspective, with its reflection visible on the ground below. The background features abstract geometric shapes and lines, suggesting a digital or industrial environment.

# FreightTech from Germany

Developing IT solutions  
for the logistics industry

# LEADERS: A DRIVING FORCE

*Tim Thiermann and Sebastian Lehnert  
are in charge of operations and strategic  
developments at the family run company.*

## WHO ARE THEY?

Tim Thiermann is the oldest son of the company founder and it was clear from early on that he would be a driving force for company development. He studied international management and business psychology and was employed in a variety of positions at TIMOCOM before rising to the rank of Managing Director in 2015.

Sebastian Lehnert is a trained freight forwarding merchant with a Masters degree in Logistics Management and is currently completing a PhD in Staff Retention. He started at TIMOCOM in 2009 as a Key Account Manager, was promoted to a management position on the Corporate Development team and became Co-Managing Director in 2019.

## WHAT ARE THEIR PLANS FOR THE FUTURE?

Together, they want to transform TIMOCOM into a central marketplace for digital logistics services, and carry the mid-sized FreightTech company's success forward into the future of the European logistics industry. To make this happen, they have set some ambitious goals: They plan to reach 100,000 customers and invest 100 million euro in research and development by 2030.

## WHAT DRIVES THEM?

They are driven by their joint vision: a world without logistical challenges. They believe TIMOCOM has a role to play as a digital intermediary, allowing the many small and mid-sized transport industry companies to work digitally and establish a secure network of business partners.



# EUROPEAN LOGISTICS INDUSTRY'S DIGITAL PIONEER

TIMOCOM started out as a Europe-wide procurement platform for transport orders and today offers a marketplace, with the help of which the road-based transport process can be completely digitalised.

In April 1997, the newly founded Timocom Soft- und Hardware GmbH launched a freight and vehicle exchange. Hauliers and freight forwarders used the exchange to find freight at short notice, allowing them to more fully utilise vehicle capacities and reduce the number of kilometres they drove without cargo. The freight exchange is still the core of the TIMOCOM Marketplace. It is no longer possible to imagine European road haulage without it.

## GROWTH AND FURTHER DEVELOPMENT

The company and its network of customers have grown steadily ever since. From route and cost calculation to the establishment of its own debt collection service and live shipment tracking – TIMOCOM has always focused on the needs of the transport industry and developed new digital products and services for them.

In addition to the company headquarters in Erkrath, TIMOCOM has successfully run offices in Poland, Hungary and the Czech Republic since 1999.

What began as a bold idea back then has turned into one of the most successful FreightTech companies within the European transport and logistics industry, connecting

a broad range of logistics industry stakeholders to one another – both within the company's network and without. TIMOCOM cooperates with other FreightTech companies and works with them to optimise logistics processes through digitalisation.

## SOCIAL ENGAGEMENT

With the non-profit association Die Transportbotschafter (The Transport Ambassadors), TIMOCOM has been campaigning for more safety in road traffic since 2012. Among other things, the association trains children to deal with the blind spot. TIMOCOM has been cooperating since 2010 with "DocStop", the on-the-road medical care for professional drivers, to support HGV drivers. Starting in 2021, TIMOCOM joined logistics initiative "Blut transportiert" (Blood transports), which is committed to finding a cure for blood diseases. The family-run company also supports a variety of regional projects, including building a nursery and providing support for the annual "Aktionstag der Wirtschaft" in Erkrath (NRW).



# THE TIMOCOM MARKETPLACE: DIGITALISING TRANSPORT PROCESSES



**TIMOCOM's Marketplace** connects over 53,000 verified companies from transport and logistics as well as industry and trade from all over Europe. The digital applications and services offered allow customers to manage and organise every single step of the transport process. TIMOCOM thus helps to connect every logistics industry stakeholder, while simultaneously increasing transparency and automation, allowing companies to effectively utilise resources and save both time and money.

## FIND BUSINESS PARTNERS, PLAN AND IMPLEMENT TRANSPORT ORDERS

Companies that want to expand their network of services or transport customers have access to a large network of potential business partners, with TIMOCOM. You can also use TIMOCOM to find tours: over 154,000 users create up to one million freight and vehicle space offers daily on the freight exchange.

If you find what you are looking for on the exchange, you can save all the information in the transport order and then assign the order digitally. Transport service providers can accept offers quickly and simply, and receive a legally binding order document as confirmation. Long-term transport orders can be offered via the Tenders application. TIMOCOM Routes & Costs supports companies as they select routes for their trucks and calculate the associated transport costs.

Vehicle Tracking and Live Shipment Tracking improve transparency during the transport process while simultaneously making time and loading dock management easier.

If the transported goods require storage, the warehousing exchange currently lists over 9,000 offers all across Europe, for both long and short-term leases. Transport companies can simply rent the space, and companies with available logistics storage can easily offer it for rent, generating additional profits.

## APIS EXPEDITE WORK PROCESSES

To ensure that users can work without constantly having to switch between different software, TIMOCOM offers **APIs** that connect to its customer's company software, ERPs or transport management systems. This allows users to, as an example, access a large selection of freight offers

and find new business partners from within their own logistics system. There is no need to work with different systems in parallel, which costs valuable time and can lead to transcription errors. In addition to TIMOCOM's freight exchange and transport orders APIs, the company offers standardised APIs for Europe's common telematics providers.

## A MARKETPLACE FOR FREIGHTTECH SOLUTIONS

TIMOCOM has been offering its customers solutions from selected FreightTech partners as a central platform since 2021. Whether calculating your own CO2 footprint, exclusive goods transport insurance or digital load carrier management – the value-added services give TIMOCOM customers access to new technologies and tools as well as exclusive advantages with partners.

# TIMOCOM - OUR DEVELOPMENTS OVER THE COURSE OF TIME

## 1997 TIMOCOM FREIGHT EXCHANGE LAUNCHES

TC Truck&Cargo®, a freight and vehicle exchange available for a monthly flat rate, is, for many transport companies, the key to gaining a foothold in the interconnected world of the European logistics industry. The very first TIMOCOM product is sent to customers – as was common at the time – on a floppy disc, and is, to this day, the heart of the Marketplace. The freight exchange currently receives up to 1 million international freight and vehicle space offers daily.

## 2003 DEBT COLLECTION SERVICE LAUNCHES

The economy is weak, and it is affecting transport companies. Many of them cannot get customers to pay them in a timely manner, so TIMOCOM decides to provide support in the form of a debt collection service. The service is still active today, and in 2020 was responsible for ensuring payment of 33.75 million euros in claims.

## 2004 CALCULATE ROUTES & COSTS

The pressure to lower prices and remain competitive is high within the industry, so TIMOCOM invents a new calculation module for its customers: they can now plan all their transport routes directly with TIMOCOM, and calculate how much the route will cost. It's an extremely useful feature, and last year alone, users plotted 40 million routes.

## 2007 CONTACT MANAGEMENT DIGITALISATION

TIMOCOM customers can create a company profile, making it easier for potential business partners to find them. This digital

business card simplifies contact management and displays company and contact information, which companies can easily keep up to date.

## 2008 THE TRANSPORT BAROMETER LAUNCHES

The transport barometer takes the European logistics industry's temperature. It tracks the ratio of supply to demand within the road transport industry – across Europe and within individual countries. The transport barometer is based on freight and vehicle offers from within the TIMOCOM freight exchange, and therefore on up to one million data points per day. This allows logistics departments to keep an eye on market fluctuations and provides them with a solid foundation for price negotiations and calculations.

## 2009 LONG-TERM TENDERS

In addition to the spot market, TIMOCOM now offers an application for long-term, project-based transport contracts. The Tenders application supports TIMOCOM customers in their efforts to secure long-term contracts. In addition, it addresses a completely new target group, that is, companies from industry and trade. Today, users create up to 8,500 tenders per year.

## 2012 WAREHOUSING EXCHANGE LAUNCHES

The spot and contract markets are complemented by an exchange for warehouse and storage space. This allows customers across Europe to react to any storage bottlenecks or fill empty warehouse space at short notice. The exchange is available in 46 European countries and currently lists over 9,000 warehouse and storage spaces.

## 2013 VEHICLE TRACKING

The Routes and Costs application bundles the GPS data of entire truck fleets. Users can track their own vehicles and any other vehicles they have been granted permission to track on a single map, thanks to the connection of now 295 telematics providers from all over Europe. The introduction of this application transforms TIMOCOM into a central marketplace for efficient transport and logistics applications.

## 2016 DOCUMENTS ALWAYS AVAILABLE

An up and download feature is added to the company profile. Users can upload frequently requested documents, such as terms and conditions and letterheads, and allow other users to view them. Digital document management saves time and improves transparency and trust within the TIMOCOM network.

## 2017 CREATE LEGALLY BINDING TRANSPORT ORDERS

TIMOCOM becomes a transaction platform, making the first entirely digital transactions possible. Legally binding transport orders can now be assigned and managed directly via TIMOCOM – in real time and with up to date prices.

## 2021 EXCLUSIVE VALUE-ADDED SERVICES

Customers now have access to services from external FreightTech companies, thanks to TIMOCOM partnerships. Partner companies offer exclusive deals on their IT solutions to TIMOCOM customers, for example for measuring company carbon footprints or offering online training to employees.

## 2022 LIVE SHIPMENT TRACKING

TIMOCOM further digitalises transport processes, with live shipment tracking. Transport service providers can use a digital copy of the shipment to share up-to-date information with consignors and recipients in real time, significantly increasing transparency. This enables flexible rescheduling and efficient loading dock management with significantly less communication effort.

## 2023 SIMPLIFIED CHOICE OF TRANSPORT PARTNER

The TIMOCOM network is growing and freight offers in demand trigger up to 500 quotes – on different channels. The "Quotes" feature helps to bundle these offers, and allows customers to request individual quotes for the transport of their freight and thus choose the right service provider.



# TIMOCOM BY THE NUMBERS

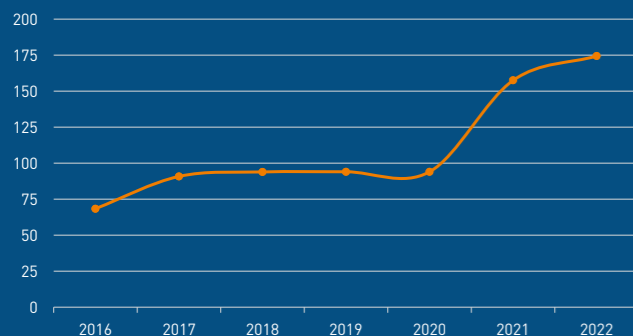
>53k

Customers



> 650 employees

Freight and vehicle offers  
2022 | more than 157m



Angabe in Mio.

100.9 million  
euro annual sales(2022)

>154 k  
System user



from 40  
countries



29

languages spoken by  
the customer service team

43%

total percentage women



33%

of women in  
managerial positions



AVERAGE AGE

19  
to  
65

Years  
Age range



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