

Now long-term Partners in Transport Logistics: OCCON GmbH and Sartorius

- Extended cooperation between OCCON and Sartorius after successful pilot in 2015
- Establishment of a “Sartorius Global Core Carrier Program”

OCCON GmbH and the global pharma and laboratory equipment supplier Sartorius, located in Göttingen, Germany, entered into a long-term cooperation.

The foundation was laid during a successful pilot project for the NAFTA region in 2015. The continuing collaboration targets the establishment of a Global Core Carrier Program for Sartorius AG.

Ludwigshafen, Germany, 21 March 2017. The common path of both companies started in 2015, when Sartorius ran a challenging and successful LTL, FTL and Parcel tender via the OCCON platform. Now Sartorius aims to further optimize its global air and sea freight volumes. Within the framework of a Global Core Carrier Program, the company intends to implement a globally-coordinated organization of commodity flows, while reducing transportation costs.

In the initial step, Sartorius will define a global network of selected carriers. In the following global sea and air freight tender, OCCON will not only provide the e-procurement platform, but will also serve as a reliable analyst and consultant to assist Sartorius. Joachim Stellner, Managing Director of OCCON, defines his company’s role in the entire project as follows: *“The basis for a successful tender is diligent collection and analysis of data. Moreover, we will establish a stable framework that embraces all special characteristics of Sartorius and its network.”*

Just as during the prior NAFTA pilot, Sartorius plans to establish long-term partnerships with a small number of carriers. Furthermore, it intends to substantially reduce the cost of transportation in its major segment, air freight. *“We furthermore initiated the Global Core Carrier Program to fasten and improve our product availability in strategically important markets”,* explains Mike Jacobi, globally responsible Director of Distribution/Freight Management at Sartorius. Therefore, a new global framework (“Freight Policy”) will be implemented for all international sites.

Press Release – 21 March 2016

About OCCON

OCCON is an independent, owner managed consulting and software company based in Ludwigshafen, Germany. The service provider supports manufacturing and trading companies of various industries in transport procurement and logistics on global scale. Via their in-house-developed platform www.occon.net a yearly spend volume of 3 bn USD is covered.

Media contact

Iris Vonbach • Phone: +49 621 685 906 90 • E-Mail: presse@occon.de

For further information and pictures with high resolution, please visit:

[Link to website](http://www.occon.net)

If you do not want to receive our press releases anymore, please sign off our distribution list here:

[Sign off](#)