

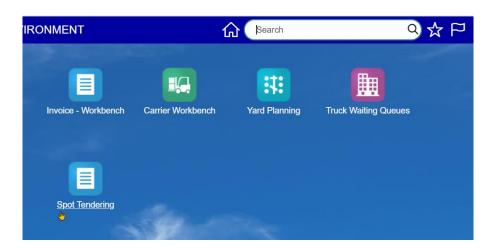






## **Table of Content**

- 1. Login as Service Provider
- 2. Scope of training
- 3. Carrier Workbench Yard planning Truck waiting queues
- 4. Spot Bids
- 5. Contract/market share shipments





## **EPO**

European Purchase Organisation

#### T&L

Transport & Logistic department

## **Provider ID**

Coil number

## **SDCID** (Source Destination Combination ID)

LP number

## **Equipment Group ID**

| <b>Equipment Group ID</b> | Equipment Group Name         |
|---------------------------|------------------------------|
|                           | ELECTRIC VEHICLE COILTRAILER |
| EV-CTL_24T0               | MAX 24 TON                   |
|                           | CONTAINERTRAILER MULTIMODAL  |
| T-CM                      | (CAISSE MOBILE)              |
| T-CTL_24T5                | COILTRAILER MAX 24,5 TON     |
| T-CTL_28T5                | COILTRAILER MAX 28,5 TON     |
| T-CTL_31T0                | COILTRAILER MAX 31 TON       |
| T-CTL_35T0                | COILTRAILER MAX 35 TON       |
| T-CTL_45T0                | COILTRAILER MAX 45 TON       |
| T-CTL_65T0                | COILTRAILER MAX 65 TON       |
| T-CTL_85T0                | COILTRAILER MAX 85 TON       |
| T-FTB                     | FLATBED TRAILER              |
| T-FTB_24T0                | FLATBED TRAILER MAX 24 TON   |





# 1. Log in as Service Provider

## Creation of a user profile

Each user has her/his own profile in Sultan.

Service providers should contact "EPO" and provide them the following information:

- First + Family name
- Email address

Multiple people per transport company can have a user profile in Sultan.

## **Link to Sultan**

Production: <a href="https://otmgtm-arcelormittaleurope.otmgtm.eu-frankfurt-1.ocs.oraclecloud.com/">https://otmgtm-arcelormittaleurope.otmgtm.eu-frankfurt-1.ocs.oraclecloud.com/</a>

(not the link in e-mail to activate your account)

## **Password problems**

In case the service provider faces any access/password issues, they contact: gen-klr-sultansupport@arcelormittal.com





# 2. Scope of this training

- Carrier Workbench Spot Tendering
  - Transport of finished steel products
  - Truck shipments ex-cluster AMB

# IRONMENT Search Search A P Invoice - Workbench Carrier Workbench Yard Planning Truck Waiting Queues Spot Tendering

## Remark:

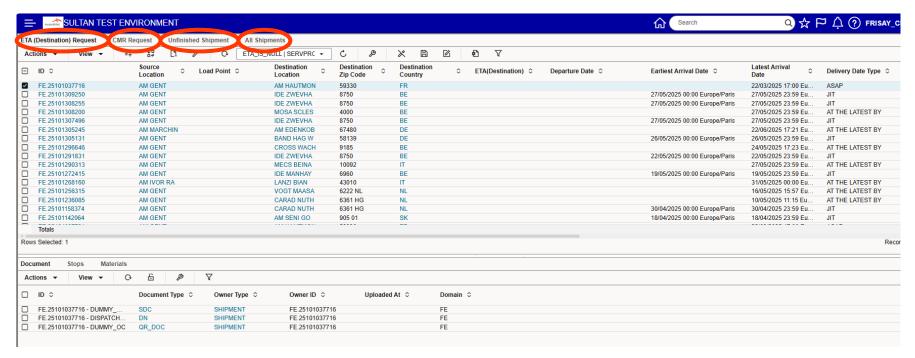
Spot bid for countries that are not in scope yet: via current way of working (Best Carrier - mails)





## 3. Carrier Workbench







## 3. Carrier Workbench



## 1. ETA Request

- Current: all shipments without ETA are displayed
- Under development:
  - ETA on customer service request, to be filled in by transport company, mandatory
  - Once the ETA is provided, the shipment will disappear from the list

## 2. CMR Request

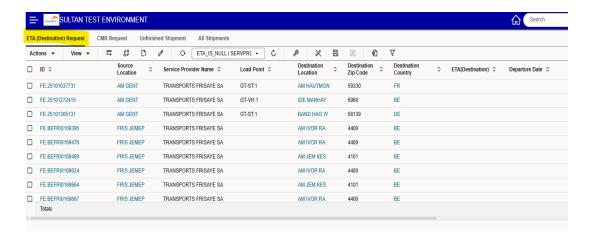
- On customer service request
- Once the CMR is provided, the shipment will disappear from the list

## 3. Unfinished shipments

- All shipments that were accepted but not yet shipped
- 4. All shipments
  - All shipments (shipped/not shipped)



## 3.1. ETA Request



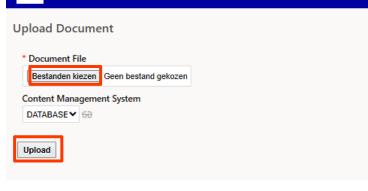
- Entering the ETA:
  - Select shipment
  - Click on mass update (several lines can be selected)
  - Enter the ETA
  - Click on OK

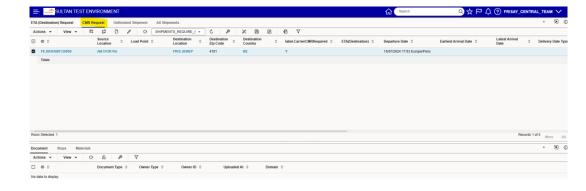




## 3.2. CMR Request







## How to upload the CMR:

- Select shipment
- Click on Actions
- Documents
- Upload Document
- Choose file
- Click on 'Upload'
- Choose document file 'CMR\_CARRIER'
- Click on submit







# **3.3 Unfinished Shipment**

| =     | Accesseriation           | SULTAN T       | EST ENV            | IRONM    | IENT          |           |                         |            |                  |                    |            |                            |                              | 仚                     | Sea       | arch                  | Q ☆ F                     | ゴ 🗘 🕐 FRISAY_CEN |
|-------|--------------------------|----------------|--------------------|----------|---------------|-----------|-------------------------|------------|------------------|--------------------|------------|----------------------------|------------------------------|-----------------------|-----------|-----------------------|---------------------------|------------------|
| ETA ( | (Destinat                | ion) Request   | CMR Re             | quest    | Unfinished    | Shipment  | All Shipments           |            |                  |                    |            |                            |                              |                       |           |                       |                           |                  |
| Act   | ions 🕶                   | View           | - ≡                | 50       | <u> </u>      | · ·       | SHIPMENT WITHOUT TE     | . •        | S & S            | * B Ø              | Ð          | V                          |                              |                       |           |                       |                           |                  |
| Ξ     | ID ¢                     |                | Source<br>Location | Ser      | rvice Provide | r Name 💠  | Destination<br>Location | De<br>Co ≎ | Load Point \$    | ETA(Destination)   | ٥          | Earliest Pickup<br>Date \$ | Earliest<br>Delivery Date \$ | Late Delivery<br>Date | <b>\$</b> | Delivery Date<br>Type | ≎ Total Gross<br>Weight ≎ | Itinerary ID ≎   |
|       | FE.2510                  | 01037716       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | AM HAUTMON              | FR         | GT-UV:1          | 27/05/2025 22:00 E | Eu 2       | 21/03/2025 16:01           |                              | 22/03/2025 17:00      | E         | ASAP                  | 22.62 MTON                |                  |
|       | FE.2510                  | 01037720       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | AM HAUTMON              | FR         | GT-RS:1          | 04/06/2025 11:00 E | Eu 2       | 21/03/2025 16:01           |                              | 22/03/2025 17:00      | E         | ASAP                  | 18.63 MTON                |                  |
|       | FE.2510                  | 01037731       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | AM HAUTMON              | FR         | GT-ST:1          |                    | 2          | 21/03/2025 16:01           |                              | 22/03/2025 17:00      | E         | ASAP                  | 21.60 MTON                |                  |
|       | FE.2510                  | 01259491       | AM GENK            | TRA      | ANSPORTS F    | RISAYE SA | GEST BIELE              | DE         | GK-SI:1          | 20/05/2025 14:05 E | Eu         |                            |                              |                       |           | JIT                   | 18.01 MTON                | TL_NETWORK       |
|       | FE.2510                  | 01272415       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | IDE MANHAY              | BE         | GT-VH:1          |                    |            |                            | 19/05/2025 00:00             | 19/05/2025 23:59      | E         | JIT                   | 5.90 MTON                 |                  |
|       | FE.2510                  | 01296646       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | CROSS WACH              | BE         | GT-ST:1          | 31/05/2025 11:00 E | Eu 2       | 20/05/2025 17:20           |                              | 24/05/2025 17:23      | E         | AT THE LATEST I       | BY 6.31 MTON              |                  |
|       | FE.2510                  | 01305131       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | BAND HAG W              | DE         | GT-ST:1          |                    | 2          | 23/05/2025 15:06           | 26/05/2025 00:00             | 26/05/2025 23:59      | E         | JIT                   | 21.70 MTON                |                  |
|       | FE.2510                  | 01307496       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | IDE ZWEVHA              | BE         | GT-QR:1          | 31/05/2025 11:00 E | Eu         |                            | 27/05/2025 00:00             | 27/05/2025 23:59      | E         | JIT                   | 5.00 MTON                 |                  |
|       |                          | 01308200       | AM GENT            | TRA      | ANSPORTS F    | RISAYE SA | MOSA SCLES              | BE         | GT-RS:2          |                    | - 2        | 20/05/2025 15:28           |                              | 27/05/2025 23:59      | E         | AT THE LATEST I       |                           |                  |
| 1.0   | Totals                   |                |                    |          |               |           |                         |            |                  |                    |            |                            |                              |                       |           |                       | 22.62 MTON                |                  |
| Rows  | Selected                 | d: 1           |                    |          |               |           |                         |            |                  |                    |            |                            |                              |                       |           |                       |                           | Records          |
| Docu  | Document Stops Materials |                |                    |          |               |           |                         |            |                  |                    |            |                            |                              |                       |           |                       |                           |                  |
| Act   | ions 🕶                   | View           | · 0                | 8        | B             | Ð 7       | 7                       |            |                  |                    |            |                            |                              |                       |           |                       |                           |                  |
|       | Stop<br>Num              | ≎ Stop<br>Type | ≎ Lo               | cation 0 |               | City ≎    | Province Co             | ode 🗘      | Planned Arrival  | ≎ E                | Estimated  | I Arrival ≎                | Actual Arrival 💠             | Plan                  | ned De    | eparture 0            | Estimated Departure       |                  |
|       |                          | 1 P            | AM                 | GENT     |               | GENT      |                         |            | 21/03/2025 16:01 | Europe/Bru 2       | 21/03/2025 | 5 16:01 Europe/Bru         |                              | 21/0                  | 3/2025    | 16:01 Europe/Bru      | 21/03/2025 16:01 Europ    | e/Bru            |
|       |                          | 2 D            | AM                 | HAUTMO   | ON            | HAUTMON   | IT                      |            | 21/03/2025 17:47 | Europe/Paris 2     | 21/03/2025 | 5 17:47 Europe/Paris       |                              | 21/0                  | 3/2025    | 17:47 Europe/Paris    | 21/03/2025 17:47 Europ    | e/Paris          |



# 3.4 All Shipments

| ETA | (Destination) Request | CMR Request     | Unfini | shed Shipme | nt All Shipn  | nents      |         |                         |           |                         |           |                        |
|-----|-----------------------|-----------------|--------|-------------|---------------|------------|---------|-------------------------|-----------|-------------------------|-----------|------------------------|
| Ac  | tions • View •        | <u>=</u> ∓ 59   | Ū      | 0           | SHIPMEN       | T_ALL FE · |         | <i>9</i> ×              |           |                         | )         | 7                      |
|     | ID \$                 | Source<br>Locat |        | Service     | Provider Name | ≎ Load Po  | oint \$ | Destination<br>Location | <b>\$</b> | Destination<br>Zip Code | <b>\$</b> | Destination<br>Country |
|     | FE.BERAM0142248       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA LE-H52: | 1       | FRIS JEMEP              |           | 4101                    |           | BE                     |
|     | FE.BERAM0141002       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA         |         | AM JEM KES              |           | 4101                    |           | BE                     |
|     | FE.BERAM0140995       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA         |         | AM JEM KES              |           | 4101                    |           | BE                     |
|     | FE.BEFRI0167606       | FRIS            | JEMEP  | TRANSF      | ORTS FRISAYE  | SA         |         | AM IVOR RA              |           | 4400                    |           | BE                     |
|     | FE.BERAM0141179       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA LE-H52: | 1       | FRIS JEMEP              |           | 4101                    |           | BE                     |
|     | FE.BEFRI0163353       | FRIS            | JEMEP  | TRANSF      | ORTS FRISAYE  | SA         |         | AM JEM KES              |           | 4101                    |           | BE                     |
|     | FE.BERAM0141007       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA         |         | AM JEM KES              |           | 4101                    |           | BE                     |
|     | FE.BEJMK0079190       | AM JI           | EM KES | TRANSF      | ORTS FRISAYE  | SA LK-K2:3 |         | SOMEF LIEG              |           | 4020                    |           | BE                     |
|     | FE.BERAM0141005       | AM IV           | OR EU  | TRANSF      | ORTS FRISAYE  | SA         |         | SOMEF LIEG              |           | 4020                    |           | BE                     |

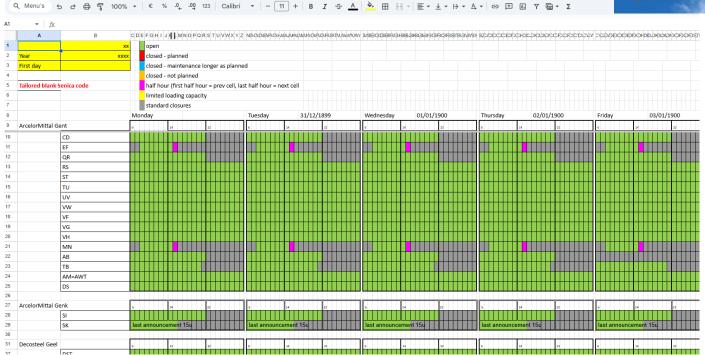


YARD PLANNING ☆ @ △

# 3.5 Yard Planning

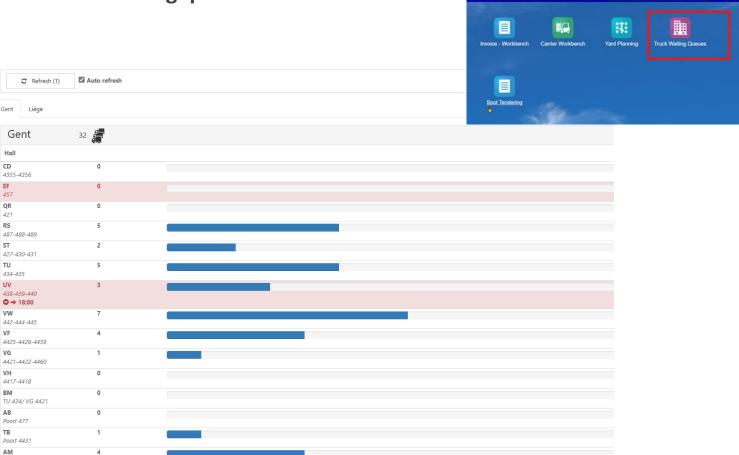
Bestand Bewerken Bekijken Invoegen Opmaak Gegevens Extra Uitbreidingen Help







# 3.5 Truck waiting queues



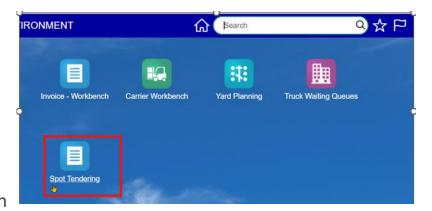
Q公P

Search

RONMENT



- When spot?
  - No contract
  - Contract but no capacity
- A request for price (spot tender) is sent through Sultan
- You will receive an email notification (the email address you gave for spot bids) with link to Sultan Spot Tendering
- At all times these spot tenders are also displayed in the Spot tendering module in Sultan
- Spot bids should be entered default within 1 working hour (unless requested otherwise)
- Based on the received bid, shipment will be awarded to the best bidder and will be chartered accordingly
- Carrier will receive the shipment in his TMS with the agreed price
  - !!! This awarded shipment should still be confirmed (accepted) by the carrier





Spot Tendering

- How to reply on a spot bid?
  - Via the URL in the email
  - Via 'Spot Tendering' in Sultan

<u>Instruction</u> You are invited to participate in the bidding on a Spot Bid Tender. Please submit your bid using the URL below or reply to the contact below if unable to access this URL. Your bid will be processed by the end of the Respond By time. Failure to submit a bid on time will result in this tender being cancelled.

URL Respond Via The Web

Reply By 2025-05-17 16:14:00 Europe/Brussels







## Email notification

#### AM IVOR RA: Spot Bid Tender on Shipment FE.25101173903



i Deze afzender no-reply.workflow.test@sultan.arcelormittal.com is afkomstig van buiten uw organisatie.

\*\*\*External email warning: This email originated outside the company. Please do not click links or open attachments unless you were expecting this communication.\*\*\*

<u>Instruction</u> You are invited to participate in the bidding on a Spot Bid Tender. Please submit your bid using the URL below or reply to the contact below if unable to access this URL. Your bid will be processed by the end of the Respond By time. Failure to submit a bid on time will result in this tender being cancelled.



URL Respond Via The Web

Reply By 2025-05-17 16:14:00 Europe/Brussels





## • Email notification

#### **Shipment Information**

| 1173903 Start Poi | int                  | ARCELORMITTAL RAMET IVOZ-RAMET   |
|-------------------|----------------------|--|
| <b>End Poin</b>   | ıt                   | LANZI TRASPORTI BIANCONESE DI FONTEVIVO  |
| Earliest          | Delivery Date        |  |
|                   |                      |  |
|                   |                      |  |
| L_24T0 Total We   | eight                | 9.19 MTON  |
| Hazardo           | us                   | N  |
|                   | End Poir<br>Earliest | 1173903 Start Point End Point Earliest Delivery Date 24T0 Total Weight Hazardous |

#### **Product Information**

| Commodity ID | Factory ID Warehouse |  | Weight (MTON) | Length(MM) Width(MM) Height(MM) |         |         |  |  |
|--------------|----------------------|--|---------------|---------------------------------|---------|---------|--|--|
|              | R250317104           |  | 9.19          | 4581.00                         | 1007.00 | 1332.00 |  |  |

## **Shipment Reference Number**

| Reference Number Qualifier | Reference Number Value |
|----------------------------|------------------------|
| MAX_AUTHORIZED_MASS        | 40                     |





## • Email notification

## **Shipment Remark**

| Remark Qualifier      | Remark Text   |
|-----------------------|---|
| DELIVERY              | IMMEDIATE_DELIVERY_AFTER_LOADING  |
| MATERIAL              | STOP2: Y  |
| ROAD_REMARK_CARRIER   | STOP2:  |
| OPENING_CLOSURE_HOURS | STOP2: MON: 08:00-18:00 TUE: 08:00-18:00 WEN: 08:00-18:00 THU: 08:00-18:00 FRI: 08:00-18:00 |
| DELIVERY_DATES        | 02-05-2025 23:59:00   |
| TENDER_BROKER         | TRANSPOREON   |
|                       |   |

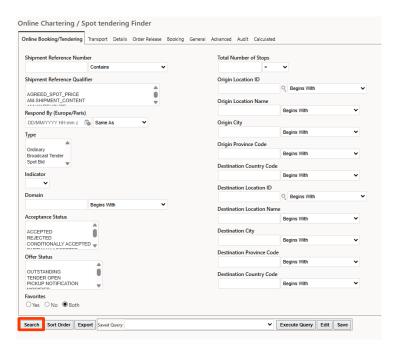
#### **Shipment Stop Information**

| Stop | Location                                      | Contact    | Contact Phone | Street Address                      | Postal<br>Code | City                       | Country |
|------|---|------------|---------------|-------------------------------------|----------------|----------------------------|---------|
| 1    | ARCELORMITTAL RAMET<br>IVOZ-RAMET             | AM IVOR RA |               | Rue Sompre 1 Porte<br>37 Volet 9004 | 4400           | IVOZ-RAMET                 | BE      |
| Stop | Location                                      | Contact    | Contact Phone | Street Address                      | Postal<br>Code | City                       | Country |
| 2    | LANZI TRASPORTI<br>BIANCONESE DI<br>FONTEVIVO | LANZI BIAN |               | Via Bonn 6<br>Interporto            | 43010          | BIANCONESE DI<br>FONTEVIVO | IT      |





- Click on Spot Tendering on the Homepage
- The 'Chartering / Spot Tendering Finder' opens
  - You can look for a specific shipment
  - Immediately click on Search to see the full list



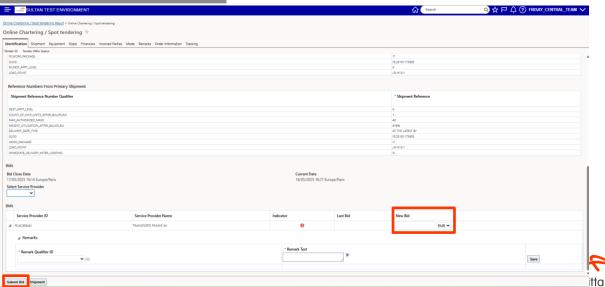




• In the Results, click on the ID



- Enter an amount in New Bid
- Click on submit bid





## AM IVOR RA: Chartering for Shipment FE.25101173903



no-reply.workflow.test@sultan.arcelormittal.com

- If a spot bid is awarded:
  - You received the confirmation by e-mail
  - The carrier will receive the shipment in his TMS with the agreed price:
    - » !!! This awarded shipment should still be confirmed (accepted) by the carrier
- If you didn't receive the bid:





## 5. Contract - Market share shipments

- Carriers have maximum 4 working hours to accept or refuse the offered shipments via Sultan.
- In case of no reaction within 4 working hours, the shipment will automatically be forwarded
  - to the next carrier(s) having market share (> 0%) for another 4 working hours ...
  - to the 0% MS carrier (based on price ranking)

» T1 MS => T2 MS => T3 0% => T4 0% / T5 0% => T6 0% => T7 0% => T8 0%