



bowdark

CASE STUDY

Real-Time Rate Quoting at Scale

SUMMARY

Bowdark built a pricing and quoting engine that automated complex rate calculations, improving quote accuracy, accelerating response times, and providing greater visibility into pricing decisions.

BUSINESS OVERVIEW

SIZE

~12,754 employees

INDUSTRY

Transportation

COUNTRY

United States

PRODUCTS & SERVICES

SAP Transportation Management,
SAP HANA, SAP BTP



bowdark

CHALLENGE

Calculating shipping rates for this carrier was extremely complex. A simple query of the cost to ship material from point A to point B required evaluating up to millions of condition records in real time, factoring in tariffs, surcharges, fuel costs, and more. Customers had no easy way to get real-time quotes across different routes, carriers, and shipping modes (e.g., railcar vs. intermodal), which limited visibility and slowed down the sales process.

APPROACH

Bowdark worked closely with the client to extend SAP Transportation Management to manage and index the complex web of rate conditions governing tariffs, surcharges, and fuel costs.

SOLUTION

Bowdark built a rate calculation engine in SAP HANA, exposed through REST APIs, to power real-time rate quoting within a customer-facing e-commerce portal. The engine evaluates millions of indexed condition records to deliver accurate, real-time quotes across different routes, carriers, and shipping modes, including railcar and intermodal, giving customers instant visibility into shipping costs without needing to go through a sales rep.

TECHNOLOGIES USED

 SAP Transportation Management  SAP HANA  SAP BTP  API Integration

Outcome

The solution reduced time to answer by 78%, giving customers fast, accurate rate quotes across routes, carriers, and shipping modes without waiting on a sales rep.

KEY FEATURES & BENEFITS



**Simplified Rate
Management**



**Real-Time Calculation
Engine**



E-Commerce Integration



Faster Quote Turnaround