



To speak about our offers and services

EUROTOLL CUSTOMERS FEEDBACK

XPO Logistics – eurotoll the continuation of a constructive partnership

For over 10 years eurotoll has been supporting XPO Logistics (Ex-Norbert Dentressangle) in **monitoring and managing their tolls**, which represents the **4th largest operating cost of transport activities**, after wages, fuel and vehicle costs.

Born of the close collaboration between the technical teams and purchasing division of XPO LOGISTICS on the one hand and the commercial and technical teams of eurotoll on the other hand, EDI and web services allow the automated integration of toll data into the information systems of XPO Logistics. It is a new solution signed by eurotoll that ensures pro activity, security and control of the toll costs. It is a unique decision-making aid for decision-makers, managers and operators of transport companies.

Covering nearly **55,000 km of toll networks in Europe**, we position ourselves as one of the undisputed leaders of European tolls. The entry of eurotoll on **10 June 2016** on the official list of approved partners of the **European Electronic Toll Service (SET)** signals our desire to simplify and streamline the circulation of heavy goods vehicles in Europe through the interoperability of payment systems and the gradual introduction of a single multifunction and multi-grid box.



I. Customer follow-up by eurotoll : proactivity, innovation, collaboration

Since its inception, eurotoll has been assisting its customers in toll changes in Europe.

In order to help them to manage and optimise their toll costs, sales representatives, IT technicians and eurotoll customer advisors are dedicated to them and respond to all their demands on tolls, regulations, offers and services and are in a position to offer them personalised services.

II. The automatic integration of the toll data

Within the framework of their cooperation, eurotoll and XPO Logistics have set up technical interfaces to automatically manage the entire chain of operations: OBU orders for the arrival of new vehicles on the fleet and automatic assignment to the agency concerned, restitution of OBUs and cards and cancellations. The payment media for tolls are also monitored during mutations of inter-agency vehicles, thus allowing the charging of toll costs to the right agency and the passing on to the final customer at the earliest.

The EDI “estimate of invoicing at D + 2” allows XPO Logistics to provision the cost of its tolls, to integrate it into its business tools and invoice its customers and subcontractors as soon as possible. We estimate to 11 days ahead of cash thanks to this eurotoll service.

III. A detailed invoice

Thanks to the granularity of our invoicing, the finest in the market, we are able to give a detailed account of a toll transaction (valued route), for a given vehicle assigned to a given subfleet (company, agency, etc.). The breakdown of transactions by accounting nature provides a very accurate picture of costs.

IV. A single OBU, remotely configurable, to circulate in 5 European countries:

For several years, euroTOLL has offered its customers a unique OBU for traveling in France, Spain, Portugal and Belgium (Liefkenshoek Tunnel). With the second-generation of Tribox Air, by the end of January 2017, XPO LOGISTICS will be able to drive, if it wishes, in Austria (Asfinag) and by the end of June 2017 on the entire Belgian tax network (Viapass).

The remotely configurable Tribox Air allows euroTOLL customers to realize substantial savings, in particular on logistical costs and to enable XPO Logistics employees to devote themselves to tasks with higher added value. The Tribox Air is remotely re-assignable; it is no longer necessary to return it when changing the vehicle.

V. The geolocation system by euroTOLL

euROTOLL pioneer of the geolocation associated with electronic tolls, has offered for more than 10 years a plug and play solution. Thanks to the Tribox Air, The multifunction and multi-networking OBU, very simple to install, euroTOLL customers can geolocate their vehicles, verify real-time compliance with their instructions given to their drivers thanks to alerts and geofencing. XPO Logistics will be offered the Geodate service, detailed files coming from the frames coming from the Tribox Air OBUs and which can be sent directly to the XPO Logistics Information System.

” 4 QUESTIONS ASKED TO DIDIER TALLARON



Mr. Didier Tallaron
Manager of XPO Transports service

Internal Service Company
Responsible for fuel supply and consumption toll
for the entire XPO park in Europe

I. What is the cement of your partnership with euroTOLL?

Since the establishment of the TISPL, euroTOLL has always amazed us by informing us upstream about all toll evolutions in Europe. Their systematic operation in "project mode" makes it possible to anticipate and prepare for the imposed technical migrations: Caplis / TISPL; TISPL / Tribox Air (Ecotax in France). Whenever we asked about optimum migration dates, the answer has always been: "We have already done the math for you!" We appreciated this maturity and their ability to advise us and develop tools that help us to drive and to realize savings on a position which is the 4th in terms of cost for our Group. This is quite rare on the part of a supplier!

II. What is your collaborative mode with eurotoll?

For almost 10 years eurotoll has told us "I am here to help you control your costs and manage your business. The implementation of EDI and webservices to automate the exchange of data flows is the result. Norbert Dentressangle and now XPO Logistics wanted it; We built it together. Eurotoll knew how to integrate our specifications and tell us what is possible and what is not.

III. What is the added value of process automation for you?

With eurotoll, we move to "all electronic". This automation of the process of ordering, cancelling, return of tags as well as the management of invoicing by vehicle and by agency, offers major administrative simplification. By removing all manual entries we are close to 0 anomalies and our employees focus on value-added tasks.

IV. How would you rate the eurotoll invoice?

9/10 if you compare eurotoll with our other providers!

Indeed, the very fine granularity of the eurotoll Invoice allows us to follow very precisely our toll expenses and to reallocate each transaction at the right time to the right vehicle, the right agency and consequently the right customer. Also, the breakdown of EDIs by accounting nature, recently developed at our request by eurotoll, allows us to know who consumes what and if necessary take corrective measures.

The billing estimate EDIs produced each month on D + 2 allow us to immediately provision the toll charge without waiting for the invoice to be issued. Each month our teams need only manage the difference (0.5% maximum) between the provisioned and the realized amounts.

As everything is automatically integrated into our systems we can ventilate or re-invoice our customers and subcontractors, according to their requirements as quickly as possible.

XPO LOGISTICS EUROPE KEY FIGURES

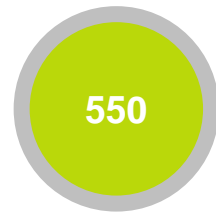
Transport et Supply Chain Solutions



**Vehicles, of which
3 700 in France**



**Trailers, of which
5 600 in France**



**Sites
in Europe**



ALERTS



MANAGEMENT



REPORTS



DATA

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