

# CONTENTS

<b>ABSTRACT</b> .....	5
<b>INTRODUCTION</b> .....	7
<b>CHAPTER 1</b>	
<b>WHAT IS A FREIGHT EXCHANGE PLATFORM?</b> .....	9
<b>TYPES OF BUSINESS MODELS APPLICABLE FOR FREIGHT EXCHANGE PLATFORMS</b> .....	10
• Generic marketplaces .....	12
• Specialized marketplaces .....	13
• Crowdshipping platforms .....	13
• Digital freight exchanges .....	13
<b>CHAPTER 2</b>	
<b>FRAMEWORK FOR DEVELOPING BUSINESS MODELS FOR FREIGHT EXCHANGE PLATFORMS</b> .....	15
<b>FREIGHT EXCHANGE PLATFORMS IN BULGARIA</b> .....	18
2.1. “Speditor.NET” platform .....	18
2.1.1. Entry cargo and available truck .....	21
2.1.2. Exchange messages between shippers and carriers .....	36
2.1.3. Login access software and mobile app .....	38
2.2. “TIMOCOM” platform .....	44
2.2.1. Shippers services .....	45
2.2.2. Carriers services .....	51
2.2.3. Tenders and bids .....	56
2.3. “Trans.eu” road transport platform .....	58
2.3.1. Shippers services .....	59
2.3.2. Forwarders services .....	75
2.3.3. Carriers services .....	86
2.3.4. Exchange messages .....	102
<b>CHAPTER 3</b>	
<b>APPLICATION FIELDS OF IDENTIFIED FRAMEWORK OF EXISTING FREIGHT EXCHANGE PLATFORMS IN BULGARIA</b> .....	104
• SPEDITOR.Net platform .....	104
• TIMOCOM platform .....	106

• Trans. Eu platform .....	107
CONCLUSIONS .....	116
<b>BIBLIOGRAPHY</b> .....	117