



Ontruck's new national service helps overcome COVID challenges

- *A new service expansion in full, national distribution has proven instrumental in overcoming the transportation challenges of COVID-19.*
- *Ontruck's carrier database has grown by 20% as new drivers sign up for long haul delivery.*
- *The additional offering connects central routes to extend operations from Greater London to the North West, Manchester, and Yorkshire.*



London, 26th May 2020 -What began as a simple pilot project for digital freight startup [Ontruck](#) has helped overcome the ongoing transportation challenges presented by the COVID-19 pandemic. A new service in full, national distribution, the first of its kind for the UK market, enables shippers to book national full truck loads for long-haul while also providing access to instant real-time quotes and driver availability.

This new offering links together core routes for distribution, connecting operations from Greater London to the North West, Manchester, and Yorkshire to provide shippers with a full end-to-end transport solution.

While adding a national product to its current regional activities was a logical next step for Ontruck, the company never imagined the significance this new offering would have for the industry. As the service launched in March, volatile market demand from the pandemic sparked a new need for the flexibility and full 360° service offered by this new national distribution.

*"We always planned to roll out a resilient product for shipments of all urgency, but we never could have foreseen an extremity of this scale" explains **Samuel McGuirk, UK Country Manager**, "Overnight, shippers had to rethink their business models and fortunately, our national service came as a timely solution to help them move goods such as food, beverage, and PPE throughout the country in an efficient way that guarantees security and predictability".*

With this national service, Ontruck can quickly distribute demand for long haul transport across the UK. For truck drivers and transport firms whose sectors may have stopped amid the outbreak, this service can also provide new revenue opportunities to deliver goods in more active sectors. Already, the database of carriers joining the platform has increased by 20% as new drivers continue to sign up. Ontruck's client base has also now grown to include PepsiCo, Decathlon and Amazon to name a few.

As confinement enters into phases of gradual de-escalation, the pandemic raises new challenges for businesses. However, these challenges will also present an opportunity for innovation. *"This has served as a catalyst for businesses to rethink current transport models and traditional approaches to logistics" explains McGuirk, "Once trade recommences, there will not only be a new recognition for the roles of truck drivers but also a new focus on the need to innovate how we move goods to best protect our future supply chains".*

About Ontruck

[Ontruck](#) is a digital road freight platform developing technologies to make road transportation smooth and efficient for both truckers and companies who send shipments. They do this by reducing the number of empty kilometres traveled by goods vehicles and optimising their use and utilization. Thanks to the Ontruck platform, shippers can quickly and easily upload their jobs to the platform, and hauliers can select which shipments they want to transport from the comfort of their app. All this while contributing to conserving the environment by reducing CO2 emissions.

Ontruck has offices in Madrid, London, Paris, and Amsterdam and has received the support of several investors including Atomico, Cathay Innovation, Idinvest Partners, Point 9 Capital, Samaipata Ventures, All Iron Ventures, Total Energy Ventures, and GP Bullhound. Ontruck has closed three rounds of financing

worth 36.2 million euros. The scale-up has also received the 2019 Digital Transformation award at the Loyd's Loading List [Global Freight Awards](#), recognising its excellence in innovative new processes that are revolutionising the forwarder - shipper relationship. More information at www.ontruck.com

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