



# The World of Live Rates and Schedules

“Working for a more connected future with real-time data and transportation visibility for every step of the way”



# Industry Problems



- 1 Management of volatile carrier pricing in different formats is costly and complex
- 2 Quote turnaround is time consuming and cumbersome
- 3 Poor rate management has damaging consequences
- 4 Digitalization is a costly and long drawn out process
- 5 Disconnected IT systems (ERP, TMS, CRM and RMS)

# What is happening in our industry?

Digitalization is the **primary ambition** of shipping



**Top 20 forwarders** have adopted to the profitable digitalization with positive results



**Digital forwarders and novel business models** have capitalized on the current industry drive and won market share



“Freightify has helped **100+ forwarders** by deploying our solutions as well as finding their fitting digital strategy. We act as IT consultants to ensure that you are rightfully stepping into the digital era”



**72%**

Believes digital tools are adding to their competitive advantage

**40%**

Of LSPs are looking to digitize core processes

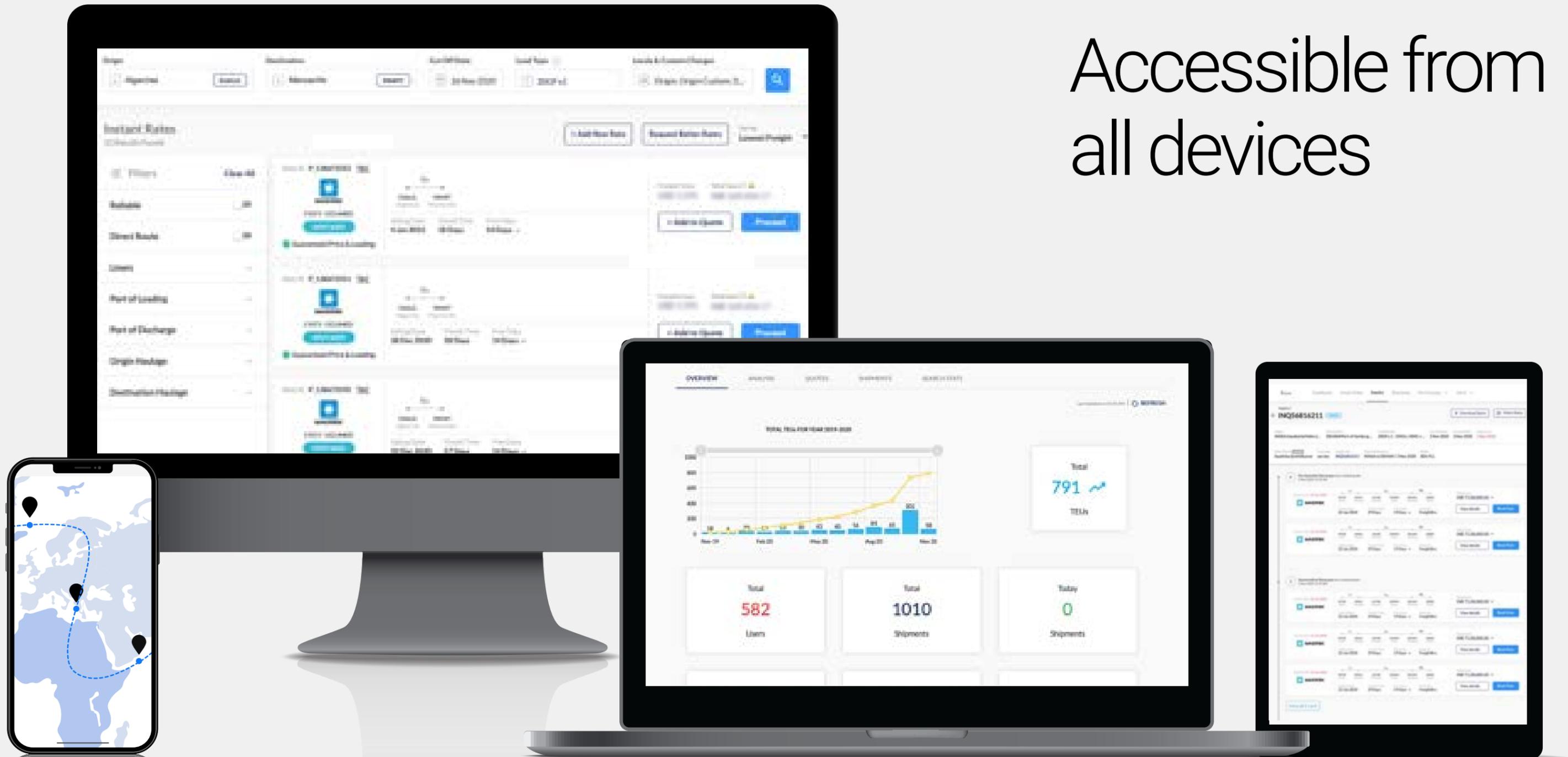
**20%**

Of LSPs have already invested in digitalization

# Our Product



Accessible from  
all devices



1 **Rate Procurement**

Access to live SPOT and contracted FCL and LCL rates



2 **Rate Management**

Manage your rates add margins and have full control of buying vs selling



3 **Quote**

Create quotations on the fly. Easily compare transportation options and share quotes digitally with customers



4 **Customer Platform**

Offer an online quotation and booking experience to your customers. Sell online 24/7



5 **Analytics**

Keep track of vital company metrics and make data driven decisions



6 **Track and Trace**

Receive automated milestones and track planned vs actual. Provide unique insights to customers with live vessel locations



7 **Cloud Based**

Become a digital forwarder by making vital Company data accessible to everybody in your organization



8 **TMS/ERP integration**

Connect your IT environment to reach low touch internal process



9 **White Label Your brand**

Your brand your way. We acknowledge the importance of your corporate identity.



# Rate Procurement

Get live API access to SPOT and contract rates from major carriers and NVOCC's



## What we offer

- A complete overview of your procurement possibilities
- Browse live FCL and LCL rates
- Access to global pre and on-carriage for LCL
- Benchmark SPOT vs contracted rates

## Benefits

- All carrier rates in one place
- 50% processing time saved
- Improved efficiency vs manual procurement
- Quicker quote turnaround
- Save money on procurement

# Rate Management

Automated conversion of rate sheets in all data formats



## Functionality

- Let our algorithm handle the different data formats from carriers, nvoccs or trucking providers
- All freight rates in one single database. Get full visibility of own procured rates
- Optimise your rates by attaching sailing schedules
- Fully customisable to your calculation method and logic for all MoTs
- Manage different currencies
- Share your rates with your network, partners and internal teams
- Sur charge and local charge database

Expiry Date **14 Jun 2021**

Rate ID **"QTWEB107595"**  
T&C

**CMA CGM**  
K LISA (UPA) | CP6NCMA

Route: KRPU Busan → CNSHA → MUPLU Port Louis

Sailing Date: **31 May 2021** | Transit Time: **28 Days** | Free Days: -

Freight Cost: **USD 6,782** | Total Cost: **INR 492,071.95** (Remark and Inclusion included)

+ Create Quote | Proceed

Rate ID **"200229934"** T&C

**MAERSK**  
CY/CY | BLUE NILE EXP...  
SPOT RATE

Route: INNSA Mumbai → AEJEA Jebel Ali

Sailing Date: **22 Apr 2021** | Transit Time: **5 Days** | Free Days: **7 Days**

Freight Cost: **USD 750** | Total Cost: **INR 95,379.18**

+ Create Quote | Proceed

See your rates  
In a digital format

SCHEDULES | **CHARGES**

Quotation Details | Remarks | Add Leg

Freight: USD

Charges	Basis	Equipment Type	Quantity	Buy Rates (Total : USD 980.00)		Sell Rates (Total : USD 1,120.00)		
				Unit Price	Amount	Unit Price	Amount	
Basic Ocean Freight 40GP	per equipment	40GP	1.00	USD 500.00	USD 500.00	USD 600	USD 600.00	
Bunker Adjustment Charge (BAF) 40GP	per equipment	40GP	1.00	USD 480.00	USD 480.00	USD 520	USD 520.00	

+ Add Charge

Origin Charges: INR

BUY RATE: INR 73,595.12 | SELL RATE: INR 84,051.57

You earn INR 10,456.45 14.21% on this rate

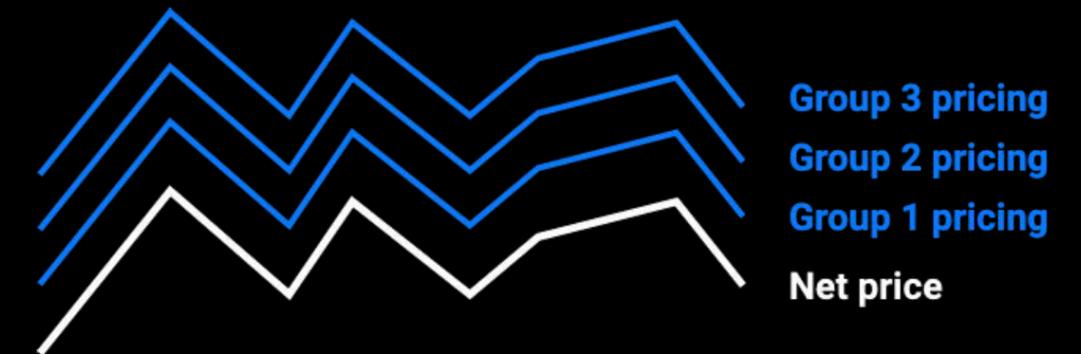
Done

Add margins

Add Charges

## Pricing methodology

Adjust your pricing based on customer loyalty or volume



Margins can be set per customer, origin/destination, equipment or on carrier level as a percentage or a fixed margin

# Quotation Management



Freightify provides a practical software solution for freight forwarders, which automates all kinds of freight quotes in a smart and simple way. Our quotation control tower will increase your speed to market and full overview of quote history

The interface displays a 'CHARGES' section with a table of items and their costs. Below this, it shows a comparison of quotes from ONE and CMA CGM, highlighting the 'Add RATES' button for adding new quotes.

Charges	Basis	Equipment Type	Quantity	Buy Rates ( Total : USD 6,781.99 )		Sell Rates ( Total : USD 6,781.99 )	
				Unit Price	Amount	Unit Price	Amount
BASIC FREIGHT 40GP	per equipment	40GP	1.00	USD 6,050.00	USD 6,050.00	USD 6050	USD 6,050.00
Bunker surcharge NOS 40GP	per equipment	40GP	1.00	USD 0.00	USD 0.00	USD 0	USD 0.00
Terminal handl. ch destinatio 40GP	per equipment	40GP	1.00	MUR 6,102.60	USD 151.59	MUR 6102.6	USD 151.59
Terminal handl ch origin 40GP	per equipment	40GP	1.00	KRW 187,000.00	USD 167.44	KRW 187000	USD 167.44
Container inspection fees and 40GP	per equipment	40GP	1.00	USD 10.00	USD 10.00	USD 10	USD 10.00

## Quote Anytime, Anywhere

- **Complete overview of live rates, own procured and schedules**  
Browse prices across all carriers + pre and on-carriage and attach respective sailing schedules

- **Manage your margins and add charges on the fly**  
Take control of your buying and selling prices either through fixed or flexible margin mark-ups

- **Risk free quoting - no mis-quotes**  
All pricing data is compiled in one database minimising margin of error
- **Send quotes/ receive bookings digitally direct to/from customers**  
Quotes can be send including all charges and attached sailing schedule

- **Customize your own quote format**  
Show full breakdown or lumpsum prices and design your own quote template

Online acceptance of quotations

Buying vs selling see profit margin in %

You can add quote to compare and track

# Customer Platform



The screenshot displays the Freightify Customer Platform interface. At the top left, a blue dashed box highlights the user's logo area, labeled "Your logo". The main search area includes fields for Origin (Jawaharlal Nehru (Nha...)), Destination (Port of Hamburg), Cut Off Date (11 Jul 2021), and Load Type (20GP x1). Below this, the "Instant Rates" section shows 13 results. Two rate cards are visible, each with a "Proceed" button circled in blue. A "Match Rates" button and a "Sort By" dropdown (Lowest Freight) are also present. The "BOOKING DETAILS" section shows origin (INNSA), destination (DEHAM), and transit time (35 days). The "RATE SUMMARY" section lists freight costs and origin charges, with a "TOTAL AMOUNT" of USD 745. A "Request Booking" button is highlighted with a blue dashed box and labeled "Customer can request booking".

## Start selling online

Your website can work as a unique sales channel. Provide instant quotes and receive bookings online directly from your own website. Freightify offers a one-stop-system to handle online sales of forwarding services.

- Enable shippers, agents, worldwide partners access to self service
- Enable online quoting and booking
- 24/7 market reach
- Applicable for SPOT and NAC rates
- Online document depository

Customer can request booking

# Track and Trace



SEA AIR

### Track and Trace

Select Liner  EXPORT  IMPORT

Enter Container Number

OR

Upload File

Max. file size is 2MB • .xlsx file format accepted

Track

Please type container number carefully. Once the request is sent, it might take upto 30 mins or less to receive tracking status

View Sample Document

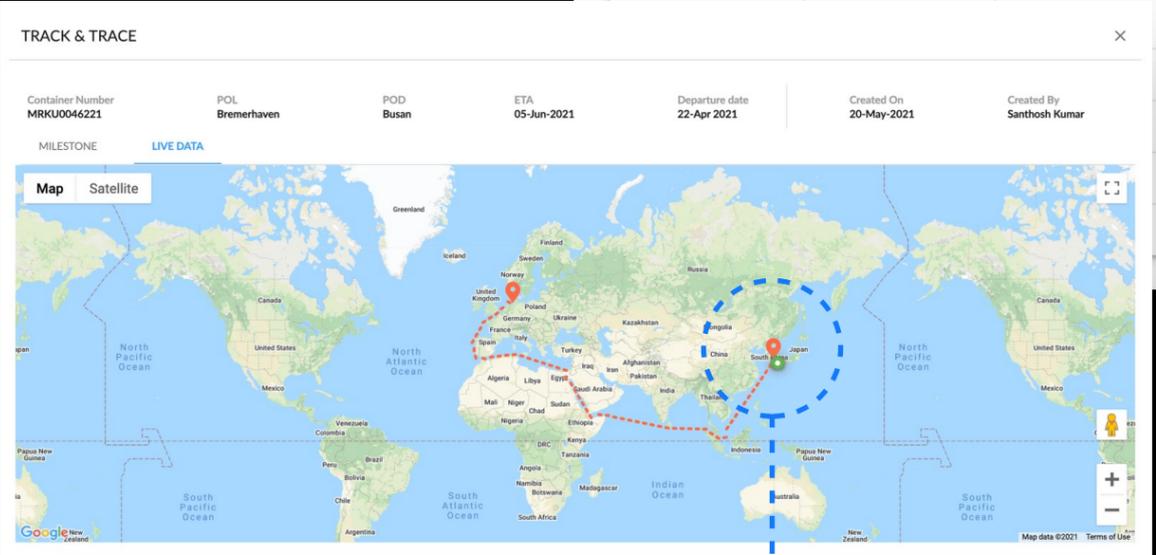
Track by using container number

Planned vs actual milestone

TRACK & TRACE

Container Number: MRKU0046221 | POL: Bremerhaven | POD: Busan | ETA: 05-Jun-2021 | Departure date: 22-Apr-2021 | Created On: 20-May-2021 | Created By: Santhosh Kumar

Milestones	Location	Vessel Name	Planned date	Actual Date
				22-Apr-2021 10:45 PM
				26-Apr-2021 5:04 PM
				27-Apr-2021 12:40 PM
			05-Jun-2021 2:30 PM	-
			05-Jun-2021 2:30 PM	-

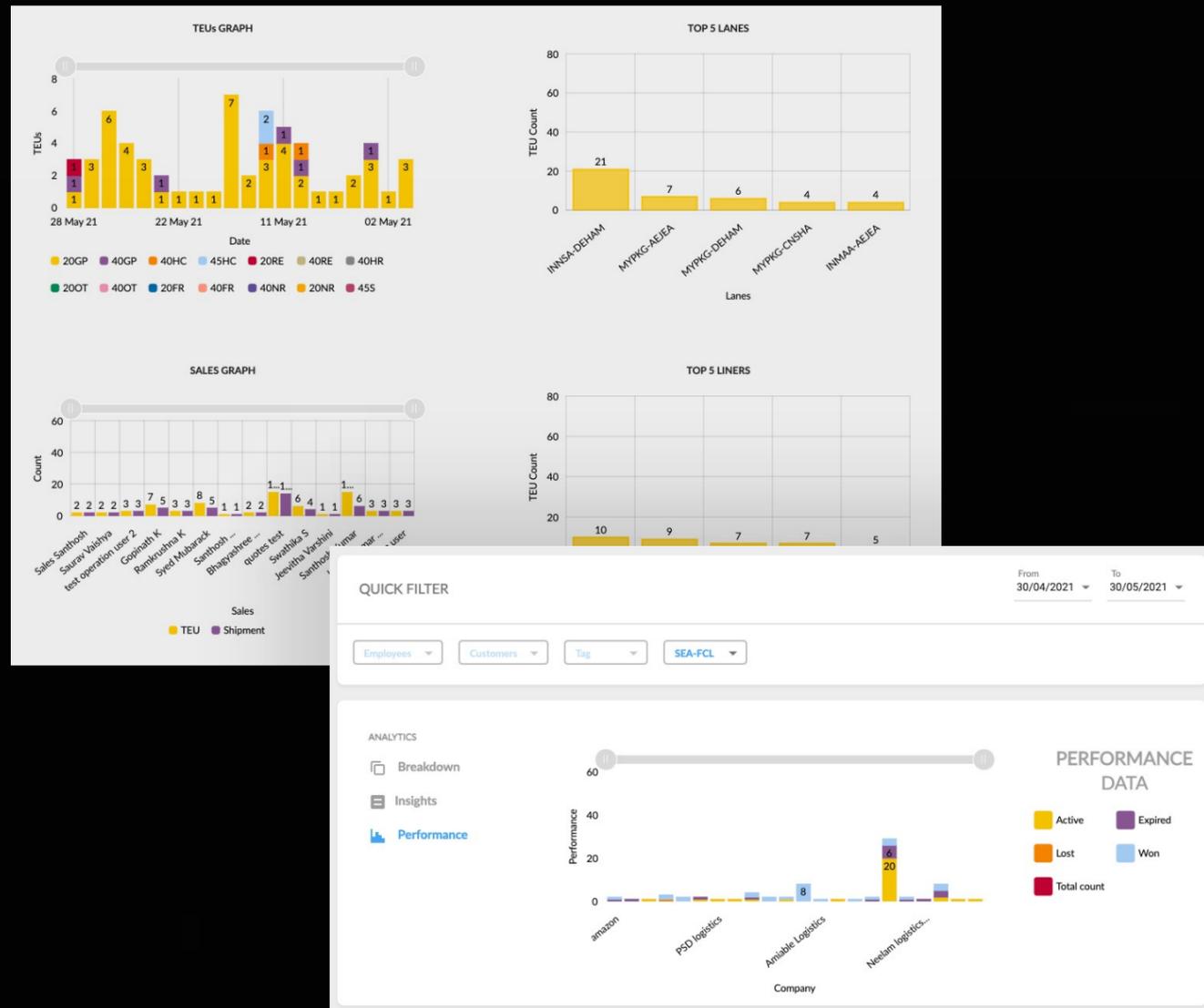


Last milestone location

## Best service in class

Provide world class service to your customers with tracking and milestone data at your fingertips. Provide online access to customers and internal teams

- Track and Trace containers
- Receive automated milestones
- Amend milestones to your needs
- Live location of vessels
- Compare planned vs actual milestone



## Track basic metrics

Overall activity and performance metrics:

- Quotes
- Bookings
- Split in MoT or carrier
- TEUs

## Sophisticated data

Deep dive and choose what metrics you want to analyse:

- Track performance of staff
- Win rates
- Best performing product
- Geography

## Reports

Get a report, via mail, on customised key metrics in your chosen frequency (Daily, Weekly, Monthly)

# TMS Integration



## We can connect your IT environment

Push data back and forth between Freightify and your ERP/TMS

- Event updates
- Milestones
- Rates
- Schedules
- Synchronize/ mirror data
- Consignee and consignor information

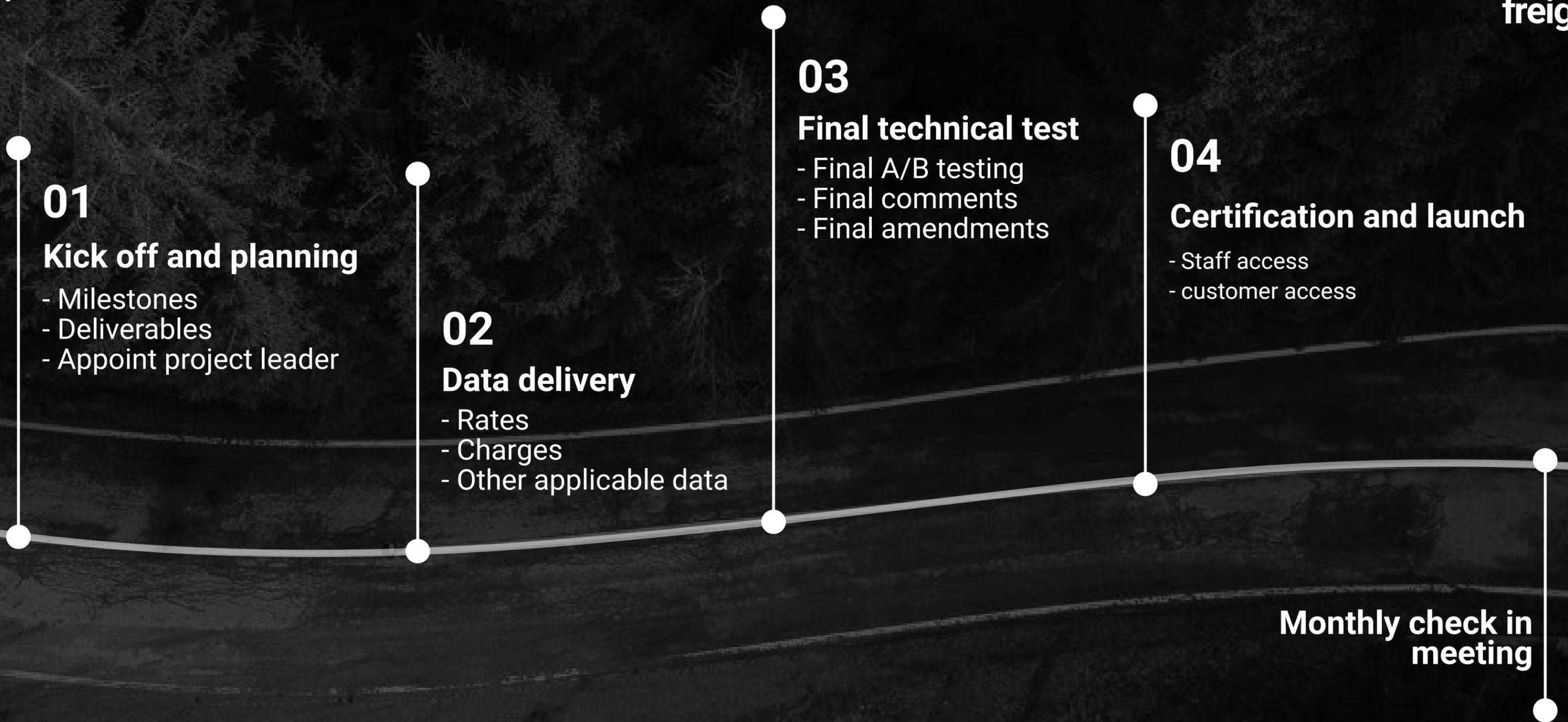
## Seamless flow of data between CRM and Freightify

- Notes
- Customer data
- Recent work and status

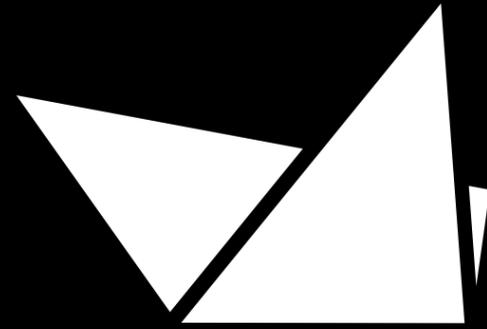


Already supported

# Implementation



FreighTech Management Sdn Bhd is a certified and authorized reseller for Freightify



# freightify

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Book a 20 minutes online demo now!

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