

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



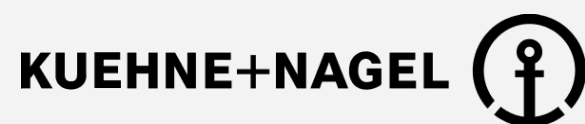
- 1 Management of volatile carrier pricing in different formats is costly and complex
- 2 Quote turnaround is time consuming and cumbersome
- 3 Poor rate management has damaging consequences
- 4 Digitalization is a costly and long drawn out process
- 5 Disconnected IT systems (ERP, TMS, CRM and RMS)

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

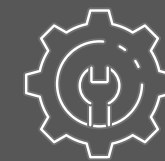
Become a digital forwarder by making vital Company data accessible to everybody in your organization



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



See your rates
In a digital format

Expiry Date 14 Jun 2021

Rate ID "QTWEB107595"

T&C

FAK LISA (UPA) | CP6NCMA

KRPUS
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

+ Create Quote

Proceed

Rate ID "200229934"

T&C

CY/CY | BLUE NILE EXP...

SPOT RATE

Guaranteed Price & Loading

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

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	
<div>+ Add Charge</div>								

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

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

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

“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

				Buy Rates (Total : USD 6,781.99)				Sell Rates (Total : USD 6,781.99)			
Charges	Basis	Equipment Type	Quantity	Unit Price	Amount	Unit Price	Amount	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				
BUY RATE				You earn INR 0.00 0.0% on this rate							
INR 492,071.95				View Exchange Rates →							
SELL RATE											
INR 492,071.95											

CMA CGM
Expiry Date: 31 May 2021
Port of Loading: INNSA
Port of Discharge: DEHAM
Rates By Forwarder: XYZ Forwarder
Next Sailing on: N/A
Free Days: -
Service Type: CY/CY
Freight: USD 950.00
Total Cost: USD 950.00
Buttons: VIEW DETAILS, BOOK NOW

Online acceptance of quotations

Rates Shared

ONE
Expiry Date: 31 May 2021
Port of Loading: INNSA
Port of Discharge: DEHAM
Rates By Forwarder: FreightBro Logistics Pvt. Ltd.
Next Sailing on: N/A
Free Days: -
Service Type: CY/CY
Freight: USD 2,400.00
Origin Charges: INR 13,943.27
Total Cost: USD 2,591.91
Buttons: VIEW DETAILS, BOOK NOW

CMA CGM
Expiry Date: 31 May 2021
Port of Loading: INNSA
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Buttons: VIEW DETAILS, BOOK NOW

Buying vs selling see profit margin in %

You can add quote to compare and track

Customer Platform



● Your logo

● Customer can compare and book

Instant Rates

13 Results Found

Filters

Clear All

Liners

Direct Route

Cargo Type

Commodity

Port of Loading

Port of Discharge

Instant Rates

Origin: Jawaharlal Nehru (Nha...)

Destination: Port of Hamburg

Cut Off Date: 11 Jul 2021

Load Type: 20GP x1

Locals & Custom Charges

Match Rates

Sort By: Lowest Freight

Expiry Date: 31 Dec 2021

HAMBURG SÜD

CY/CY | F13

Sailing Date: 17 Jul 2021

Transit Time: 35 days

Free Days: -

Cargo: FAK

Freight Cost: USD 740

Total Cost: USD 745.35

View Schedules

Proceed

Expiry Date: 31 Dec 2021

ONE

CY/CY | INDIA OCEAN S...

Sailing Date: 17 Jul 2021

Transit Time: 26 days

Free Days: -

Cargo: FAK

Freight Cost: USD 740

Total Cost: USD 1,694.12

View Schedules

Proceed

BOOKING DETAILS

SEA-FCL

ORIGIN: HAMBURG

DESTINATION: DEHAM

via Port: SOUT...

Transit Time: 35 days

LOAD DETAILS: 20GP x 1

EDIT LOAD DETAILS

COMMODITY DETAILS

Cargo Type: FAK

Commodity: Search Commodity

HS Code: Enter HS CODE

RATE SUMMARY

Freight: USD 740

Basic Ocean Freight 20GP: USD 500.00

Bunker Adjustment Charge (BAF) 20GP: USD 240.00

Origin Charges: INR 400

Origin Terminal Handling Charge (OTHC) 20GP: INR 350.00

Documentation Fee Origin: INR 50.00

TOTAL AMOUNT: USD 745

Request Booking

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

Track and Trace



SEA

AIR

Track and Trace

Select Liner

EXPORT

IMPORT

Enter Container Number

OR

Upload File

Max. file size is 2MB

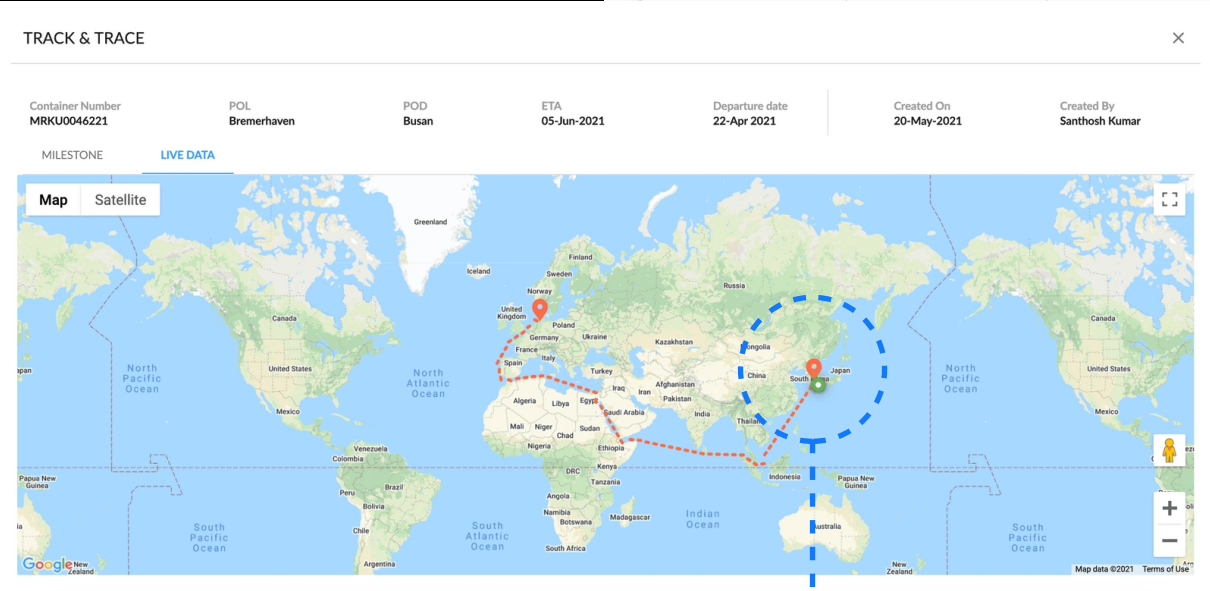
.xlsx file format accepted

Track

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

Track by using container number

Planned vs actual milestone

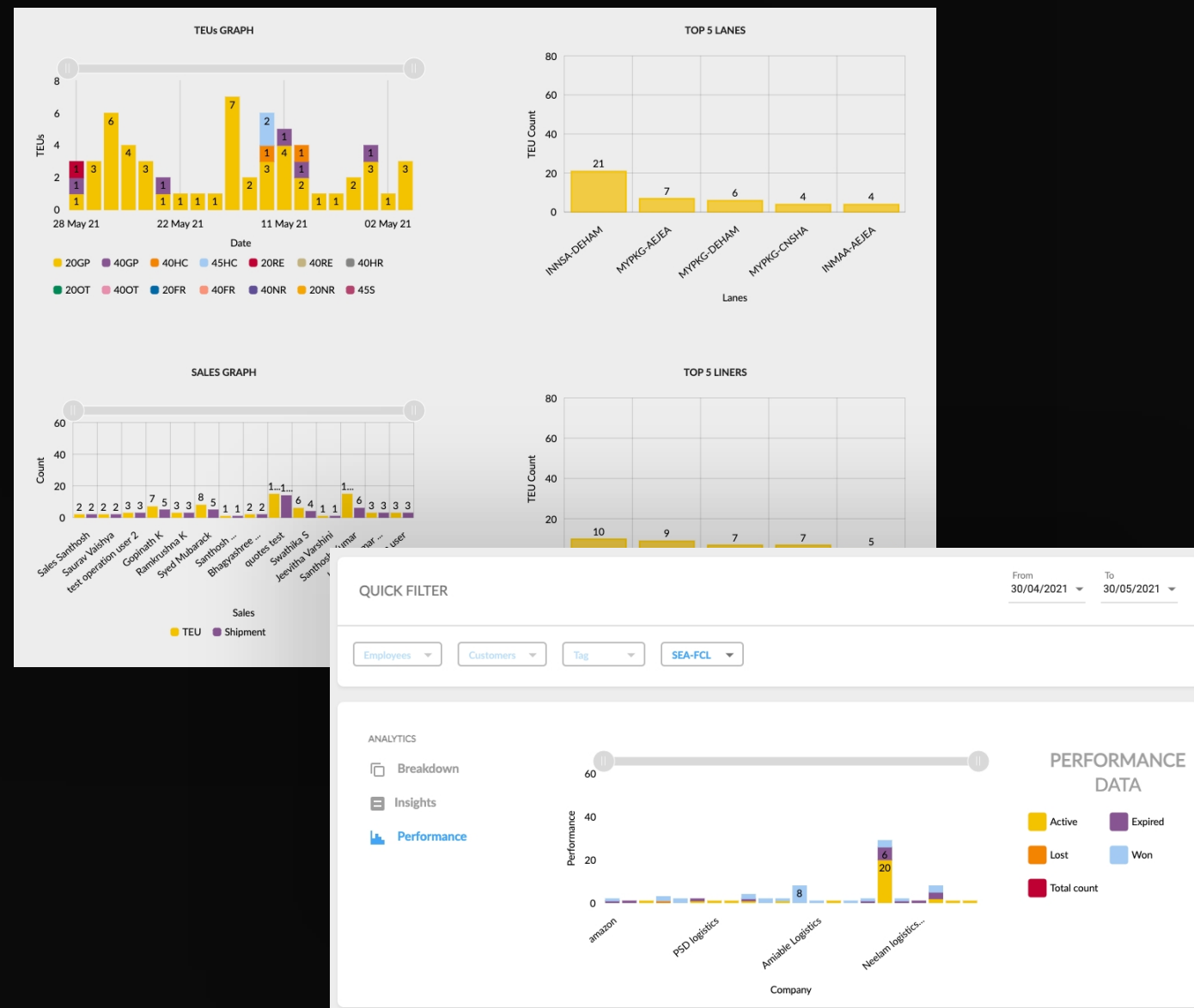


Last milestone location

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

The Magaya logo, consisting of the word "Magaya" in a bold, dark blue, sans-serif font, with a registered trademark symbol (®) to the upper right.The Cargowise logo, featuring a stylized blue icon of horizontal bars of varying lengths to the left of the word "cargowise" in a blue, sans-serif font.

Already supported

Implementation



01

Kick off and planning

- Milestones
- Deliverables
- Appoint project leader

02

Data delivery

- Rates
- Charges
- Other applicable data

03

Final technical test

- Final A/B testing
- Final comments
- Final amendments

04

Certification and launch

- Staff access
- customer access

**Monthly check in
meeting**

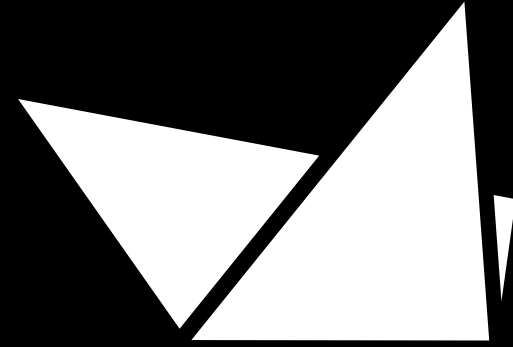
Mobile App



Freightify mobile app is your all-in-one tool to get better margins, increase sales and increase your customer base multi-fold. With the Freight Forwarding industry going digital, don't feel left out, simply download the Freightify app and start digital transformation for your forwarding business easier



- Anytime, anywhere
- Share Quotes through WhatsApp
- Make your field sales simple
- Get notified instantly
- Available on Android and iOS store



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Global Freight Awards 
Lloyd's Loading List | 2018
Maritime intelligence | informa



AngelList


THE LOADSTAR
MAKING SENSE OF THE SUPPLY CHAIN