



## Your Challenge

- ▶ Reducing vulnerability to supply chain disruptions
- ▶ Balancing cost effectiveness with increasing sustainability goals
- ▶ Streamlining collaboration through systems integration, reducing interfaces
- ▶ Optimizing routes and network solutions

## Our Solution

- ▶ We manage your freight, including any services required at origin and destination
- ▶ Planning, execution, monitoring and optimization of all transport-related aspects
- ▶ Fixed management fee

	Open Book	Freight Management
<b>Volume</b>	1,000 – 5,000 TEUs	Minimum 3,000 TEUs
<b>Procurement</b>	By cargo-partner for dedicated named account contract	By BCO (Beneficial Cargo Owner)
<b>Capacity management</b>	By cargo-partner	Capacity management fee
<b>Over/under performance</b>	Shared risk	Risk on BCO
<b>Contract validity</b>	6 months and up	Standard 1 year
<b>Overflow volume</b>	At current marketing pricing	Either via premium fee with carrier or via cargo-partner contract

## Your Benefits

- ✓ Centralized shipping and supply chain management
- ✓ Effective planning of space and allocations with carriers
- ✓ Long-term partnership for flexible, pro-active solutions
- ✓ Automated data exchange via API/EDI connection
- ✓ End-to-end container tracking & full transparency with SPOT