



# Maintain market visibility

## The Importance of Uploading your Rate Data:

### Benchmark

You can **only** benchmark yourself against the market if you have uploaded your own data. We standardize all the data we receive, giving you the confidence that you are comparing your understanding of your business performance to the broader market. The more data you give the more granular our insights can get.

### Budget

With your data in the platform, we can better understand your budget needs and allow you to understand opportunities available to you when looking at your procurement / selling strategy.

We can fully understand your spend, as your data is the only way to get a bearing on your performance.

### Optimize

There is too much complexity if you don't have your data in the platform. It is impossible to manually match it. Unlock the Xeneta use cases with the data in the platform (budget, analyze & monitor all become more powerful).

### Contract

Your company may be contractually obligated to supply data. Speak with your Customer Success Manager if you're unsure about your data requirements.

**Data-driven insights start with you. Retain market visibility with two simple steps.**

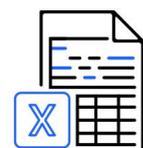
#### 01 Collect your rates

Simply collect your new rates as shown in the appendix.



#### 02 Upload your Rates into Xeneta

Upload your Excel file with one click and provide any necessary comments.



# XENETA

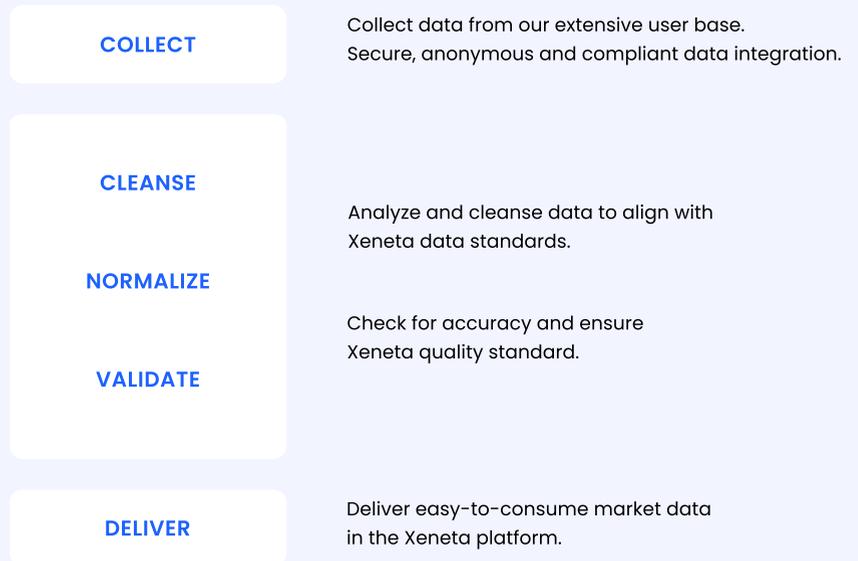
## Data Security Matters

All ocean and air freight-rate data that you see in the platform is an aggregated, anonymized view of the over 300 million rates we have collected. Your unique data and the display of this data will never be shown to any other customers. We respect your data privacy.



## Our Data Process

Once we receive your data, we are committed to delivering your prices in the dashboard within 5-7 working days.



## Appendix | Data Guidelines Air Freight Rates Upload

To ensure a smooth rate upload process, please follow the guidelines below.

#	Description	Xeneta Scope Inclusions	Additional Information	Xeneta Scope Exclusions
1	<b>Data Structure</b>	<ul style="list-style-type: none"> <li>Rate cards from RFP/Q</li> <li>Standardised rate sheets</li> </ul>	If possible, preferably provide rates in Excel spreadsheets with password protection details. PDF and other formats are not preferable.	Shipment data / actuals
2	<b>Contract Type</b>	<ul style="list-style-type: none"> <li>Long term contracts</li> <li>Short term contracts</li> </ul>	<ul style="list-style-type: none"> <li>Long contracts ≥ 3 months</li> <li>Short contracts &lt; 3 months</li> </ul>	<ul style="list-style-type: none"> <li>Spot rates</li> <li>Ad-hoc rates</li> </ul>
3	<b>Validity of Contract</b>	<b>Start Date and End Date</b>	2020-01-01 to 2020-12-31	-
4	<b>Validity of Accessorial Charge</b>	<ul style="list-style-type: none"> <li>Agreement terms</li> <li>Current validity</li> </ul>	<ul style="list-style-type: none"> <li>Agreement terms: monthly PSS or quarterly Fuel adjustments;</li> <li>Current validity: 2020-12-01 to 2020-12-31</li> </ul>	-
5	<b>Origin and Destination Airport</b>	Please specify: <ul style="list-style-type: none"> <li><b>Airport</b></li> <li><b>Country</b></li> </ul>	-	<ul style="list-style-type: none"> <li><b>Door-to-door rates</b> with no breakdown available</li> <li>Regional rates – non port level</li> </ul>
6	<b>Service Provider</b>	Freight Forwarder / Carrier / Dummy Supplier *	* If unable to provide supplier details, Xeneta's standard dummy names will be used (Carrier / FF 01, Carrier / FF 02, ..., etc.)	Customer-named dummy suppliers
7	<b>Air Freight Rates</b>	<ul style="list-style-type: none"> <li>Air Base Rate</li> <li>Key Benchmarkable Surcharges (either included or specified separately) *</li> </ul>	* Inclusive of: <ul style="list-style-type: none"> <li>Fuel</li> <li>Security</li> <li>Capacity Surcharges (Peak season / Covid-19)</li> <li>Air Handling Charges</li> </ul>	<ul style="list-style-type: none"> <li>Pre- and post-carriage costs (e.g., trucking costs)</li> <li>X-ray charges</li> <li>Freight forwarder handling charges</li> </ul>
8	<b>Rate Structure</b>	Please specify <b>Mode of Transport</b> if data includes door rates and pre-/on-carriage is not specified separately	<ul style="list-style-type: none"> <li>Port-port / port-door / door-door, etc.</li> <li>Xeneta market average THC is to be added if O/DTHC is missing from airfreight rates.</li> </ul>	-
9	<b>Commodity</b>	<ul style="list-style-type: none"> <li>Standard General Cargo</li> <li>Temperature Controlled</li> </ul>	For Temperature Controlled rates, please specify the Packaging solution: <ul style="list-style-type: none"> <li>Active</li> <li>Passive</li> </ul>	<ul style="list-style-type: none"> <li>Hazardous and Dangerous cargo</li> <li>Oversized cargo</li> <li>Perishable cargo</li> <li>Valuable cargo</li> <li>Non-stackable cargo</li> </ul>
10	<b>Service Level</b>	Name per lane and description / definition	You can find further details on Xeneta Service Level Classification <a href="#">here</a>	-
11	<b>Weight Bracket</b>	<ul style="list-style-type: none"> <li>Less than 45 kg</li> <li>45+ (up to 199) kg</li> <li>200+ (up to 499) kg</li> <li>500+ (up to 999) kg *</li> <li>1000+ kg</li> </ul>	<ul style="list-style-type: none"> <li>* Flat rate prices can be compared against the 500+ kg weight break</li> <li>Please specify weight bracket if</li> </ul>	-
12	<b>Optional (for Reporting only)</b>	Volume (Annual volume allocation per lane / service provider / service level / weight break or average weight break)	We are constantly looking at ways to improve our offerings and capabilities at Xeneta. Providing these 'optional' requirements will help in enhancing our product.	-

If you have any concerns regarding the 'Xeneta Data Exclusions', you can chat to your Account Executive / Customer Success Manager / Rate Manager, and we can see how we can accommodate your data.