# 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.

**COLLECT**

Collect data from our extensive user base. Secure, anonymous and compliant data integration.

**CLEANSE**

**NORMALIZE**

Analyze and cleanse data to align with Xeneta data standards.

Check for accuracy and ensure Xeneta quality standard.

**VALIDATE**

**DELIVER**

Deliver easy-to-consume market data in the Xeneta platform.
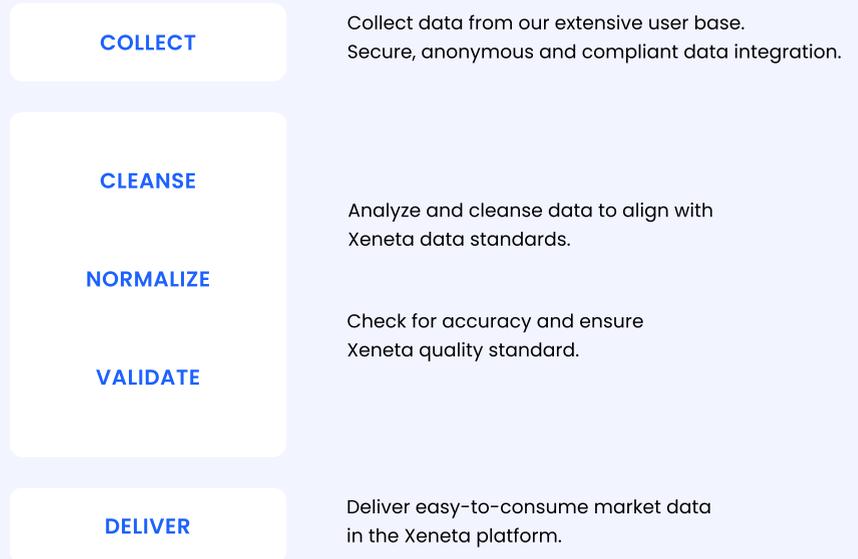
# Appendix | Data Guidelines | Ocean Freight Rates Upload

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

| # | Description | Xeneta Scope Inclusions | Additional Information | Xeneta Scope Exclusions |
|---|---|---|---|---|
| 1 | Data Structure | • Rate cards from RFP/Q<br>• Standardised rate sheets | If possible, preferably provide rates in Excel spreadsheets with password protection details. PDF and other formats are not preferable. | Shipment data / actuals |
| 2 | Contract Type | • Long term contracts<br>• Short term contracts | • Long contracts > 88 days<br>• Short contracts < 32 days | • Spot rates<br>• Ad-hoc rates |
| 3 | Validity of Contract | **Start Date** and **End Date** | 2020-01-01 to 2020-12-31 | - |
| 4 | Validity of Accessorial Charge | • Agreement terms<br>• Current validity | • Agreement terms: e.g. monthly PSS; quarterly BAF adjustments<br>• Current validity: 2020-12-01 to 2020-12-31 | - |
| 5 | Origin and Destination Port / Rail Ramp | Please specify:<br>• Port<br>• Country | In addition to ports, we only benchmark certain Rail Ramps / dry ports, mainly in North America, India, and South Africa | • **Door-to-door rates** with no breakdown available<br>• Not an available port in Xeneta<br>• Regional rates – non port level<br>• Rail ramp rates for other locations (e.g. UK) |
| 6 | Service Provider | Freight Forwarder / Carrier / Xeneta 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 | Equipment Type | • 20' Standard Dry / Reefer / Tank<br>• 40' Standard Dry / High Cube / Reefer HC | - | Other equipment types are out of scope |
| 8 | Sea Freight Rates | • Ocean Base Rate<br>• Key Benchmarkable Surcharges (either included or specified separately) * | **\* Surcharges Included**<br>• Bunker Adjustment  • Equipment Imbalance  • Peak Season<br>• Currency Adjustment Factor  • ISPS  • Port Congestions<br>  • Low Sulphur  • Capacity related premium charges<br>Explore the full list here: '_Surcharge List_' | **Surcharges Excluded**<br>• Inland haulage  • Documentation Fee<br>• Pre-/On-carriage  • Hazardous<br>• Container Stuffing  • Dangerous goods/IMO |
| 9 | Terminal Handling Charge (THC) Structure | Specify if **Origin** and **Destination** THC is included or excluded for the sea freight rate for each port-pair | - | - |
| 10 | Rate Structure (if applicable) | Please specify **Mode of Transport** if data includes door rates and pre-/on-carriage is not specified separately | Port-port / port-door / door-door, etc. | - |
| 11 | Commodity (if applicable) | • Commodity surcharge<br>• IMO class classification | - | • Dangerous Goods  • High Value Surcharges<br>• Controlled Atmosphere  • Overweight Surcharges |
| 12 | Volume (if applicable) | Annual volume allocation per lane / service provider / equipment type | Please indicate if volume has been provided in containers or TEUs | Raw shipment data / actuals without consolidated volume per port pair, equipment and provider |
| 13 | Optional | • Detention and Demurrage<br>• Routing Information<br>• Transit Time | 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.**