

Flexible. Fair. Future-Proof:

Rethinking Your Tender Strategy with Market Intelligence

1 **What would analysis compared to peers mean? For a shipper, would this mean comparison against rates of other shippers?**

This means benchmarking your Spend against anonymized market data from other shippers that match your profile either by Industry or by contracted Shipment Volume. For a shipper, this would be comparison against aggregated spend of other shippers, not just your own historical data.

2 **Would it also be possible to compare the components of the total rates? (BAF, Sustainability Premiums, etc?)**

Within the platform, Xeneta provides the ability to compare BAF, EU ETS, PSS and the Red Sea Surcharges—completeness of this depends on the data availability. In order to understand what is included and excluded within the Xeneta rates data, refer to this [comprehensive guide on the help page](https://help.xeneta.com/docs/rate-structure-and-methodology#rates-and-surcharges). (<https://help.xeneta.com/docs/rate-structure-and-methodology#rates-and-surcharges>)

3 **Could you please go back to the CO2 emission example please? What was the data showed by the buyer to decide on the spend vs CO2 emission discussion?**

In order to understand the impact of Carbon Emission, you can use the Carbon Emission Index dataset on the platform. The index is based on the average CO2 emissions by the largest carriers operating on the given trade lane within a specific quarter. The index values are based on actual CO2 per ton calculations, which are then mapped to our geo-hierarchy and indexed to the trade lane average for Q1 2018. For more details, you can follow the description and methodology on <https://help.xeneta.com/docs/carbon-emissions>. Contextualising the Carbon Emission Index value of the specific carriers on the specific trade lanes versus the rates offered by those carriers helps customers make choices.

4 **What data is the tender analysis compared to? Other tender rates or agreed rates already submitted to the platform?**

The Tender Benchmark Tool provides a comparison to the market rates on the all the available lanes in the rows of the uploaded file. If you choose to upload the offers you have received from your suppliers, then these offers are benchmarked against the market rates at different positions. The report provides comparisons against market segments like low, average, and high rates, drawing from a wide pool of aggregated data.

5 **Does the report link the rates to specific carriers? This could potentially impact service quality and lead times on certain trade lanes.**

At this moment, the Tender Benchmark tool report output specifically benchmarks against the market, and not down to individual specific carriers. Within the platform, customers can review and download carrier specific daily rates and other operations details like transit time and schedule reliability between specific ports over a set period of time.

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6 **Is the rate comparison limited to port-to-port rates, or does it also include pre- and on-carriage segments?**

These areas often show significant rate differences, which could be relevant for a more comprehensive analysis. The rates on our platform are for the port-to-port rates and do not include pre- and on-carriage segments. However, the ocean platform allows you to include North America routing (e.g., rail ramps like Chicago Rail Ramps) to view inland-involved origination or destination routing across North America, thereby enabling broader comparisons beyond simple port-to-port. (See here for details: <https://help.xeneta.com/docs/north-america-routing>)

7 **What are the transit time data based on? Do they come directly from the carriers?**

Xeneta captures both scheduled (or announced) and actual transit time on the individual sailing level across specific services from berth to berth — from when the ship leaves its berth at the origin port, to when it arrives at its berth at the destination port. The actual transit time are sourced from geo-fence based AIS events.

Refer to details on the help docs here <https://help.xeneta.com/docs/transit-times#transit-time-methodology>

8 **Are the rates from you analysis all surcharges included ?**

All ocean freight rates shown in our platform include the following surcharges: Bunker Adjustment Factor (BAF), Currency Adjustment Factor (CAF), EU Emissions Trading System (ETS), Canal surcharges, All other relevant surcharges within Xeneta's port-to-port definition. Refer to the help document for details à <https://help.xeneta.com/docs/rate-structure-and-methodology#rates-and-surcharges>

9 **Can coupa reports be directly uploaded to the TBT?**

TBT primarily requires origin, destination port codes and container type and some optional additional data. The tool allows to map the headers of your report to the required headers by TBT. In case of errors, the tool proactively gives an indication of these. The ability to directly use coupa reports will depend on how different it is from the template. To better understand this import process, you can refer to the import guide here à <https://help.xeneta.com/docs/tender-benchmark-template>

10 **Does this tool offer the same for air freight rates? And if it does, does it differentiate between narrow-bodied and wide-bodied flights?**

Xeneta offers a version of the Tender Benchmark tool for Air too. You can read more about the supported metrics and benchmarking capability of this here <https://help.xeneta.com/docs/tender-air>