

**Container ocean freight and carrier
management services**

Supply Chain Advisors

BenchmarkingClub

eSOFS 

Managing the complexities of container ocean freight has always been challenging, but for shippers/BCOs today, the commercial rules of engagement have changed. Extreme freight rate volatility, unpredictable lead times and capacity concerns have exposed significant weaknesses in conventional bid and carrier management strategies.

A new approach is now needed which gives ocean freight logistics teams not only a better understanding of the market but also fosters long term supplier relationships that improve service continuity and cost predictability.

In-depth market understanding and insight provide the foundation of a coherent container ocean freight strategy.

By combining detailed real-time market, capacity and rate freight intelligence with cutting edge technology, bid and carrier management best practices, we give procurement and logistics management teams greater certainty and the confidence to make informed procurement and contracting decisions that drive operational efficiency and resilience.

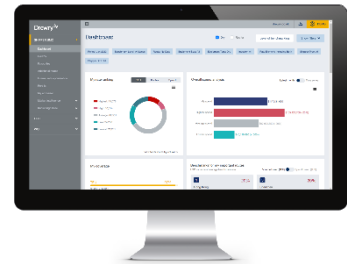
Our fully customisable container ocean freight solution, combines cutting-edge technology and analytics, with in-depth market intelligence and commercial best practices.

About Drewry Supply Chain Advisors

Established in 2006, Drewry Supply Chain Advisors is staffed by a dedicated team of ocean freight and logistics professionals. Our clients include some of the world's largest retailers and manufacturers. We work with ocean freight logistics and procurement teams within these organisations, providing them with real-time freight cost benchmarking services, customised carrier management and ocean freight procurement solutions that promote long term shipper-carrier relations and streamlined procurement processes.

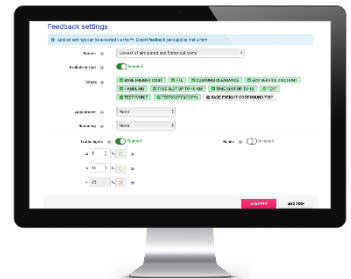
***A fully customisable
carrier management and
ocean freight
procurement solution***

BenchmarkingClub



Drewry's new Container Freight Portal

eSOFS



*eSOFS™ - eSourcing ocean freight
and bid administration platform*



Be certain

Validate plans, improve decision-making and review contracts and commercial terms. Demonstrate best commercial terms internally



Be agile

Overcome time pressures and data challenges. More efficient and productive bid administration

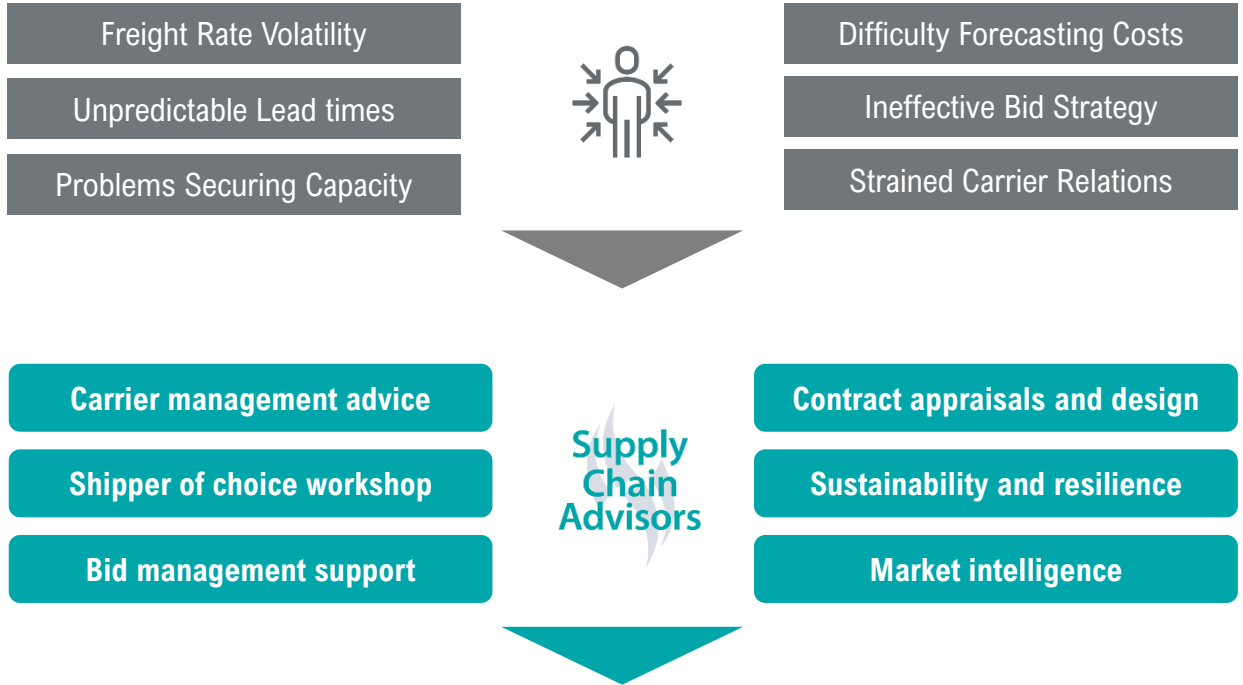


Be proactive

Take the initiative and prepare a plan that positions your organisation favourably with your service providers

Our solutions are fact-based, combining the latest market intelligence with seasoned industry expertise, cutting-edge event management technology and proven best practices to help you prepare and execute bid events and monitor the performance of your service providers.

MARKET CHALLENGES



POSITIVE OUTCOMES

- Predict and control ocean freight spend ✓
- Proactively manage carrier relationships ✓
- Improve contract terms ✓
- Improve access to capacity ✓
- Achieve operational resilience and continuity ✓

KEY BENEFITS

- ✓ Be confident in your negotiating position with prospective and existing carriers, by leveraging spot and contract ocean freight rate intelligence - as well as market development
- ✓ Execute the most efficient and effective procurement process by accessing best practice tools, resources and advice
- ✓ Maximise the productivity and effectiveness of complex and intensive data sourcing events using eSOFS™ platform
- ✓ Effectively monitor and manage your carrier service providers
- ✓ Demonstrate to internal stakeholders your current contract rates are competitive – and gain internal support for transportation budgets approval
- ✓ Enjoy numerous Benchmarking Club member privileges including tailored reports/briefings and exclusive invitations to special market outlook briefings

Our container ocean freight and carrier management services supports all stages of the lifecycle giving only a better understanding of the market but also the guidance needed to establish and sustain long term supplier relationships that improve service continuity and cost predictability.

Benchmarking Club: Exclusive to shippers, allows members* to confidentially benchmark their contract shipping costs and transit times against their peers – based on genuine, shipper-only, buy rate comparisons. Real-time rates, monthly updates, customised in-depth quarterly reports presented by our market experts.

Bid administration: eSOFS™ ‘eSourcing Ocean Freight Solution’ Cutting-edge cost management and procurement platform, bringing efficiency and transparency to the most complex and data intensive sourcing events.

Container Freight Rate Insight: Providing spot market ocean freight rates. Aggregated price information gives a benchmark which can be used to inform and validate the success of your freight rate negotiations. It also provides informed analysis and a view on the short-term outlook for freight rates.

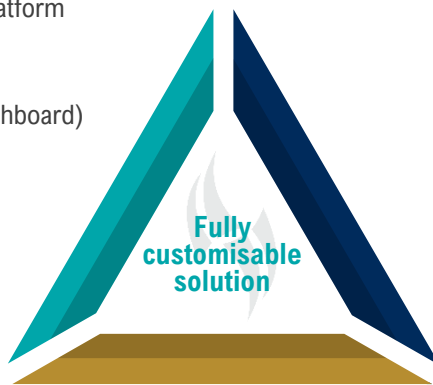
Sea and Air Shipper Insight: Airfreight rate benchmarks on 57 trade lanes. This monthly report includes a “Freight Operators’ Financial Stress Index”, based on the Z-score method of provider risk analysis.

Container Capacity Insight: Weekly analysis of port congestion data and numerous service and schedule data feeds to understand current container capacity and anticipated market development - by alliance across the main trades. Powered by Drewry AIS analytics.

Contract BAFs: Contract BAF Index every quarter on the major East/West routes.

TECHNOLOGY & ANALYTICS

- Cutting-edge, bid management platform (Freightender partner)
- Proprietary AIS analytics
- Advanced analytics (Power BI dashboard)



MARKET INTELLIGENCE

- Freight cost benchmarking via **Drewry Benchmarking Club** (spot and contract ocean freight rates)
- Robust market forecasts
- Container capacity insights



BEST PRACTICE ADVICE

- Carrier relationship management
- ‘Shipper of choice’ workshops
- Bid management
- Contract appraisals and design
- Sustainability/decarbonisation



Drewry Benchmarking Club: A partnership approach with confidentiality assured

- ✓ Aggregated, anonymised data
- ✓ Robust, real-time benchmarks
- ✓ Genuine partnership team-working
- ✓ Custom reports and briefings

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BenchmarkingClub

eSOFS

Robust ocean freight cost benchmarks, through membership of **Drewry Benchmarking Club**, to strengthen carrier negotiating position

Latest market intelligence and best practices to validate plans and decisions internally

Tap Drewry's extensive data sets, proprietary AIS analysis and forecast modelling capability

Seasoned industry professionals to support the process as required

Extensive track record of advisory work

Specialist experience of service provider relationship management

Cutting-edge bid/eSourcing platform eSOFS™ brings efficiency and productivity to complex procurement events

Extensive experience in service provider contract appraisal and design

Global container capacity, port waiting and congestion insights - powered by Drewry AIS analytics

FOCUS OF EFFORT: VALUE FOR MONEY AND PERFORMANCE IMPROVEMENT

Practical advice, support and guidance at every stage of the annual cycle

Our ocean freight cost benchmarking and procurement team is staffed by seasoned industry experts with a global perspective. Powered by our extensive market knowledge and understanding, we are able to provide robust and practical recommendations at each stage of the service provider selection and management process from bid preparation and management to capacity commitments and contract terms.

CREDENTIALS SUPPORTING OUR SOLUTION CAPABILITIES

We work with some of the world's largest retailers and manufacturers, providing insights, tools and services that help them benchmark ocean freight costs and improve their tender and carrier management processes.

3 Working with 3 of the top 10 global retailers*

~125 Exclusive shipper members**

900+ Global ports coverage**

5m TEU benchmarked per annum**

15,000 Global port pairs**

\$8.5bn Comparing costs USD per annum**

* National Retail Federation 2022
** Drewry Benchmarking Club 10/22

Drewry Supply Chain Advisors

"Drewry's Benchmarking Club has made industry rate data and expertise readily accessible. We successfully leveraged their industry knowledge in our 2019/20 ocean carrier contract negotiations and continue to do so when evaluating changes to our organization's sourcing strategies."

"Project work and reports were prepared in a most professional manner, and the work was turned-round in a timely way. We are very pleased with our association with Drewry and would certainly highly recommend their consultancy arm."

"Our team was impressed by both the team appointed and the [eSOFS] solution presented - and very satisfied with the results achieved. I would be happy to recommend Drewry."

"Drewry's advisory team brought professionalism and invaluable insight to all stages of the RFI and RFQ process."

"Drewry provided advisory RFI/RFQ services for our...complex Ocean Freight Global Procurement Event. Drewry met our requirements and provided a high level of expertise, advanced analytics and responsive communication."

"Drewry's Benchmarking Club enables us to ensure that we secure competitive freight rates with carriers and identify lanes where we could possibly further lower our costs."

"Drewry has been very helpful to us in benchmarking our shipping costs and in developing strategies to improve our shipping efficiency and cost effectiveness."

"Drewry's Benchmarking Program has provided us with the insights... to understand how we are positioned, especially important given the volatile and potentially irrational nature of the container marketplace."

TO LEARN MORE, CONTACT US AT

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