

e-Sourcing Ocean Freight Solution



Bringing speed and efficiency to ocean freight sourcing events ➔

What is eSOFS

Drewry's new e-Sourcing Ocean Freight Solution (eSOFS) is a cutting-edge advisory and sourcing event execution service which brings efficiency improvement and transparency to the management of the most complex and data intensive sourcing events.

eSOFS is part of an end-to-end ocean freight procurement solution providing lifecycle and event support combining industry best practices with real-time freight rate benchmarking data to enable your organisation to achieve, sustain and deliver future competitive advantage.

This rigorous cost management and procurement solution draws on a rich seam of maritime industry experts with experience supporting complex multimode /multi-route instructions for an elite client base of global brands in retailing and manufacturing.

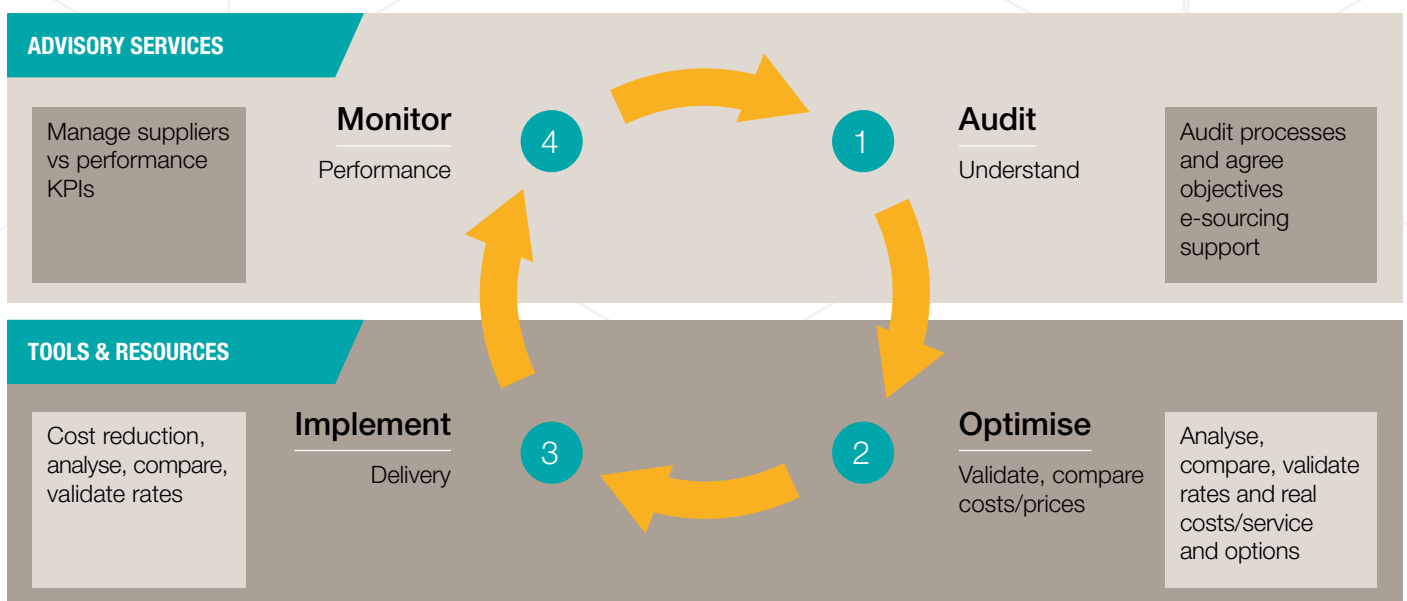
Total procurement solution

By combining real-time market intelligence, industry experience and cutting-edge technology, we help ocean freight procurement teams achieve their commercial objectives.

- **Cutting-edge technology:** Cutting-edge platform which brings efficiency improvement and transparency to the management of the most complex and data intensive sourcing events – faster and cheaper.
- **Trusted market intelligence:** Access to one of the most highly regarded global sources of freight rate intelligence (Beneficial Cargo Owner contract rates and spot market rates) to gain increased confidence in negotiations, define real target rates and measure success against the market benchmarks.
- **Specialist expertise:** Partner with proven transportation and technology professionals, to audit your rates and processes, optimise procurement selection and reduce ocean transportation and related costs.

We work with ocean freight procurement and logistics teams within global manufacturers and retailers, advising them and managing through collaboration their sourcing events while applying the latest best practices to reduce costs and maximise performance in their freight procurement.

Total ocean freight procurement solution



eSOFS: Driving performance and productivity improvement at every stage of the ocean freight procurement process

Features

eSOFS is designed to help ocean freight procurement teams achieve better results and reduced cost from their procurement processes.

At its core, this new service provides:

- Audit and benchmarking of current carrier contracts.
- Management and completion of the competitive e-sourcing event based on your objectives and scenarios
- Carrier/freight forwarder selection, process allows for identification of your best selections and the cost of change
- Final event management in collaboration with our experts
- Contract implementation, and post-event market analysis and review of contract performance in quarterly business reviews with carriers/freight forwarders.

The platform offers:

- a flexible, user-friendly tendering platform with advanced capabilities that allow you to build-in constraints, weighting, ranking and other criteria that influence the short-listing and decision-making process
- a fully customisable scenario analysis builder, which can be configured to your specific objectives and needs, allowing you to
 - assess the cost and service implications of staying with your incumbent provider(s), reducing the number of preferred providers retained, bundling routes
 - understand how new rates compare with historic
 - understand how my rates today compare against current industry benchmarks
 - understand how transit times affect inventory and cost of capital.

For more information contact us

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Benefits

- Understand if your existing contracted rates and service levels beat industry standards
- Manage and measure Historical vs New vs Benchmark rates and services throughout the lifecycle
- Confidence in negotiation position and in cost budgeting
- Reduce the workload of your team and improve productivity
- Optimise and choose using a customisable scenario analysis builder to understand transit time impact on inventory carrying costs
- Reduce transport/inventory and/or internal costs
- Have the Drewry team next to you for advice when those final votes are cast
- Ongoing assistance to implant and measure your decisions and Standard Operating Procedures with all providers, through meaningful KPIs and scorecards.

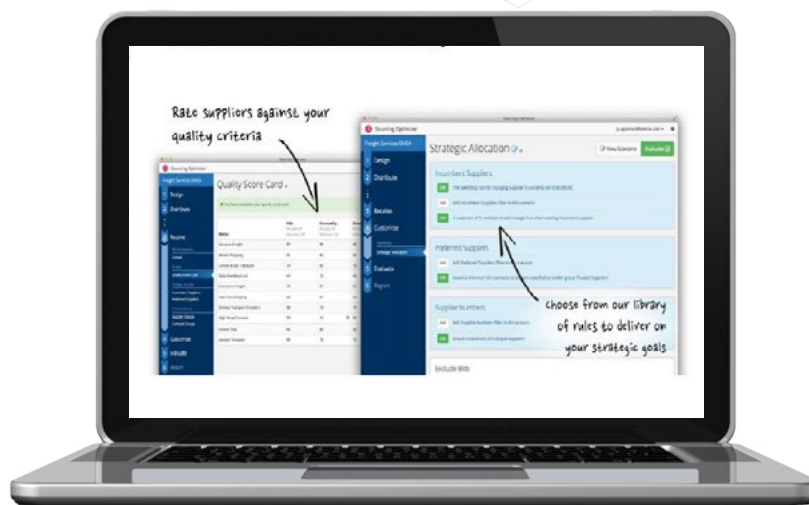
Drewry Supply Chain Advisors

We focus on advising users of international multi-modal transport services, taking our extensive understanding of the industry and applying it to all stages of the supply chain.

Through our supply chain research catalogue and industry knowledge, we offer a range of procurement support services which empower importers and exporters, providing them with the tools, resources and tailored advice they need to more effectively manage their transport service providers and international supply chains. Through our complete service offering, clients benefit from insight, support and advice to help improve transport procurement and reduce costs.

Our services include:

- International ocean freight, air and intermodal procurement support
- Strategic evaluations of supply chains and shipping needs
- Benchmarking of container spot market freight rates
- Benchmarking of contract freight rates
- Reporting carrier service and performance reliability.



To find out more about our ocean freight procurement solution



Contact us