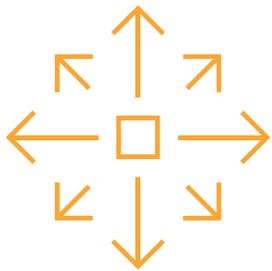


## Product Information

# Descartes Rate Builder™



### Managing Global Freight Margins for Logistics Services Providers

When it comes to managing rates, makeshift do-it-yourself solutions are not the answer for logistics services providers that want to compete effectively in today's business world of on-demand information.

Logistics services providers can depend on Descartes Rate Builder to help. It is an on-demand solution designed to effectively manage a global rate network and help enable logistics services providers to create and manage both buy-side and sell-side rates digitally; enforce a standardized global pricing policy; implement a global rate request process; and have increased confidence when making time critical business decisions. Descartes Rate Builder also gives logistics services providers the ability to centralize disparate rate management systems into a single, global system that can optimize global rate management processes and effectively leverage rate information to improve productivity, profitability and customer service.

Descartes Rate Builder is part of the Descartes Global Logistics Network™ (GLN), which enables the world's leading transportation providers to connect to their trading partners and reliably exchange information to drive delivery performance and high levels of customer satisfaction. The Descartes GLN helps companies better manage their logistics book-to-bill process, track inventory, meet regulatory requirements, optimize fleet performance, and effectively communicate with their logistics partners.

### Improve Rate Management

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Descartes Rate Builder eliminates the clutter of multiple spreadsheets and text documents, and helps ensure accurate service contracts with bottom-line rate calculation.

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Descartes Rate Builder streamlines everyday business challenges by standardizing the rate quoting and requesting process as well as rating house bills of lading.

## Summary

### Benefits

**Descartes Rate Builder helps:**

- Establish a single, global rate repository
- Secure sensitive rate information via role-based access control
- Establish a business process for generating global rates
- Enforce a minimum margin required for acceptable cargo
- Rate bills of lading more accurately
- Provide faster, more accurate quoting
- Analyze buy-side rate information with reports that monitor trends, customers or commodities
- Collect disparate sources of contract information into a single place for more effective management
- Enable regulatory compliance
- Generate reports such as closed business, lost business, rate request response time and quotes that were above the established minimum margin
- Integrate rate information for corporate initiatives such as yield management, auto-rating and auditing

### Features

**Buy and Sell Rate Management.** Digitizes buy-side and sell-side rates. Provides a central repository for all digitized rates, calculable to a bottom line including all surcharges, to make timelier rate quotes and NVOCC Service Arrangement (NSA) offers to customers. Searches for rates based on multiple factors such as origin, destination, transit time, commodity and carrier. Uses role-based access control to protect sensitive rate information on a global basis.

**Global Pricing Policy Enforcement.** Enables companies to enforce policies for acceptable freight margins on cargo, including completely configuring policies and margins to match corporate initiatives. Sets margins based on trade lanes, carrier tiers, customer commitment and more, all with the goal of achieving maximum profitability. Supports the addition of margin during the rate quote process as sales opportunities arise.

**Global Rate Request Process.** Allows companies to implement a standard process, which can lead to a more efficient flow of information both internally and externally to customers. Manages rate requests that fall below an established global pricing policy or for new rates. Moves the request between the requestor and pricing or sales management for approval. Lets the requestor create a quote for the approved request and then keeps track of the quote. Manages the workflow process for global rates and provides enhanced visibility into global operations and the rate making process.

**Standard Rate Quote Format.** Standardizes the rate quote format while enabling local template configurations (local language, surcharges, etc.).