

## Product Information

# Descartes Rate Builder Price Management



## Simple, Powerful Price Management for the Nvo

In today's ever changing competitive market, NVOs and freight forwarders that want to compete effectively need to have access to both costs and revenue. Fast, efficient access to carrier buy rates can mean the difference between profit or loss, winning or losing deals.

Price Management, a module of Descartes Rate Builder (DRB), is a software as a service (SaaS) solution that helps NVO and freight forwarder customers quickly and efficiently manage carrier buy rates and surcharges. The solution uses the power of the Internet to provide global buy rate visibility, securely and safely within their organization. Knowing that in any logistics execution decisions are based upon rates and contract commitments, a central database that identifies route options and total freight costs can ensure conformance to planned transportation spend budgets. Global buy rate visibility also supports cost-based quoting giving NVOs and freight forwarders the necessary tools to determine both profitability and sales efficacy. Cost-based quoting drives profitability and competitiveness into the sales process by arming sales with all of the information they need to make critical and timely quoting decisions.

Descartes Rate Builder Price Management is part of the Descartes federated 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.

## Benefits

Descartes Rate Builder Price Management helps NVO and freight forwarder customers to:

- Improve the speed and accuracy of the carrier buy contract management process
- Provide unprecedented global buy rate visibility within an NVO organization
- Provide 'at a glance' carrier buy rate comparisons to determine optimum base for quote creation
- Produce reports to analyze buy rates, quotes and other information within the Descartes Rate Builder Price Management to monitor trends in regards to customers, tradelanes or commodities
- Provide tools to allow for better carrier procurement negotiation and quoting decisions
- Enable the management to better gauge sales performance.
- Power the optional Freight Audit service to automate invoice receipt, audit and approval processes

## Features

### Web and Desktop-based Buy Contract Management

**Tools.** Web-based tools and the ability to use spreadsheet-based buy contract imports make managing complex carrier buy contracts simple and efficient. Carrier governing surcharges and other reference data can also be quickly and easily updated via online forms or spreadsheet import, simplifying the contract management process. This allows business critical information to be stored in a central database while allowing decentralized access to a single source of cost information.

**Simply Powerful Searching.** Web-based forms allow users to access, search and view rates from all carrier buy contracts. Users can run adhoc searches or save commonly used 'favorite' searches, reducing clicks. Search results are presented to the user in a simple, convenient list organized by container size which allows for the easy comparison of carrier buy rates.

**Easy, Cost-based Quoting.** The drag and drop cost-based quoting feature ties quoted rates to carrier buy rates, providing instant 'at a glance' profit analysis to the user. User-based profiles set margins automatically while also customizing the way quotes are created to meet the varying needs of NVO customers.

**Safe and Secure.** DRB's host of tools such as https and role-based access controls enable restricting access to critical business information as well as defining what the user can see and do within the system.

**Integrated Reporting.** Descartes Rate Builder Price Management provides the ability to create and build key business analysis reports, including the ability to:

- Analyze profit margins per quote or quoted rate
- Determine quote win/lose ratios
- Identify quoting trends that drive new procurement decisions
- Upload external data to provide advanced reporting options

**Back Office Integration.** The combination of XML-based data transfer from Descartes Rate Builder Price Management and the superior messaging capabilities of the GLN allows for enhanced data integration options. This feature allows integrated DRB rate, charge and reference information to drive critical logistics and finance related business processes within those back office systems.