



Descartes Spot™

Helping Freight Forwarders Return 90% of Customer Quotes in under 30 Seconds

Descartes Spot™ is an innovative freight spot-rate quotation solution that enables freight forwarders to deliver accurate customer quotes in seconds rather than hours. By combining live carrier rates with powerful quotation management capabilities, the platform helps logistics service providers respond faster to opportunities and gain a competitive advantage in a market where the fastest quote often wins the business.

Descartes Spot empowers sales and operations teams to provide customers with rapid, reliable pricing while maintaining a high level of service. The solution ends the need for carrier website visits, manual rate gathering, and complex Information Technology (IT) integrations which allows forwarders to focus on growth rather than administrative tasks.

The solution features a dynamic rating engine that automatically compiles carrier rates, applicable fees, and surcharges through direct Application Programming Interface (API) connections. Users simply enter a port pairing, and the solution instantly generates multiple transportation options complete with transit information, routes, times, and fully calculated costs.

By removing manual processes and automating carrier connectivity, Descartes Spot ensures that customers receive accurate and complete quotes based on the latest available market data, while organizations benefit from improved efficiency and reduced overhead.



Descartes Solution Pillar

Broker and Forwarder
Enterprise Systems

About the Solution

- Help business development teams deliver accurate spot-rate quotes independently in under 30 seconds
- Compare and gauge quote competitiveness and monitor market trends with benchmarking powered by Xeneta.
- Establish and assign settings to ensure ongoing profitability in a competitive marketplace
- Premium, in-house data management supports smooth consumption of rate data within native back-office systems

Intuitive Quote Building

A simple point pairing provides multiple shipment options with full spot rates listed including all associated fees and surcharges.

(USD)	20DC	40DC	40HC	20RE	20TK	40RH
Short Term	1,503	2,515	2,498	1,868	-	2,962
Last 3 Months	1,346	2,212	2,213	1,848	1,035	2,073
Last 6 Months	1,246	2,086	2,095	1,877	1,052	2,380

Benchmark Market Rates

Compare pricing against market benchmarks to gauge quote competitiveness, monitor market trends, and track buy-side conditions.

Send Customer Quotes

Save, store, and send customer quotes via email and as PDFs to enable communication and to track quote activity to bookings.

LANE	ORIGIN	DESTINATION	TRANSIT	CARRIER	20DC	40DC	40HC
1	Hong Kong	X - Rotterdam	X -	CARRIER 1	2,977.95 USD	3,682.09 USD	3,682.09 USD
2	Hong Kong	X - Felixstowe	X -	CARRIER 2	2,604.09 USD	3,708.84 USD	3,708.84 USD
3	Hong Kong	X - Hamburg	X -	CARRIER 3	2,586.12 USD	3,690.86 USD	3,690.86 USD

Multi-lane Quoting

Provide customer quotes across multiple trade lane options including alternative departures for future dates.