



# BenchmarkingClub

Confidentially benchmark your contract shipping rates and service agreements against your peers - based on genuine, shipper only, pure buy rate comparisons

## From the market leaders in ocean freight rate intelligence

Ocean freight procurement has rarely been more challenging and complex. Increases in contract rates, rate volatility, market uncertainty and new regulations, all combine to frustrate costs, internal budgeting processes and complicate your negotiating position with carriers.

To help put category managers and ocean freight procurement teams back in control, Drewry operates The Benchmarking Club, an innovative online platform that builds on our heritage of supporting the needs of shippers (importers and exporters).

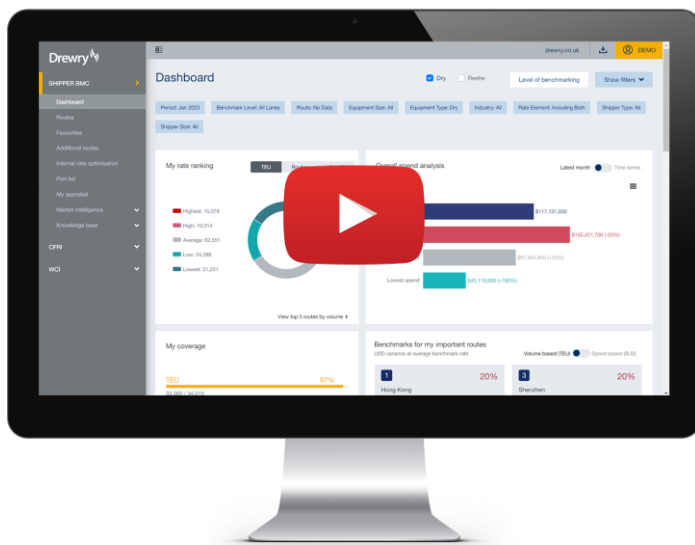
**“Confidentially benchmark your shipping costs and service agreements against your peers.”**

Benchmarking Club gives you the visibility and detailed cost saving advice you need to respond to price volatility, prepare for your carrier negotiations and track spend through a powerful and easy to use online interface.

**Q...** How do your container shipping costs compare with your peers..?

**Q...** Are you securing the best terms in the market to meet the needs of your business..?

### All-new Container Freight Portal



#### FAST FACTS

125 Countries

900+ Ports

15,000 Port pairs

125+ Exclusive shipper members

4m TEU per annum

\$4.1bn Spend per annum




#### Confidentiality Assured

Your contract rates and conditions remain confidential. Only aggregate freight rate data is shared amongst club members.















# Procurement success through insight-led market benchmarking

## FEATURES

-  Exclusive to Shippers (Importers / Exporters only)
-  Confidentially benchmark contract container freight rates
-  Access to spot market rates, unique freight rate forecasts for major trade lanes, indices for 17 major routes and industry best practice forums
-  Interactive online system
-  Individually customised quarterly reports for each member
-  Real time access to rates
-  BAF Program Review [discounted rate]
-  Benchmark data plugged into your Bid Events / Tenders (Optional Extra)



## BENEFITS

-   Secure best rates in the market and reduce your spend
-   Understand short, medium & long term market developments
-   All Market Intelligence at your fingertips
-   IMO Sulphur regulation intelligence & Impact Calculator
-   Understand Best Practices in Procurement to maximise efficiencies
-   Internal Stakeholder support & approval
  - Create awareness and understanding
-   Determine whether the bids you receive in your Bid Events / Tenders are in-line with the market



## MEMBERS

- Confidentially provide route and rate information



## DREWRY

- Aggregate and anonymise data
- Create and provide benchmarks

# Your complete ocean freight cost benchmarking solution

## 1 Access to our ONLINE platform

### Contract rates

- Current & Historic Rates
- New route rates
- Service comparisons
- Rate inconsistencies

### Spot rate comparisons

### Market intelligence

- Market Outlook Briefings
- Forecasts
- Indices (trade routes & BAF)
- Customised report access

### Knowledge base

- Market Outlook & Best Practice Forum outputs

## 2 Real time Contract Rate updates

## 3 Container Freight Rate Insight (CFRI) – spot rates (790 global port pairs)

## 4 Customised reports

### 4x per annum

- Tailored to your routes
- Average, Lowest, Highest market rates
- Spot Rates
- Comparison by Shipper Size (S, M, L)
- Transit time, Freetime
- Rate Validity
- Ranking

### Rate appraisals and cost savings advice

- Detailed analysis of your rates v benchmarks
- Cost saving recommendations

## 5 Participation in Best Practice Forums

## 6 Access to Drewry Container Market Outlook Briefings

## 7 Benchmark Rates plugged into your Bid Sheet

### 2x per Bid event / tender (optional extra)

- View benchmark lowest and average rates for your tender lanes
- Plugged in / mapped to your Bid Sheet Port Pairs



## Your complete ocean freight cost benchmarking solution

*"We selected Drewry's Benchmarking Club to benchmark our ocean rates with other retail industry leaders and to gain insight into container shipping market trends, forecasts and best practices through webinars provided to Club members by Drewry."*

Logistics manager, **Leading global electronics and home entertainment brand**

*"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."*

Vice president global logistics & customs,  
**Fortune 500 US Retailer**



*"Benchmarking Club data allows us to see trends from both the market and Drewry point of view which provided strategic value on what to expect during the upcoming procurement process. The comparisons of our company's position in transit times, rates, and shipment methods are of particular value."*

Logistics director, **US FMCG, Retail Company**

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

Richard Blossom, Head of Exports, **Del Monte Philippines**

### CONTACT US FOR A DEMONSTRATION

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