



XENETA



Solution for Ocean Freight Shippers



Solution for Ocean Freight Shippers

Become a [procurement expert](#) with granular data that enables excellence in all market conditions.

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XENETA

All-in-one interface to support and accelerate your operational and executive goals

MONITOR 2.0

AT A GLANCE

Monitor 2.0 is designed to innovate and eliminate the disjointed, slow, manual processes that have become an unchallenged norm in moving freight.

This industry-first, 360-degree market view elevates and enhances how you manipulate, understand and act upon granular rate and deliverability data to ensure your decisions drive strategic improvements.

This all-in-one view simplifies internal alignment and reporting thanks to clear, contextual insights.

Enhance the way you connect and draw conclusions from various market movement indicators, including:

- **Market Rate Averages** – Short & Long
- **Your Rates**
- **Carrier Rate Averages**
- **Schedule Reliability**
- **Capacity & Blanked Sailings**
- **Carbon Emissions**



Speed and productivity

Dynamically adjust your search to include multiple origins, destinations and equipment types—creating one “mega search” to save time.



Cohesion and comparison

Combine several datasets into one view to see how they are trending, correlate with each other and impact your rates.



Granularity and accuracy

Drill down into the market segments that are relevant to your business, ensuring your market knowledge is clear, precise and impactful.



Context and clarity

See automated market highlights and personalized insights so next steps are clear and internal alignment is efficient.



Monitor 2.0 is so fast on every level—from how you zoom in on timelines, selecting new geo-hierarchies, everything is faster. And this is so important because I need to be able to make fast decisions. This speed plus being able to see six years of historical data gives me the granularity I need to better inform my colleagues.”

Morten Nielsen
Product Manager, Head of Procurement, Sea Freight, DSV

XENETA

Inform your carrier selection and spot opportunities for renegotiation on more than 40 global corridors

CARRIER SPREAD



TRY IT OUT

[Tour Carrier Spread in this interactive demo](#)

AT A GLANCE

Giving you access to rate data from all carriers with more than 1% market share globally, Carrier Spread allows you can plot regional-level carrier rates on the same graph as market benchmark rates and your uploaded rates.

For any selected carrier, you'll be able to drill-down and see:

Carrier Average – the market average within a selected date range

Carrier Low – the market low within a selected date range

Carrier High – the market high within a selected date range

VALUE



Strengthen your position in negotiations with suppliers



Manage your profitability with specific carriers and trade corridors over time



Anticipate carrier pricing trends



Expand your carrier scope when assessing new routes



Our operations team is heavily relationship-based and rarely select the lowest cost service. They go deep with a limited number of suppliers and Carrier Spread allows us to optimize this strategy. With Xeneta, we can both trust and verify our prices, as well as find new areas for opportunity.”

Global Shipper
20k+ TEU

www.xeneta.com

ROI

A Xeneta customer (80k TEU annually) used Carrier Spread to assess the fairness of their quoted prices and see if there was potential for renegotiation.

Over six months, they realized **\$279,893 in potential savings**.

On a granular level:

Lane: Hamburg – Shanghai

Volume: 600 containers

Quoted price: \$342

Market average: \$383.27

Carrier average: \$175.68

Using Carrier Spread, they calculated:

$$\begin{aligned} & (\text{Volume} \times \text{Quoted Price}) \\ & - (\text{Volume} \times \text{Carrier Average}) \\ & = \$99,792 \text{ above carrier avg / potential savings} \end{aligned}$$

Break down the additional fees that go into your total rate

Container Type	2022-12-01	12 Months	2023-11-30
20' Reefer	\$ 151		\$ 234
20' Tank	-		-
40' Reefer HC	\$ 275		\$ 290
20' Standard Dry	\$ 163		\$ 213
40' High Cube	\$ 332		\$ 288
40' Standard Dry	\$ 317		\$ 266
20' Tank	\$ 184		-
20' Reefer	\$ 179		\$ 219
40' Reefer HC	\$ 319		\$ 300
20' Standard Dry	\$ 141		\$ 195

AT A GLANCE

Surcharges provides a detailed overview of specific surcharges and additional fees that impact over 100 global trade lanes.

Xeneta shows detailed information on the following surcharges:

- Fuel Surcharge
- Peak Season Surcharge
- Congestion Surcharge
- Red Sea Long-term & Short-term Contingencies
- EU ETS Surcharge

These figures take all available trade lane and container type surcharge data in our aggregation, and calculates their Average, Low, Mid-Low, Median, Mid-High, and High values for the past two weeks.

VALUE



Get visibility into the most cost-effective trade lanes



Use the data to drive negotiations with your suppliers



Report on the components that make up your rates



Effectively plan your time to market and budget estimates



"It's not our policy to jump at the lowest rate. We value transparency and want to understand how our final price is calculated.

Xeneta's Surcharges data is great for helping with that. It also simplifies our internal reporting, which is always a win."

Global Shipper
60k+ TEU

ROI

You've received a quote for Far East – US West Coast of \$1920/TEU, \$200 above the trade lane average. You trust your supplier and typically get fair rates from them, but can't see a reason for this hike in price.

However, once you check Surcharges you see the additional fees that makes up this rate—including a \$247 congestion surcharge due to ongoing port strikes. This shows you that the carrier is starting with a rate in line with the market but adding on significant costs.

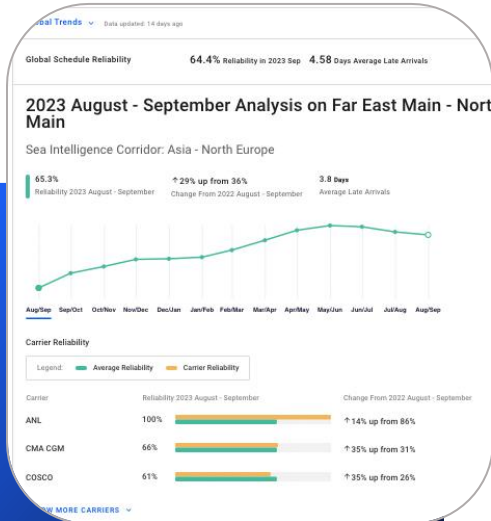
You can now make an informed decision to go back to your supplier with this knowledge and renegotiate, find other suppliers at a lower rate or knowingly absorb the cost to continue the relationship—each has its own cost and value.

Making informed decisions based on the entire picture, rather than just a snapshot, means you know exactly what you're paying for, every time.

XENETA

Choose the supplier that will get your cargo where it needs to be, when it needs to be there

SCHEDULE
RELIABILITY



AT A GLANCE

Schedule Reliability shows the sailing reliability of carriers and alliances across 34 global corridors.

In collaboration with Sea-Intelligence, the figures are calculated based on vessel arrival time info pulled from several sources, including carriers, shippers, and satellite AIS data.

Reflecting 12,000 monthly vessel arrivals, 60+ container carriers, and more than 300 services loops, the data shows the percent reliability for the current period, the percent change from the previous period, and the average number of days late.

VALUE



Choose the most cost-effective carrier on the most time-efficient route



Assess historic trends and identify dependable suppliers



Negotiate lower rates based on reliability



Prioritize service levels and customer satisfaction



“Just by mentioning that we had Schedule Reliability data, our supplier was open to renegotiating for a lower rate. They know that as much as we value building a relationship, the most important thing to us is that our products hit the shelves on time.”

Global Shipper
10k+ TEU

ROI

You're looking to ship 800 containers from Far East – North Europe.

The market average is \$1280. Carrier 1 (your most trusted carrier) quotes \$1200. Carrier 2 quotes \$1270.

Looking at Schedule Reliability on this lane, you see that it's 64.7%, with an average 5-day delay on arrivals.

You also see that Carrier 1 is at 45% reliability, and Carrier 2 is at 83%.

Carrier 1 is \$56,000 cheaper, but 38% less reliable. Will the loss of profit during that delay be worth the cheaper rate, or is Carrier 2 more reasonable?

This is how Schedule Reliability informs your carrier choice and how you can assess clear ROI.

XENETA

Have visibility into potential delays from your carrier selection and factor into rate negotiations

CAPACITY & BLANKED SAILINGS



AT A GLANCE

A weekly overview of market capacity showing offered and blanked TEU figures for alliances and individual carriers.

In collaboration with Sea-Intelligence, this data is calculated based on actual named vessel schedules issued by ocean carriers.

The in-platform data shows:

- Offered Capacity (average per week)
- Blanked Capacity (% of total offered capacity to be blanked over the next 12 weeks)
- Blanked Sailings (number of blanked services over the next 12 weeks)

VALUE



Plan your shipment schedules around market demand



Understand the relationship between supply, demand, and freight rates



Better inform your carrier selection



Justify your strategy internally



“Capacity helps us understand which alliance is blanking sailings and decide which carrier to go with on our biggest trade lanes. Through this, we can proactively plan around market demand and make sure our team is thinking strategically.”

Global Shipper
60k+ TEU

ROI

You're trying to decide whether to renew your long-term contract or save money by moving to the spot market.

You see that while capacity on your main trades is high, carriers are blanking an average of 40% of upcoming sailings in an attempt to drive up spot rates.

While the spot remains flat, should you risk the significant delays that could come with signing these contracts? What impact would bringing these figures into negotiations have on offered price and service level?

This is how Capacity can support your procurement strategy — and how you can assess clear ROI.

XENETA

Select the greenest carrier with this first-of-its-kind data

CARBON EMISSIONS INDEX



AT A GLANCE

The Carbon Emissions Index (CEI) is an independent source of global carbon emissions data for individual carriers on 48 global trade lanes.

In collaboration with Marine Benchmark, the CEI allows you to view a carrier's historical carbon intensity since 2018.

Data is based on vessel information from actual sailings and AIS tracking that measures speed, cargo load, time steaming, and time at anchorage.

The CEI reflects how carriers are performing on both a global and trade lane level.

VALUE



Actively work towards and show progress in your ESG goals



Make greener carrier selections, and allow sustainability to be a factor in negotiations



Compare cost-effective routes to environmentally-friendly routes



Show stakeholders your dedication to sustainability



What I see in the Carbon Emissions Index allows me to give green carriers credit for tender and make sure we're hitting our sustainability goals. I think Xeneta can have a positive act on the world with this data—the conversations with stakeholders about the data will lift this forward."

Global Shipper
20k+ TEU

ROI

You're looking to ship 400 TEUs from Far East – US West Coast.

The market average on this lane is \$1733. Carrier 1 is quoting \$1645, and Carrier 2 is quoting \$1753.

However, Carrier 1 is 20% more carbon intense than the market average on this lane, and Carrier 2 is 14% less carbon intense.

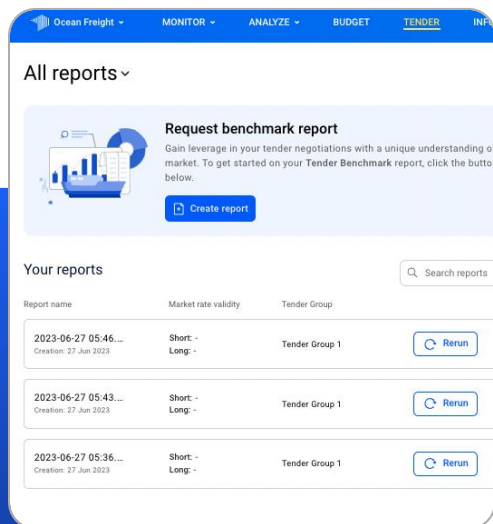
[With a \\$43,200 difference between these two, could you use this data to negotiate a lower rate with Carrier 2?](#) Do the financial benefits of signing with Carrier 1 outweigh the environmental impact? How will this choice impact your reputation with customers?

This is how CEI can support your carrier decisions — and how you can assess clear ROI.

XENETA

Automate your tender benchmarking to ensure competitive rates on every lane, in every market

TENDER
BENCHMARK
TOOL



TRY IT OUT

[Tour the Tender Benchmark Tool in this interactive demo](#)

AT A GLANCE

The Tender Benchmark Tool (TBT) provides an automatic price benchmark report for your uploaded lanes.

This report uses Xeneta's vast market rate data to offer you a detailed breakdown of how your supplier rates compare to different market segments across both short- and long-term contracts.

The TBT calculates the granular tender intelligence you need based on:

- Origin & Destination
- Bid rate (optional)
- Rate validity period (optional)

VALUE



Get the full scope of the market with just one, automatically-populated search



Save time by benchmarking thousands of lane in less than five minutes



Easily identify and pursue realistic bids, cutting out time wasters



Find the most cost-effective contract length and market segment



The Tender Benchmark Tool is a huge improvement in quickly getting dynamic rate information for all the lanes in our tender scope and beyond. It significantly simplifies processes like target setting & data validation.”

Global Shipper
20k+ TEU

ROI

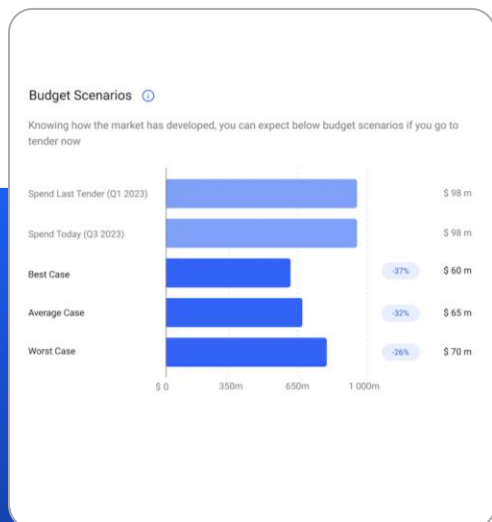
Customers who use Xeneta data to power their tenders reported:

- **Two+ full-time employees** freed up from reporting, manual tendering and monitoring to focus on supply chain optimization
- **\$10m saved** in a one-off renegotiation when Xeneta data used to identify gaps
- **RFQ round three decision** made solely based on Xeneta data

XENETA

Quickly calculate and assess your future budgetary needs for both the long and short-term markets

BUDGET OUTLOOK



AT A GLANCE

Budget Outlook provides different budget scenarios based on market developments since the previous tender period selected.

Totaling up your latest uploaded rates as a base, the outcomes are calculated by:

- **BEST CASE:** total spend x highest increase/lowest decrease since last tender
- **CONSERVATIVE CASE:** total spend x average change since last tender
- **WORST CASE:** total spend x highest decrease/lowest increase since last tender

VALUE



Utilize three different scenarios to build the right strategy



Assess the risk that your budget estimates could bring



Prepare a realistic, flexible plan based on real-time metrics



Align decision makers around unbiased data



In the current state of the market, we need to be able to prepare for any budget scenarios and assess the risk of each. Xeneta's Budget Outlook makes this easy and keeps all our stakeholders aligned on the best way forward."

Global Shipper
80k+ TEU

ROI

You're planning your budget for the upcoming year and can see that the market has changed since your last budgeting period.

Your previous annual budget didn't match your actual spend, so there's pressure to provide an accurate forecast.

Using the Budget Outlook, you analyze how the market has changed since your last Tender and use the three different budget scenarios to plan your new approach.

Do you want to be conservative and give yourself some room to spend more, or will you be confident that you can meet the requirement of the best-case scenario?

As your team plans and collaborates internally with finance, you budget baseline to work from — saving you time and money.

XENETA

Analyze and action data that defines your true position in the market

ANALYZE
PRICE
BENCHMARKS

PRICES ABOVE THE MARKET

76 (13%)

Below Market

Above Market

488 (87%)



76 (13%)

474 (88%)



63 (12%)

14 (52%)



13 (48%)

Price Benchmarks allows you to benchmark your uploaded rates against the real-time market.

Assess the full scope of your freight spend and instantly see where you sit above and below your chosen market segment.

For a deeper understanding, you can filter by specific lanes and contract validities, as well as plot on them on the benchmarks graph to compare against other carriers' rates.



Position

Fully realize your true market position as you visually and financially compare your rates to different market segments and carriers



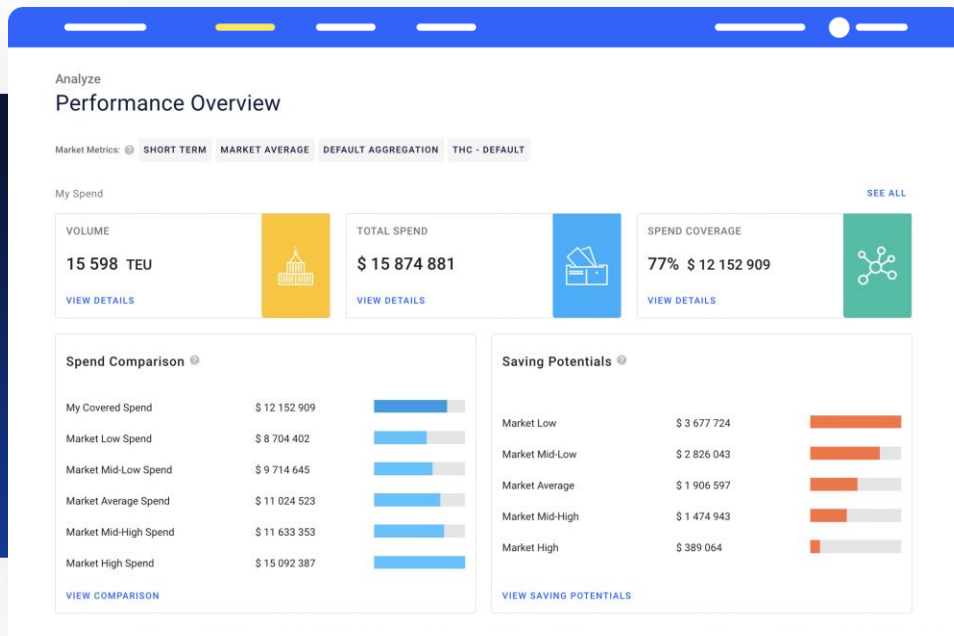
Grow

Understand the full scope of your procurement portfolio and easily identify areas for focus, renegotiation and optimization



Strategize

If your rates aren't where you want them to be, this is vital data to use as you pivot. Share with your core stakeholders and justify your decisions in unbiased, financial terms.



XENETA

Negotiate, save, and optimize based on your market position

SPEND BENCHMARKS

The screenshot shows the 'ALL SPEND' tab in the application. It features a table with columns for Supplier, Container Type, THC, Volume (TEU), and Spend. The table lists various shipping lanes with their respective metrics.

Supplier	Container Type	THC	Volume (TEU)	Spend
Carrier/FF 01	20' Standard Dry	BOTH	472	\$ 916 624
Carrier/FF 01	20' Standard Dry	DTHC	450	\$ 1 131 300
Carrier/FF 01	40' Standard Dry	BOTH	472	\$ 543 036
Carrier/FF 02	40' Standard Dry	BOTH	472	\$ 505 512
Carrier/FF 03	40' Standard Dry	BOTH	472	\$ 435 656
Carrier/FF 01	40' Standard Dry	NONE	450	\$ 338 625
Carrier/FF 03	40' Standard Dry	DTHC	450	\$ 607 725
Carrier/FF 01	40' Standard Dry	BOTH	472	\$ 363 204
Carrier/FF 02	40' Standard Dry	DTHC	296	\$ 93 388

AT A GLANCE

Spend Benchmarks provides an aggregated view of how much you have spent on ocean freight based on your uploaded rates, which you can further categorize and filter using several different options:

- Corridors
- Origins / destinations
- Suppliers
- Container types

Reflecting your full spend, the average market spend, and the difference between these two, the data shown will clearly highlight savings potential and areas for optimization.

VALUE



Spend less time contextualizing numbers, more time actioning them



Instantly identify the weak areas in your spend portfolio



Optimize your shipment strategy no matter the market conditions



Focus your team on key areas for improvement



Spend Benchmarks has acted as a sanity check for our entire operations. It's great to have the full scope of our spend displayed in one place. When rates were increasing, we were checking it constantly. Now the market is calmer, we use it to understand where we can be more efficient."

Global Shipper
50k+ TEU

ROI

Customers who use Spend Benchmarks to analyze their procurement strategy reported:

- **50x ROI** by shifting volumes from one supplier to another
- **Price decreases from all suppliers** by presenting Savings Potential data
- **Savings on 55% of all volumes** on their core lanes

XENETA

In-depth data analysis and ocean market commentary exclusively for the Xeneta customer community

MARKET
CONTENT

Stay up to date on leading ocean & air freight news and market trends with expert commentary and data analytics reports.

Whether diving deep into major market developments, getting a high-level overview or hearing directly from our Analysts and management team, our reports, webinars and podcast have got you covered.

Xeneta Customers Say:



We rely on the global freight rate trends reports, Detention & Demurrage, and webinars identifying the opportunities and risks of market changes. They help us to reinforce a core pillar of our business—ensuring our cargo arrives safely and on time to its destination.”



All Xeneta Ocean Reports, Webinars and Media Assets:

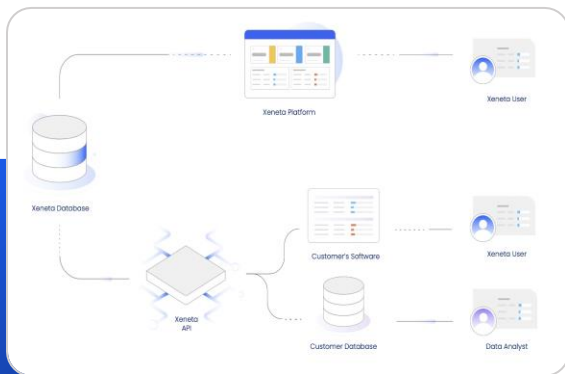
- Detention & Demurrage Report, bi-annually
- iXRT Report, bi-weekly
- Container Shipping Trends Report, monthly
- State of the Ocean Market Webinar, monthly
- Customer-only Ocean Pulse Webinar, monthly
- Ocean Deep Dive Report, quarterly
- Ocean Outlook Report, annually
- Xeneta Shipping Index (XSI®) Long-term Report, monthly
- Transportation Insights podcast, monthly
- Specialized reports, released based on market changes/disruptions
- Top of Mind analyst commentary, weekly



XENETA

Bring even more value to your Xeneta bundle

EXTRAS



API

Seamlessly integrate +400 million freight rates and other market data into your business systems to extract market intelligence when, where, and how you need it.

Feed the data into your analytics, tender, finance, quoting or pricing systems to analyze alongside other data sources and create a single source of market truth.

With a quick and easy integration into your own Power BI or Rate Management System (RMS), your team can rapidly pull data and spend more time focusing on the tasks that maintain and grow your competitive edge.

TRY IT OUT

[Tour the Xeneta API in this interactive demo](#)

Xeneta Summit

The Xeneta Summit is where leaders from across the shipping world come together to exchange actionable insights, discuss real-world scenarios and debate future predictions of the global freight market.

As a guest, you'll be among the industry's biggest and brightest as we spend two days diving into the ocean & air markets. Unmatched speakers will take the stage and provide the insight you need to build an ironclad freight strategy.

Sub-Accounts

Manage your procurement per child company or subsidiary using Sub-Accounts. View only relevant pricing and performance info and optimize on a granular level.

Single Sign-On Security

Keep your organization's data safe and secure with single sign-on.

