

Member's Kit



freight business



A short message from the Digital Freight Alliance team:

On behalf of the Digital Freight Alliance by DP World, we would like to welcome you as a new member

Well-known as a leading global trade enabler and influencer, DP World has now established the Digital Freight Alliance (DFA) to create a new independent freight forwarders network association, covering more than 190 countries. DFA brings together the global community of logistics providers using the SeaRates.com, LandRates,com and AirRates.com digital platforms.

As A DFA member, you now have access to major business development opportunities and a range of leading-edge digital tools to enhance your transactions globally and thus give your business more impact. DFA offers a wide range of benefits but at outset we would draw your attention to some of the key features which make DFA unique:

- Expertise & Guarantee: Digital Freight Alliance is well-known as we have an industry leading blue chip company in DPW behind it, offering the reassurance of a known name with expertise and resource.Perhaps, the most important point, we guarantee the privacy of your customer information and we have a guarantee mechanism of "Payment Protection" on transportation costs for those who sign up to the terms of our payment protection scheme described on the website.
- **Support:** you have a team of account managers ready to respond, you need only email or call.
- Intelligence: As we are part of DP World, we will be sharing intelligence through documents and webinars that will be exclusive to Digital Freight Alliance. This intelligence will provide a better understanding of the global-local landscape.
- Innovation: Our model was created to share cutting-edge digital tools with freight forwarders like you to directly improve your bottom line. We aim to save you resources and time, allowing you to focus on what is more important, such as building more relationships.

Our everyday commitment is to deliver on these promises to help your business grow. Again, we welcome you and thank you for joining the Digital Freight Alliance: built to support each other.



Now you are a member of Digital Freight Alliance What's next?



Discover your new opportunities:

- 1. How to leverage the DFA identity
- 2. Member's directory
- 3. Logistics Explorer integration
- 4. Communicating between members
- 5. Reselling other premium members & SeaRates rates on your website
- 6. Ability to advertise your rates on SeaRates marketplace
- 7. Payment Protection
- 8. Cargoes Runner ERP
- 9. Other digital solutions
- 10. Your Account Manager



1. How to leverage the DFA identity

As a member of DFA, you have the right to use the DFA identity to add value to your company's image.

Once your Know Your Customer (KYC) form is approved and you have received your directory access (login and password) together with your member ID, you can sign into the directory with your credentials where you will be able to download your Certificate of DFA Membership with your ID:

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You will be able to download your 'member's certificate' which you can present as an accreditation in the lobby or reception of your organization or can post it online in your website. You can also order the original of Certificate by contacting DFA Support team at support@df-alliance.com.





2. Member's directory

As DFA is powered by the digital solutions of SeaRates, all members have the access to a Virtual Office, with all features unlocked.

In your Virtual office you can manage your new and current bookings, chats, followers, rates storage etc.

To access your dashboard – sign into the SeaRates website or click on "Dashboard" from your DFA directory account.



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2.1 Dashboard

Digital Freight Alliance connects its all members in our digital platform SeaRates.com. SeaRates is a trusted online platform designed to provide cargo owners and consumers looking to transport their goods with the best rates allowing them to book shipments of cargo from and to anywhere in the world. SeaRates goal is to make the work of any logistics business on the internet as easy as the sale of air tickets - simple, user friendly, convenient, and fast.

When you sign in, you land in the Dashboard homepage, where you can see all your current activity and summary of all tabs inside Virtual Office (new and current bookings, documents, finances, chats, followers etc.) for easy navigation.





2.2 Profile

The Profile tab provides all details about your company and your account. Here you can edit all the information including contact details, important notes and descriptions. You can also link social accounts and upload company documents as well as other important files that accessible to your partners. This section can be also considered as your profile settings page.



'Network' is one of the sections in the platform which can be found in the Profile tab. There you can view all members whose rates you may be following, and you can also see partners who follow your rates. Following rates helps members to potentially increase their sales geography and shows their rates in the Logistics Explorer tool – a freight calculator and booking system that is available to each DFA member to be used as a white label tool for customers to calculate rates on your website (see more in p. 6).

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2.2.1 KYC

KYC (Know Your Customer) form is the requirement for verification process and DFA Payment Protection. As a Standard DFA member you need to submit a short KYC form which is appeared once you click on KYC tab. Premium members have to submit short and then long KYC forms. After submission our team will check if the information provided is in order and approve or reject it, therefore you will receive a notification about it by mail.

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2.3 Inbox

Here you can manage your communication with your DFA account managers and members.

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2.4 Bookings

Bookings - the most important part of your Virtual Office. Once any customer books your rate(s) for import or export, the booking will appear in this section of the platform. All new bookings will be directed to the "New" tab, current ones to the "In progress" tab, and those which have been cancelled or finished to the "Archive" tab. You can also navigate here using the search filters by focusing your search to 'mode of transport' or 'booking number'.

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2.4.1 Documents

Documents tab makes it convenient to upload all associated paperwork to the booking. This tab is available both in Shipper and Carrier account, which means that the final customer can supply you with the needed documents directly from here, and the same works from your side. If there are certain form letters, applications of which other parties to be made aware and so on, and when the waybill copies become available, as a logistics provider, you can also put those documents here, and they will become available to your customer(s). All paperwork will be stored in this archive for easy access from your desktop or mobile app. The document drag & drop functionality is available for your convenience.

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2.4.2 Finance

Finance tab shows your calculations for the booking according to the rates you have added.

Finance table has the following columns:

- Service Name
- \cdot Net rate

- Provider
- Quantity
- Currency

- Sell Rate
- Profit Per Unit
- Profit Total

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Service Name is by default extracted from the booking name which the customer has made. You can edit Service Name by manual input or selection from the library, as well as adding new rows and adding service level agreements (SLAs).

The Provider column is your subcontractor, which can be a trucking company, shipping line or airline company, port/terminal authority, agent or other third party.

The Quantity column refers to the number of transport units in the booking (containers, trucks, wagons). The calculation is per unit, but in the profit calculation the quantity multiplies by the final figure. Quantity does not refer to LCL/LTL/Air shipments, as these are calculated in tons/cbm (lbs/cbf). For the profit calculation column, for example, if you have added your rate for ocean freight from Shanghai to Dubai at USD 1000 for a 20ft container, your port fees come to USD 450, and trucking within the city of Dubai will come to USD 300 per container - These fees will show as your selling rates. In the backend, you can add your net rates that will not be visible to any member/client and your profit will be automatically calculated, visible in the dashboard. In our example, if your margins were USD 100 for the container, USD 100 for the port and USD 100 for the trucking fees, your net rates would be:

• Trucking USD 900 net, USD 1000 gross = USD 100 profit

- Port fees USD 350 net, USD 450 gross = USD 100 profit
- Trucking fees USD 200, USD 300 gross = USD 100 profit

your total profit will be USD 300 per unit. If you have several transport units –

the profit will be multiplied accordingly.



2.5 More

Within the apps section as shown above, there is a 3 dot menu that contains other settings and beta-testing features (payments, documents etc.). From here you are able to add or remove users (if you are managing the company's SeaRates Tools account); manage your commission policy (margin on top of your rates) and templates (providing additional information or comments to the rates of which you need to make stakeholders aware).

Adding managers

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Managing commission

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Managing templates

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In the bottom of the left bar of the screen you can see your profile strength, which will be shown to other users. To complete it, do not forget to provide all details about yourself, as well as including your profile photo. Wallpaper will be automatically linked from your Company profile.



Following rates

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My partner rates

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Adding my commission

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Commission value			
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By opting-in your rates for other members, to leverage them for their customers, you have the opportunity to win new business. The member will either add their margin on top of your rates or you can competitively split commissions of your existing rate.



Viewing partner's rates on my site

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3. Logistics Explorer integration

DFA offers a unique opportunity for logistics providers to connect to exclusive products developed, maintained and improved by the SeaRates.com tech team, an ongoing collaboration with working logistics companies from different countries.

All Members receive such unique opportunity to integrate Logistics Explorer tool to their website, by default as a white-label solution for premium members and branded under logo SeaRates by DP World for standard members.

Logistics Explorer is the most powerful freight calculation tool created in the industry. Now you can quote your rates to thousands of customers at any time and get online bookings for FCL, LCL, Air, Road, Rail transport and more.

Standard members will be using the platform without ability to subscribe or share rates of other freight forwarders or SeaRates on it as premium members can.

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Create your own pricing policy and show your rates to potential customers, as well as special rates to specific customers.

Allow your customers to get your instant quotes and book 24/7.



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3.1 Rates & Tariffs

This tab is extremely important. It is where you manage your shipping rates by sea, land and air. You can fill in rates in two ways:

- by typing or pasting from clipboard
- by using our bulk import function and uploading the document in CSV or XLS format
- premium member can also upload their rates automatically by using API system
- each premium member has it is own rates manager who will help him upload his rates in system

The structure of the tab is segmented as follows:

- 1. Sea:
 - FCL
 - LCL
 - Bulk
- 2. Air
- 3. Land:
 - Road
 - Rail



4. Communicating between members

By joining DFA, you have access to a network of Freight Forwarders in 190+ countries. The existing members will help you understand the market and how to approach your customers with more certainty.

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As members, you are able to ensure service reliability that is underpinned by leading logistics providers around the world to uphold world class standards.

Please note that we divided DFA Directory in accordance with your membership. Now we have Free and Premium Directories. The difference is that free members can see in the list only free members but premium members can see and check both.

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5. Reselling other premium members & SeaRates rates on your website.

All DFA Premium members are digitally connected. By clicking on the "my network" link, you will find yourself in a panel where you will see all partners from different countries in the DFA network. On each partner's icon you can see the Follow button. By clicking on this button, you will have the opportunity to synchronize all the tariffs that this company has added. Subscribing to the partner's tariffs means that his bids will be sold on your site taking into account your commission, which you set in advance in the settings. For you, this means additional earnings at partner rates. These rates will be offered to your visitors as your own.



For example, a freight forwarder in Germany needing tariffs for a container shipment on different shipping lines from China, can find a DFA member in China and subscribe to all of their tariffs (which by default will be better than tariffs on FOB available from your local shipping line). The key benefit here is that you have been able to provide a rate for your client and consequently have retained them. In the same way, other partners can subscribe to your tariffs and resell them in their countries, thus expanding your sales geography.



Member's Kit

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• 20' s	of container Standard Standard High Cube					nite 🗂 0	18, Apr, 2022 Aster			
 20' 5 40' 1 40' 1 20' 1 	Standard Standard High Cube Refrigerated		NIFEEDER 32 days	c		nite 📩 0 F. VALID 2022-04-1 ID 2215414	8, Apr, 2022 ASTER 30			
 20' \$ 40' \$ 40' \$ 20' \$ 20' \$ 	Standard Standard High Cube	6 0	NIFEEDER 32 days	C	HEAPER	nite	8, Apr, 2022 ASTER 30 5 ow	FCL		
 20' s 40' s 40' s 20' s 40' s 40' s 	Standard Standard High Cube Refrigerated Refrigerated	b U Shanghai	TURED NIFEEDER 32 days	a <u>a</u>	HEAPER Jebel Ali	nite	8, Apr, 2022 ASTER 30 5 ow	FCL		
 20's 40's 40'l 20's 40'l 20's 40'l 40'l 45'l 	Standard Standard High Cube Refrigerated High Cube ed services Pick up	b U Shanghai	NIFEEDER 32 days CNSHA	C AEJEA	Jebel Ali	nite	8, Apr, 2022 ASTER 30 5 ow tails	FCL		
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 20's 40's 40's 20's 40's <li< td=""><td>Standard Standard High Cube Refrigerated High Cube ed services Pick up Port of origin Ocean Freight Port of discharge</td><td>↓ Por</td><td>NIFEEDER 32 days CNSHA k up t of origin (Shangh san Freight</td><td>AEJEA Tariff</td><td>Jebel Ali</td><td>nite</td><td>8, Apr, 2022 ASTER 30 5, ov. <t< td=""><td>FCL</td><td></td><td></td></t<></td></li<>	Standard Standard High Cube Refrigerated High Cube ed services Pick up Port of origin Ocean Freight Port of discharge	↓ Por	NIFEEDER 32 days CNSHA k up t of origin (Shangh san Freight	AEJEA Tariff	Jebel Ali	nite	8, Apr, 2022 ASTER 30 5, ov. 5, ov. <t< td=""><td>FCL</td><td></td><td></td></t<>	FCL		

By opting-in your rates for other members, to leverage them for their customers, you have the opportunity to win new business. The member will either add their margin on top of your rates or you can competitively split commissions of your existing rate.

Book now



6. Ability to advertise your rates on SeaRates marketplace

As a premium DFA member, you have a great opportunity to promote your services to more than 20 thousand of potential customers every day through DP World's SeaRates.com, AirRates.com and LandRates.com. Your rates will be shown in thousands of daily search results to customers whose specific needs match with your rates supply. The more competitive your rates, the higher chance you have of winning the booking bid.

Only DFA Premium members are able to access the rates engine to add their rates to potential SeaRates customers.

Free members can upload rates and advertise it only in the LE on their own websites.

To add your rates, follow these steps:

1) Go to your Virtual Office, find Rates & Tariffs tab and select the type of tariff you want to add

Kate Borkut Chinese Brothers LTD		¢ å
Profile Profile Inbox Brigging & Delwery My Requests Bookings Brans & Factor BuilyBreak Bulk = Land ⇒ Air △ LE Settings ~ More	SELECT TARIFF PORT TO PORT DOOR TO DOOR PICK UP FROM LOCATION (A) AND DELIVER TO PORT PICK UP FROM PORT AND DELIVER TO DESTINATION (B) DOOR TO PORT (DESTINATION) PORT (DRIGIN) TO DOOR PORT (ORIGIN) TO DOOR PORT (ORIGIN) TO DORY PORT PORT TO PORT (DESTINATION) PORT FEES AND CHARGES BARGE FEE	
	ENTER ROUTE (Select country, port of loading / discharge and shipping line) From Country All Select Sealine Add Rates Add Rates Rates Archive Rates Excel	
	Image: Non-State Image: Non-State <t< th=""><th>wnload all rates</th></t<>	wnload all rates

- 2) Follow the hints to add rates for:
- a. Sea FCL, LCL or Bulk
- b. Airfreight
- c. Land FTL, LTL or FWL



Adding rates for FCL

											Include	d in O/F		
	Container Yard	to Container Yard (CY/CY)			c	Container Type			Va	alidity	Origin/D	estination		
	From	То	Currency	20' ST**	40' ST**	40' HQ**	20' REF**	40" REF**	From*	To*	OTHC	DTHC	Transit Time	ST
1	Abu Dhabi	Bremen	USD -	1350	2150	2150			2018-03-01	2020-04-30		8		
2	Abu Dhabi	Bremerhaven	USD	1350	2150	2150			2018-03-01	2020-04-30	0	-		•
3	Abu Dhabi	Hamburg	USD	1350	2150	2150			2018-03-01	2020-04-30	0	0		
4	Adelaide	Dubravnik	USD	2116	2316	2316			2017-04-24	2020-04-30	0	62		٠
5	Adelaide	Ploce	USD -	2116	2316	2316			2017-04-24	2020-04-30		0		۲
6	Adelaide	Rijeka Bakar	USD -	2116	2316	2316			2017-04-24	2020-04-30				
7	Adelaide	Split	USD	2116	2316	2316			2017-04-24	2020-04-30	8			٠
8	Algeciras	Altamira	USD	1000	1000	1000			2018-10-11	2020-04-30		8		۲
9	Algeciras	Baltimore	USD -	1000	1000	1000			2018-10-14	2020-04-30	0	8		•
10	Annaba	Port Said	USD	400	700	700			2018-06-04	2020-04-30	0	0		
11	Antalya	Manzanillo	USD -	1800	2270	2270			2017-11-23	2020-04-30	0	8		٠
12	Antalya	Salalah	USD	1270					2017-11-20	2020-04-30	03		32 days	•
13	Antalya	Tunis	USD -	1270	1300	1300			2017-04-01	2020-04-30	0	8		٠
14	Antofagasta	Odessa	USD	2800	3400	3400			2018-04-24	2020-04-30		8		

Adding rates for LCL

	From	To	Currency	1M3**	1MT**	Validity From*	Validity To*	Notes	ST	ID	Template
227	Aberdovey	New Mangalore	USD	235	235	2019-06-25	2020-05-01		۲	150426	
228	Aberdovey	Nhava Sheva	USD	235	235	2019-06-25	2020-05-01			150427	
229	Aberdovey	Okha	USD	235	235	2019-06-25	2020-05-01		۲	150428	
230	Aberdovey	Panaji	USD	235	235	2019-06-25	2020-05-01			150429	
231	Aberdovey	Paradip	USD	235	235	2019-06-25	2020-05-01			150430	
232	Aberdovey	Pindhara	USD	235	235	2019-06-25	2020-05-01		۲	150431	
233	Aberdovey	Pipavav	USD	235	235	2019-06-25	2020-05-01		۲	150432	
234	Aberdovey	Pondicherry	USD	235	235	2019-06-25	2020-05-01		۲	150433	
235	Aberdovey	Porbandar	USD	235	235	2019-06-25	2020-05-01		۲	150434	
236	Aberdovey	Port Blair, Andaman Is	USD	235	235	2019-06-25	2020-05-01		۲	150435	
237	Aberdovey	Port Nador	USD	180	180	2019-05-22	2020-05-01		۲	67372	
238	Aberdovey	Ratnagiri	USD	235	235	2019-06-25	2020-05-01		۲	150436	
239	Aberdovev	Redi	USD	235	235	2019-06-25	2020-05-01			150437	

Adding rates for Bulk

	From*	To*	Currency	2500mt**	5000mt**	12.500mt**	25.000mt**	50.000mt**	85.000mt**	120.000mt**	>120.000mt**	ID	
286	Dalian	Odessa	USD	120	95	67	57	47				1173	
287	Dalian	Sevastopol											6
288	Dalian	Yalta											
289	Dalian	Yuzhnyy											
290	Dandong	Belgorod-Dnestrovskiy											1
291	Dandong	Berdyansk											4
292	Dandong	Chornomorsk											1
293	Dandong	Dnipropetrovsk											1
294	Dandong	Evpatoria											1
295	Dandong	Feodosiya											T
296	Dandong	Izmail	1										
297	Dandong	Kerch											T
298	Dandong	Kherson											1
299	Dandong	Kiliya											1
300	Dandong	Mariupol	- V										1
301	Dandong	Nikolaev	у.										1
302	Dandong	OchakOv		1									1
303	Dandong	Odessa											-
304	Dandong	Sevastopol	. v.										T
305	Dandong	Yalta											T
306	Dandong	Yuzhnyy											1



Adding rates for Air cargo

						We	ight break	s			Fuel	/ASC	Sec	urity	Screeni	ing/TSA
	From	То	Currency	Min. kg	-45kg*	45+*	100+*	300+*	500+*	1000+*	Min	kg	Min	kg	Min	kg
2	Aksu (AKU)	Lympne (LYM)	USD -	25kg		4.00	3.80	3.65	3.40	3.10						
3	Aksu (AKU)	Barra (BRR)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
4	Aksu (AKU)	Belfast (BHD)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
5	Aksu (AKU)	Belfast (BFS)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
6	Aksu (AKU)	Bembridge (BBP)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
7	Aksu (AKU)	Benbecula (BEB)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
8	Aksu (AKU)	Biggin Hill (BQH)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
9	Aksu (AKU)	Birmingham (BHX)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
10	Aksu (AKU)	Blackbushe (BBS)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
11	Aksu (AKU)	Blackpool (BLK)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
12	Aksu (AKU)	Bournemouth (BOH)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
13	Aksu (AKU)	Bristol (BRS)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
14	Aksu (AKU)	Bristol (FZO)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
15	Aksu (AKU)	Brize Norton (BZZ)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
16	Aksu (AKU)	Cambridge (CBG)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
17	Aksu (AKU)	Campbeltown (CAL)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
18	Aksu (AKU)	Cardiff (CWL)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
19	Aksu (AKU)	Carlisle (CAX)	USD	25kg		4.00	3.80	3.65	3.40	3.10						
20	Aksu (AKU)	Glasgow (ZGG)	USD	25kg		4.00	3.80	3.65	3.40	3.10						

Adding rates for FTL

						Rate per kn	n/mile				
	From*	To*	Currency	M3	Max Weight (mt)	Flat Rate*	Rate*	km/mile	Distance	Total	Template
1	Odesa, Odessa Oblast, Ukraine, 65000	 36040 Brendola, Province of Vicenza, Italy 	EUR	86	20 -	150.00	0.98	Km	1,490.75	1,610.94 🔵	
2	Florida	Texas, USA	USD	86	20	100.00	1.23	Km	2,191.00	2,794.93 🔵	
3	Moscow, Russia	Novorossiysk	USD	86	20	100.00	0.59	Km	1,508.90	990.25 🔵	
4	Hamburg, Germany	Moscow, Russia	EUR	86	20	150.00	1.35	Km	2,105.00	2,991.75	
5	Frankfurt	Moscow, Russia	EUR	86	20	150.00	1.22	Km	2,330.00	2,992.60 🔵	
6	Munich, Germany	Moscow, Russia	EUR	86	20	150.00	1.23	Km	2,318.00	3,001.14 😐	
7	Berlin, Germany	Moscow, Russia	EUR	86	20	150.00	1.56	Km	1,827.00	3,000.12 🔵	
8	Schmelz, Germany	Moscow, Russia	EUR	86	20	150.00	1.13	Km	2,520.00	2,997.60	
9	Nizhneudinsk, Irkutsk Oblast, Russia	 Korenevo, Kurskaya oblasť, Russia 	USD	86	20 -	100.00	0.59	Km	5,015.00	3,058.85 🜒	
10	Melbourne VIC, Australia	Bendigo VIC 3550, Australia	USD	86	20	100.00	1.83	Km	153.00	379.99 🔵	
11	Beijing, China	Kiev, Ukraine, 02000	USD	86	20	100.00	1.85	Km	6,450.60	12,033.60	
12	Hamburg, Germany	Berlin, Germany	EUR	86	20	150.00	1.56	Km	288.00	599.28 🔵	
13	Berlin, Germany	Kiev, Ukraine, 02000	EUR	86	20	150.00	0.97	Km	1,339.00	1,448.83 🔵	
14	Aktau	Duba	USD	86	20	100.00	1.45	Km	3,864.00	5,702.80 🔵	
15	Paranaguá	Ciudad del Este	USD	86	20	100.00	0.86	Km	870.00	848.20 🔵	
16	Petropavl 150000, Kazakhstan	Ewell Rd, Surbiton KT6 7EL, UK	USD	86	20	100.00	1.39	Km	5,252.00	7,400.28 🔵	
17	Mazyr	Kaunas, Lithuania	EUR	86	20	100.00	0.78	Km	580.00	552.40 🔵	

Adding rates for LTL

								St	owage Fac	tor
	From*	To*	Currency	1MT**	1M3**	3M3**	5M3**			
1	Rotterdam, Netherlands	Aachen	EUR		85.00	80.00	75,00	2,50	M3/MT	
2	Odesa, Odessa Oblast, Ukraine, 65000	Kiev, Ukraine, 02000	USD		100.00	90.00	80.00	2.50	M3/MT	
3	Petropavl 150000, Kazakhstan	 Ewell Rd, Surbiton KT6 7EL, UK 	USD		750.00	585.00	450.00	2.50	M3/MT	
4	Ewell Rd, Surbiton KT6 7EL, UK	Petropavl 150000, Kazakhstan	USD		750.00	585.00	450.00	2.50	M3/MT	
5	04020 Itri LT, Italy	Ahrensburg	EUR		360.00	340.00	310.00	2.50	M3/MT	
6	Mazyr	 Kaunas, Lithuania 	EUR		65.00	60.00	55.00	2.50	M3/MT	
7	San José Province, San José, Costa Rica	Managua, Nicaragua	USD		65.00	60.00	55.00	2.50	M3/MT	
8	Brønnøysund, Norway	Skutvik, Norway	USD		65.00	60.00	55.00	2.50	M3/MT	
9	Shanghai, China	Shanghai, China	USD		50.00			2.50	FT3/LT	
10	Guangzhou	Suriyapong Rd, Pha Sing, Amphoe Mueang Nan, Chang Wat Nan 55000, Thailand	USD		150.00	140.00	130.00	2.50	M3/MT	•
11	Berlin, Germany	Mosul, Iraq	USD		550.00	525.00	500.00	2,50	M3/MT	
12	Penrith, UK	 Madrid 	USD	570.00	570.00	450.00	380.00	2.50	M3/MT	
13	Islamabad	Karachi	USD	400.00	400.00	250.00	130.00	2,50	M3/MT	
14	Villa Corona	Manzanillo, Colima, Mexico	USD	130.00	130.00	115.00	100.00	2.50	M3/MT	



Adding rates for FCL rail

	From*	To*	Currency	20'ST**	40'ST / 40'HQ**	Terms	SOC/COC	Transit Tir
1	Milan, Italy	Genoa	USD	300	450	FOR-FOR	COC	
2	Milan, Italy	Rotterdam, Netherlands	USD	950	1500	FOR-FOR	COC	
3	Milan, Italy	Hamburg, Germany	USD	1150	1800	FOR-FOR	COC	
4	Aktau	 Vinnytsia, Vinnyts'ka oblast, Ukraine, 21000 	USD	1970	2870	FOR-FOR	COC	
5	Shanghal, China	Kyiv, Ukraine, 02000	USD	6600	9900	FOR-FOR	COC	
6	Kyiv, Ukraine, 02000	7000 Fredericia, Denmark	USD	2800	4400	FOR-FOR	COC	
7	Shanghai, China	Moscow, Russia	USD	1650	3150	FOR-FOR	COC	
3	Beijing, China	Moscow, Russia	USD	1650	3150	FOR-FOR	COC	
9	Odessa, Odessa Oblast, Ukraine	Lviv, Lviv Oblast, Ukraine, 79000	USD	375	640	FOR-FOR	COC	
0		Kazan	USD	9000	14000	FOR-FOR	COC	
1	Xin Gang Lu	Ulaanbaatar	USD		2985	FOR-FOR	COC	14 days
2	Seattle	Chicago, IL, USA	USD	2350	2550	FOR-FOR	COC	10 days
3	Shanghai, China	Tashkent	USD	3580	3880	FOR-FOR	COC	22 days
4	Shenzhen, Guangdong, China	Tashkent	USD	3580	3880	FOR-FOR	COC	22 days
5	Ningbo, Zhejiang, China	Tashkent	USD	3580	3880	FOR-FOR	COC	22 days
6	Tianjin, China	Tashkent	USD	3580	3880	FOR-FOR	COC	22 days
17	Qingdao	Tashkent	USD	3580	3880	FOR-FOR	COC	22 days
8	Shanghai, China	Almaty	USD	3580	2400	FOR-FOR	COC	22 days

Adding rates for FWL

	From*	To*	Currency	Category	SF	Max. Capacity (T)	Rate per wagon*	Transit Time	
	Odessa, Odessa Oblast, Ukraine	Shanghai, China	USD	Agriculture	- 2		7500	28 days	۲
È.	Beijing, China	Ludwigsburg, Germany	USD	Agriculture	2		11300		
\$	Milan, Italy	Rotterdam, Netherlands	USD				1550		
1	Aktau	Vinnytsia, Vinnyts'ka oblast, Ukraine, 21000	USD		2		4540		•
5	Yekaterinburg, Sverdlovsk Oblast, Russia	Novorossiysk	RUB		2		150000		•
6	Shanghai, China	Moscow, Russia	USD		2		2970		
7									

3) Alternatively, you can import your rates from xls/csv file to bulk upload the rates for multiple carriers, routes and countries.





4) Ask our Rates Manager for assistance: If you're facing issues uploading your rates, you can send your rates to rates@searates.com in any form referencing your member ID and our specialist will be able to support you.



To learn more about adding rates and filling all fields quickly and efficiently, please visit SeaRates YouTube channel to watch a tutorial at

https://www.youtube.com/searatesofficial



6.1 Lead generation

Lead generation is one of the most important functions of Logistics Explorer. The number of possible combinations of routes and modes of transport is so vast that it cannot be calculated even in billions. Although it is possible to predict the most popular destinations that customers are interested in, there are always routes for which it is hard to get rate quickly.

UNSPORTATION BY	DRIGIN OF SHIPMENT	DESTINATION OF SHIPMENT	READY TO LOAD TYPE OF SHIPMENT
	A Port Of Shenz	then 🗧 😑 Hamburg, German	ny 📋 07, Apr. 2022 🔟 FCL 🗸 🔍
Types of contain 20' Standard		s are currently available. But please fill just a few f k Request	fields and get an individual offer!
 40' Standard 40' High Cube 20' Refrigerated 40' Refrigerated 	i Com	ITY NAME modity Name	PHONE +18886600703
0 45' High Cube	FULL NAT	ME	E-MAIL
	SUPP	PORT TEAM	info@searates.com
	DESCRIP	TION (OPTIONAL)	
	IMO	cargo, Temperature control, OG, Overweight, Flexi	itank, Cargo readiness, CBM, Humidity, etc.
			<i>µ</i>

Even in these cases, to avoid losing the potential customer, the platform allows him to leave a quick request for transportation without the hassle of filling in complex forms. The ability to generate leads in an affiliate like manner makes the platform an extremely valuable tool for creating a database of your own clients, on which you can work more efficiently together with your network of DFA partners.

Kate Borkut Chinese Brothers LTD	1					Q 2
Chinese Brothers LTD Chinese Brothers LTD Chinese Brothers LTD Chinese Brothers Chinese Br	a	Mailboxee Mailboxee Tags Al Bri	ain Il nd	Request a Quote Nº: 666061 @ 06-Apr-2022 10:26 FCL	Memphis (US) — Cork (IE) Product: Freight All Kinds Ready for collection: 10-Apr-2022 00:00	1-8of8 < > C
Bookings Bates & Tariffs Sea Land	÷ ,	 Gi Si Bi 	reen reen ergey	50 x 20' Refrigerated	Cork (IE) — Cork, Ireland (IE) ✓ Product: Freight All Kinds Ready for collection: 10-Apr-2022 00:00	Waiting for the bid Book, now
 Air Apps LE Settings More 	, , , ,	 Y) Vi Ri Gi 	isya ika ed reen	NF: 666059 ⊙ 06-Apr-2022 10:26 Land FCL ≤ 50 × 20' Refrigerated	Memphis, TN, USA (US) — Memphis (US) ~ Product: Freight All Kinds Ready for collection: 10-Apr-2022 00:00	Waiting for the bid
		 BI Ri Gi BI BI BI 	ed røen lue	Nr: 666058 () 06-Apr-2022 10;28 FCL ()) 50 × 20' Refrigerated	Memphis, TN, USA (US) — Cork, Ireland (IE) → Product: Freight All Kinds Ready for collection: 10-Apr-2022 00:00	
		O Gi Bi	lue	N≈ 666056 (2) 05-Apr-2022 10:24 FCL	Memphis (US) — Cork (IE) ✓ Product: Freight All Kinds	



7. Payment Protection

The main objective of Digital Freight Alliance is to build a stable and longterm partnership between all members of the network, in which all premium participants enjoy the luxury of financial confidence when conducting business with other premium members in the group under the most complete guarantees. DFA transactions are guaranteed between enrolled member offices in the case of non-payment. In this respect, we are happy to announce the launch of the DFA Protection Plan, as part of the benefits of being a premium member of the network.

DFA payment protection

Payment protection covers only ocean freight invoices related to the offices/cities that are registered/listed in the Directory. We encourage you to list all your offices and branches with DFA to get the maximum coverage.

Premium insurance

Premium DFA members are automatically covered by a best in class credit risk insurance. The insurance starts at US\$10.000 per year, and can accumulate to a maximum of US\$100.000 for same period.

Payment Protection Scheme



Premium DFA members are automatically covered by a best in class credit risk insurance. The insurance starts at US\$10.000 up to US\$100.000 per year.

40%

Standard Active DFA members matching all requirements are automatically covered by a best in class credit risk insurance. The insurance covers transactions for the loss amount from US\$10.000 up to US\$50.000 per year based on specific conditions, aiming to provide compensation for money lost due to non-payment of invoices for the handling of transactions between enrolled DFA members.



Standard Inactive DFA members are not covered by the network credit insurance.

To learn more: https://www.df-alliance.com/benefits/payment-protection



8. Cargoes Runner ERP

CARGOES Runner aims to provide a single platform solution with a suite of tools to enable digital freight forwarding. The fully integrated ERP solution offers visibility, transparency, and cost-efficiency across freight forwarding operations. CARGOES Runner manages workflows end-to-end, with tools to improve per-capita productivity and per-shipment profitability.

Key features

We manage end to end workflow from Quotations to Shipments, Jobs and Invoices. We connect to your booking agents and custom brokers for electronic data exchange. We keep track of every account receivable and payable for maximum profitability.





Quotations

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- Integrated global ocean sailing schedule search;
- Automated pricing based on the route, mode, company tariff, and profit margin rules;
- Store and reuse quotations;
- Tariff approval/rejection workflow before sending quotes to clients;
- Email delivery of quotes with an expiration date.

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To learn more: https://www.df-alliance.com/services/cargoes-runner



9. Other digital solutions

Premium DFA members can integrate additionally 2 digital tools such as Container Tracking and Ship Schedules by default as a white-label solution for their websites.

9.1 Tracking system

The Tracking System is a unique application that was created with the aim of tracking cargo without the need to visit multiple sites of various carriers. In the modern world of logistics, customers will not perceive a forwarder as a reputable service provider if they are unable to digitally track their goods. Customers are likely to question a carrier's credibility if that carrier does not provide tracking information on the movement of their valuable goods in real time.

The Tracking System seamlessly solves this issue. The design of the tool easily adapts to any site and is customized in accordance with the wishes of the owner. The system works with more than 130 shipping lines, including all global lines and some NVOCCs. It shows the identical information received directly from the line, and moreover, it visualizes the route on the map.



The Tracking System, like other SeaRates applications, has live support and receives regular updates with the release of new features.



9.2 Ship Schedules

Whether you're planning container bookings or analyzing vessel movements, SeaRates has the most comprehensive sailing schedule database. Complete, accurate and updated continuously, our schedule data is available to logistics professionals – anytime and anywhere.

We allow you to check shipping schedules by routing, by port, by vessel, or by carrier. This service can be integrated to your system via web technology.

SeaRates offers the ultimate system, powering your business with actual sailing dates within major ocean carriers for container shipping and beyond. We synchronise sailing schedules coming from the actual carriers' data and allow you to plan container bookings or analyze vessel movements and transit time.

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If you are a DFA member, you don't pay for SeaRates web-based tools integration setup. We have a dedicated IT department who can help you with that; all we need is temporary admin access to integrate the tools for you. If you do not feel comfortable giving temporary access, we can guide a technical third party of your choice to implement the tools safely.



9.3 Other tools

We offer for additional tools for integration, which are in high demand, and include:

1. Distances & Time (analytics)



2. Load Calculator (stuffing optimization)



All of these applications are available in Edge or API versions. Please contact our integrations team at sales@searates.com if you would like to explore more about these tools.

By adopting a digital mindset for your business, you demonstrate strong innovative and technical capabilities to existing and prospective customers side of your business, allowing them to experience the value of your offering.



10. Your Account Manager

Increase your sales online by leveraging our bespoke account manager service.

Your company will be assigned an account manager, mandated to work closely with your company on a daily basis.



An account manager is DFA's internal stakeholder who has the knowledge about every shipping lead received from SeaRates, AirRates and LandRates. These leads are measured in hundreds every day, thus creating additional commercial potential for every DFA Member.

In fact, your Account Manager is essentially your assigned sales representative, who is dedicated to your company, and tasked to bringing you additional cargoes to handle. Based on the quality and competitiveness of your services, your account manager will be able to give you more leads.

Additionally, if you need an urgent contact with us, you can reach out on the 24/7 hotline +1 718 425 3169, on email info@df-alliance.com, or in chat on the first page of DFA, SeaRates, AirRates or LandRates.



THANKS FOR JOINING US!

