

News

Ocean Rate Transparency

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SGL partners up with Xeneta – offering a modern technology platform to achieve rate transparency.

At SGL we aim at constantly developing our product offerings. In the past few years, index-based pricing as well as open book agreements based on neutral rate databases have emerged as a mega trend.

We have been working with Xeneta for more than 2 years to gain transparency that has ensured that we can procure and offer competitive ocean freight rates as well as index solutions based on confirmed contracted rates. Xeneta’s platform allows us to provide full transparency to our customers on the business performance of their ocean freight rates and offer pricing based on the Xeneta’s shipping index.

Xeneta’s robust rate data, advanced visualization capabilities and modern platform technology is extremely important for us to achieve our business objectives.

How can the Xeneta platform benefit you and impact your business?

- Monitor rate developments and benchmark performance relative to the market in the pre and post negotiation phase for both short and long-term rates
- Scope and support your RFQ process
- Validate rate development, thus allowing you to focus on your core business
- Procure competitive rates improving performance relative to the market
- Create executive analysis highlighting focus areas
- Xeneta can also be used as a trusted and neutral third party reference in index based pricing models. Furthermore, it has many more features

Do you want to know more about how this can benefit your business? Reach out and let’s talk about all of the advantages.

What is Xeneta?

Xeneta is the leading online ocean and airfreight rate benchmarking and market intelligence platform.

Today, the platform holds more than 85 million ocean freight contracted rates across 160,000 different port pairs. This allows shippers and freight forwarders a unique rate transparency across the globe enabling all parties to have a constructive dialogue on both the short and long-term market with objective analysis of the market.

Today, Xeneta primarily focuses on ocean freight, but recently airfreight rates have been added as well. [Read more about Xeneta here](#)



Get in touch

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