

# ENHANCE ACCURACY, REDUCE TURNAROUNDS AND BOOST TRANSPARENCY FOR FREIGHT CONTRACTS

Contract management, if done right, can help ensure continuity in contracting cycles, compliance conformance and minimize unnecessary expenditure. However, in the extremely complex international shipping industry, maximizing operational efficiency in contract management continues to be a persistent challenge for freight forwarders and shippers.



### **IMPACT OF INEFFICIENT CONTRACT MANAGEMENT**



### **USD 5 BILLION**

Wasted each year due to invoicing errors

### 9% ANNUAL REVENUE

Lost due to ineffective contract management



### 71% COMPANIES

Unable to find a minimum of 10% contracts

### 80% COMPANIES

Use MS Excel for filing contracts



### **30% ERROR RATE**

In ocean freight invoices

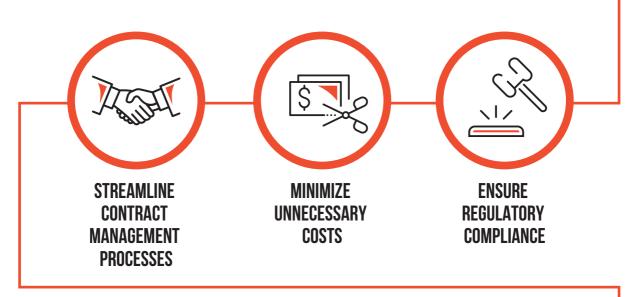
### 91 HOURS

Turnaround time for spot rates

Source: www.joc.com

# TECHNOLOGY-LED CONTRACT MANAGEMENT UNDERPINNED BY DOMAIN EXPERTISE

Freight forwarders and shippers require an experienced partner with domain expertise and the right solution mix to:



WNS has partnered with Portrix Logistic Software GmbH to offer freight forwarders and shippers an agile solution to help address these challenges.

## TRANSFORMING CONTRACT MANAGEMENT

Global Price Management (GPM), a multi-modal freight rate and surcharge management application, offers solutions for Rate Management, Allocation Management, Quotation Management, Ocean Schedule, Collaborative Sourcing and Reporting.

The Contract Management solution, a subset of the Rate Management solution, allows freight forwarders and shippers to:

- Optimize their contract management processes
- Efficiently manage transportation rates
- Eliminate manual work
- Improve user experience

The WNS-Portrix solution offers a host of features that enable efficient contract management across freight modes and geographies:

- Manages contracted volume forecasts, carrier booking allocations to fulfil
   Minimum Quantity Commitment (MQC) as per contract, quotations and rate updates
- Provides a multi-modal freight rate and surcharge management platform for 360-degree rate management
- Offers access to rates across geographies through a centralized platform
- Gives a comprehensive view of rate comparison across carriers and transport modes
- Allows the setting up of user rights and access levels based on client requirements
- Executes best-in-class tariff administration for rate updates based on the freight mode (sea, air, road and rail) used by carriers
- Interfaces seamlessly with existing operational and financial software systems through a generic web-service connector



# WNS' DIFFERENTIATORS THAT SPELL VALUE

### **Industry Expertise**

We bring deep knowledge and understanding of the shipping and logistics industry, and its market volatility that causes fluctuations in rates. We know the criticality of expiry dates and timely rate updates for accurate billing and invoicing.

### Operational and Process Efficiency

We have executed multimodal contracts for clients across all transport segments and are adept in managing the entire gamut of rate management including:

 Updating buying and selling rates, and managing multimodal rate updates across multiple geographies in real-time

- Maintaining service levels required for rate management processes
- Repository of best practices for contract management across the transportation sector
- Total transparency for a 360-degree view of ontract processing

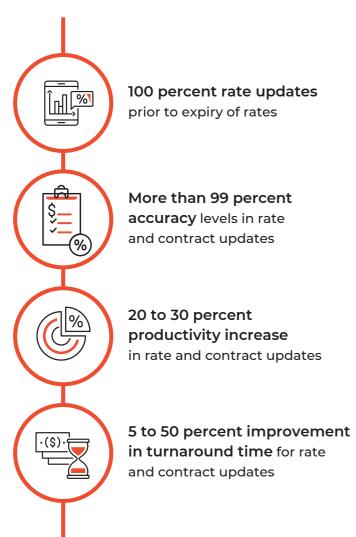
### **Robust Talent Ecosystem**

Our centralized team ensures a ready ecosystem of skilled and trained resources 365 days a year. Our dedicated expert teams are embedded across all our global delivery centers. Services are extended to clients from delivery centers of their choice.



## ENABLING TANGIBLE BUSINESS OUTCOMES

The WNS-Portrix contract management solution delivers significant benefits that matter most to shippers and freight forwarders such as:



# **WNS**

WNS (Holdings) Limited (NYSE: WNS) is a leading global Business Process Management (BPM) company. WNS offers business value to 350+ global clients by combining operational excellence with deep domain expertise in key industry verticals, including banking and financial services, consulting and professional services, healthcare, insurance, manufacturing, media and entertainment, retail and consumer packaged goods, telecommunications and diversified businesses, shipping and logistics, travel and leisure, and utilities and energy. WNS delivers an entire spectrum of business process management services such as customer care, finance and accounting, human resource solutions, research and analytics, technology solutions, and industry-specific back-office and front-office processes. WNS has delivery centers worldwide, including China, Costa Rica, India, the Philippines, Poland, Romania, South Africa, Spain, Sri Lanka, Turkey, U.K. and U.S.

To know more, write to us at marketing@wns.com or visit us at www.wns.com

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