



**DF ALLIANCE**  
by DP WORLD

# Member's Kit



Digitize your  
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?



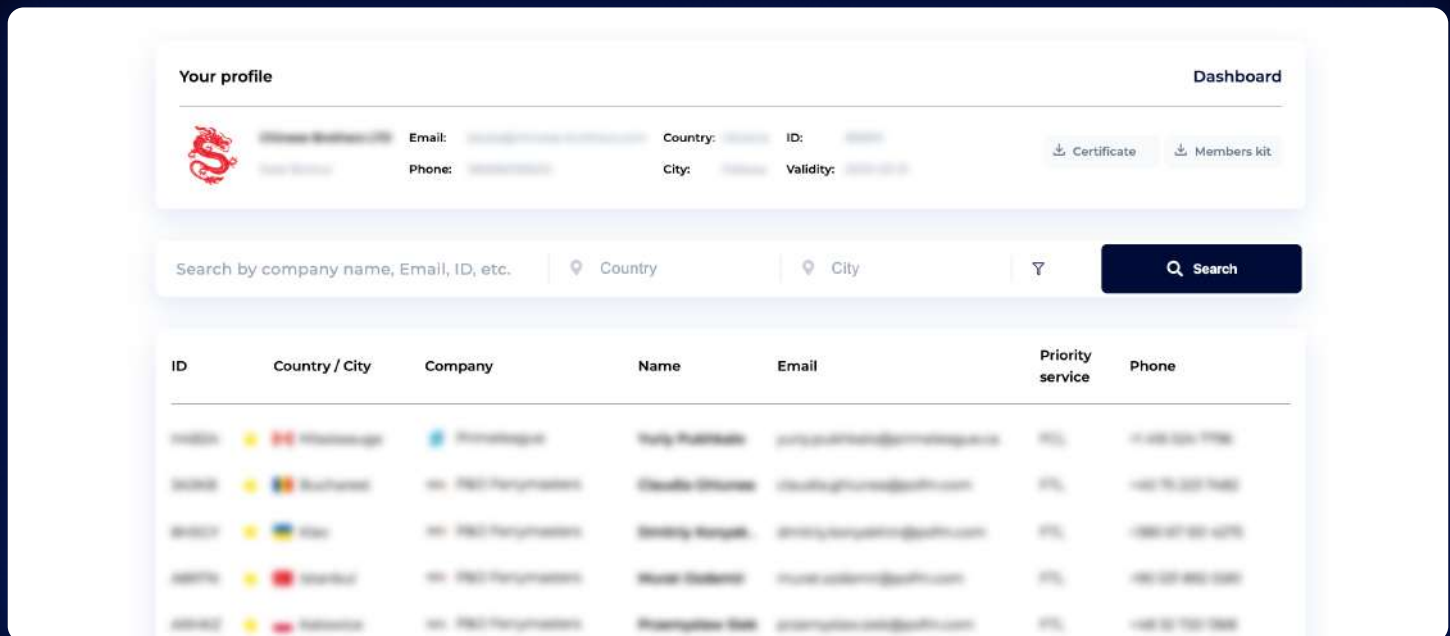
### Discover your new opportunities:

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

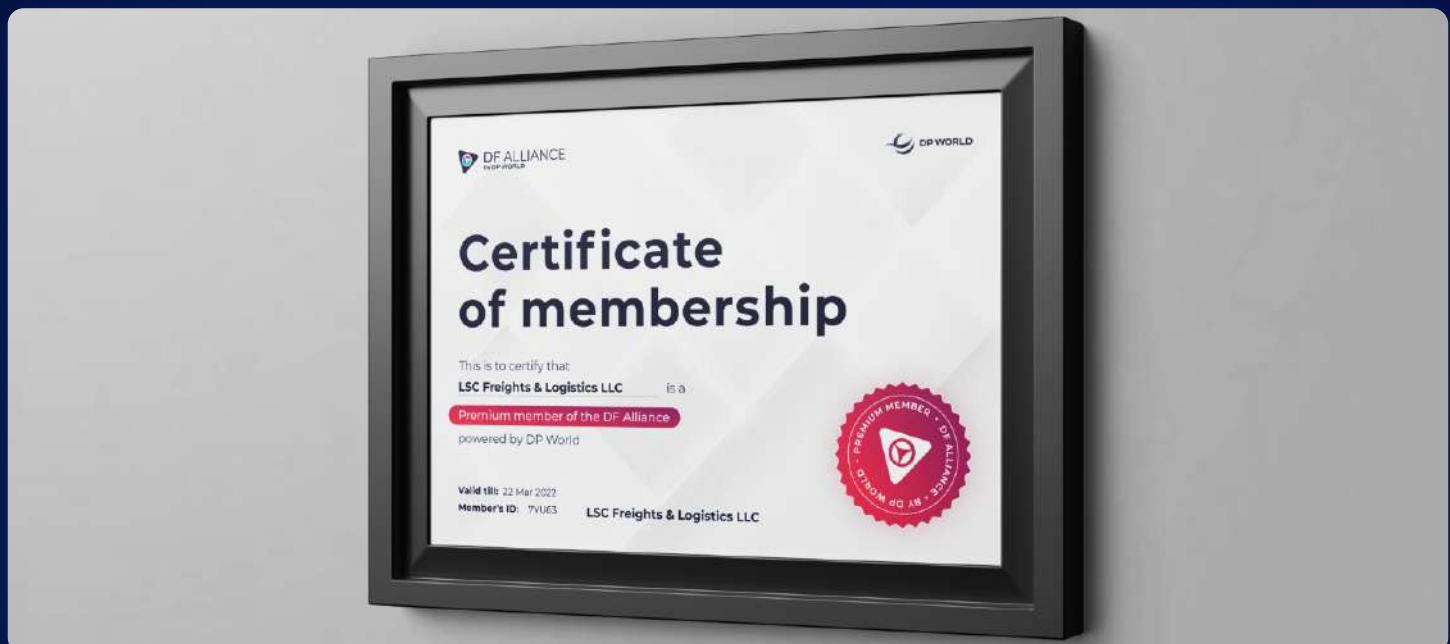
## 1. How to leverage the DFA identity

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:



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.



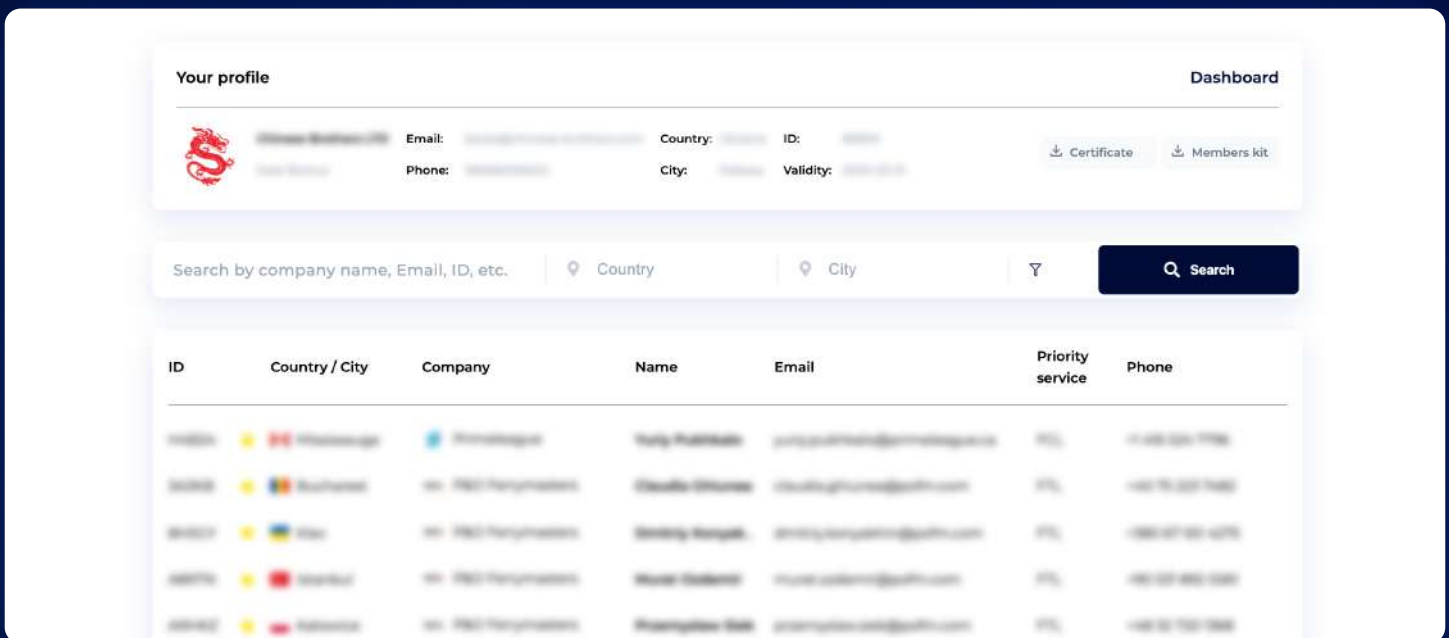
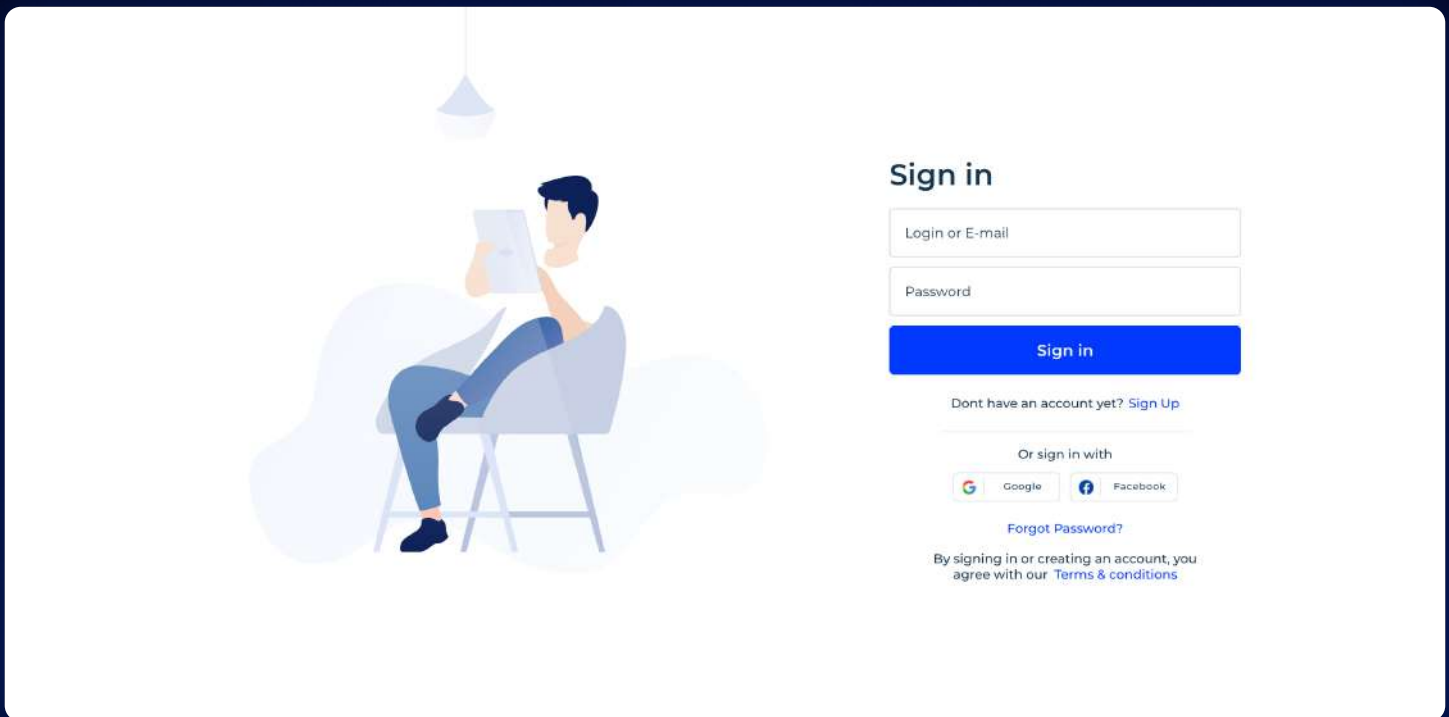


## 2. Member's directory

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.



## 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.

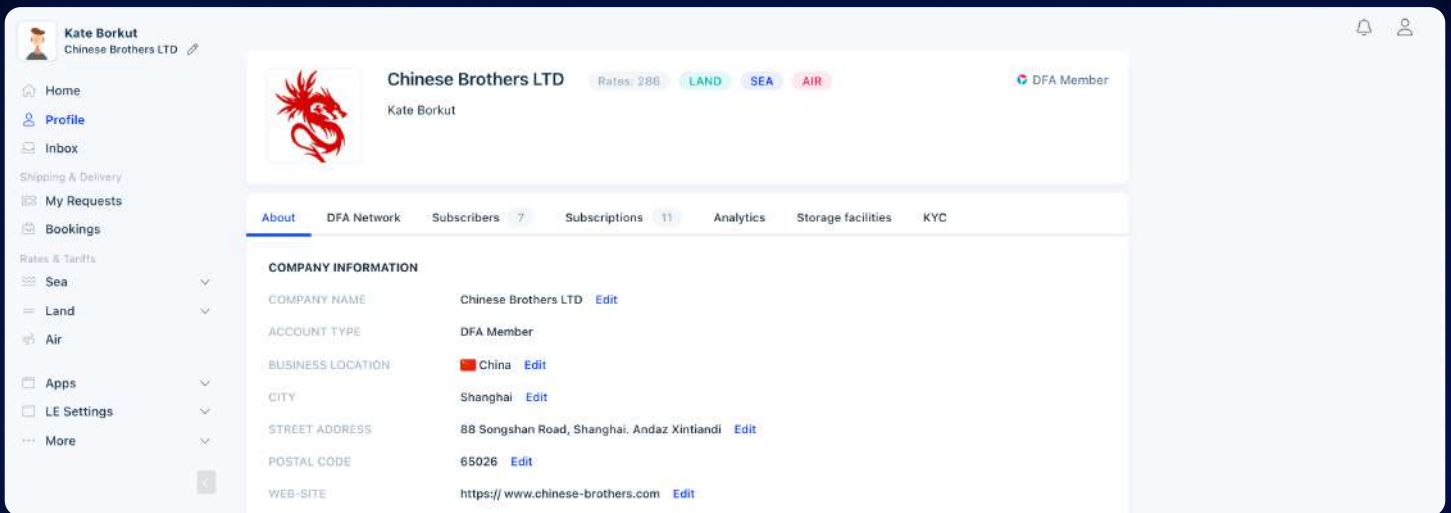
When you sign in, you land in the Dashboard homepage, where you can see all your current activity and summary of all tabs inside Virtual Office (new and current bookings, documents, finances, chats, followers etc.) for easy navigation.

The screenshot displays the user interface of the SeaRates.com dashboard. On the left is a navigation sidebar with categories like 'Transport mod', 'Dashboard', 'Requests', 'Bookings', 'Rates', 'Products', 'Documents', 'Apps', 'Inbox', and 'More'. The main content area features a search bar, a user greeting 'Hello, Alex', and tabs for 'Own' and 'Others'. A summary row shows five key metrics, each with a value and a 1.2% increase: Total bookings (4900), Active bookings (4900), Freight amounts (\$900), Requests (4900), and Rates for sale (4900). Below this is a section for 'Active bookings' with a dropdown menu and a 'More info' link. The central part of the dashboard is a world map with various colored markers representing active shipments. A callout box highlights a specific shipment: 'ARRIVES WITHIN 5 DAYS', '№596879', 'Ningbo, CN > Odessa, UA'. At the bottom, there are sections for 'DFA Network' (showing two user avatars) and 'Profile viewers' (showing a line graph with three data points).

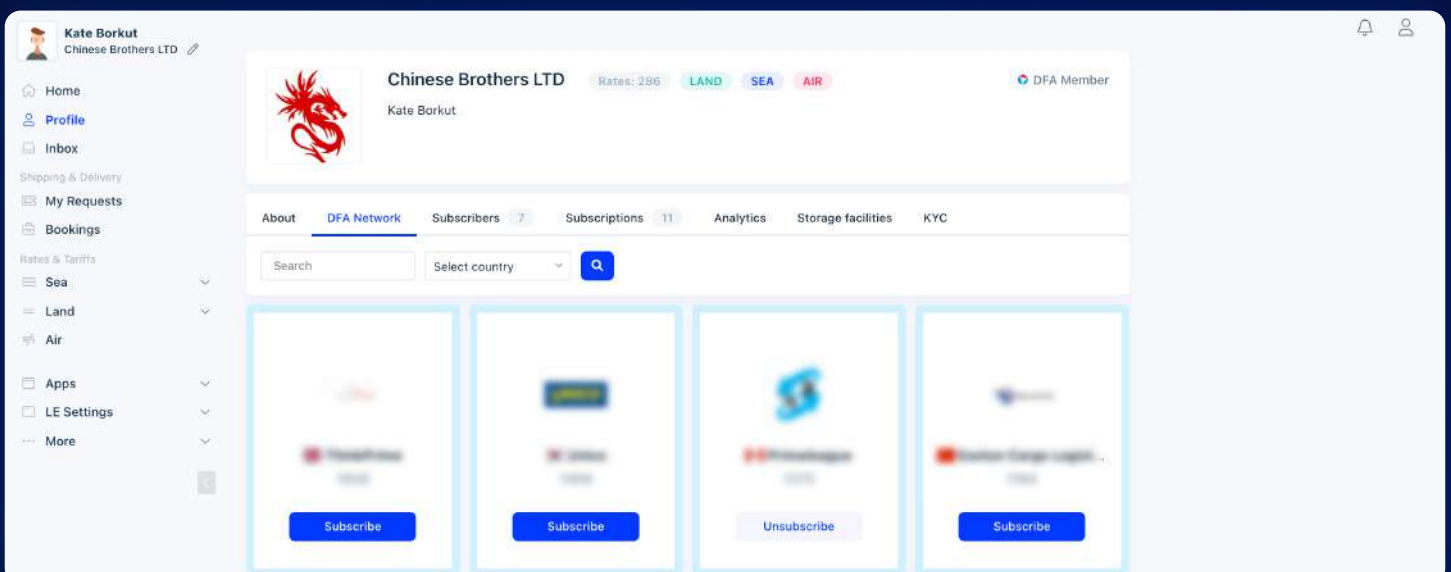


## 2.2 Profile

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.

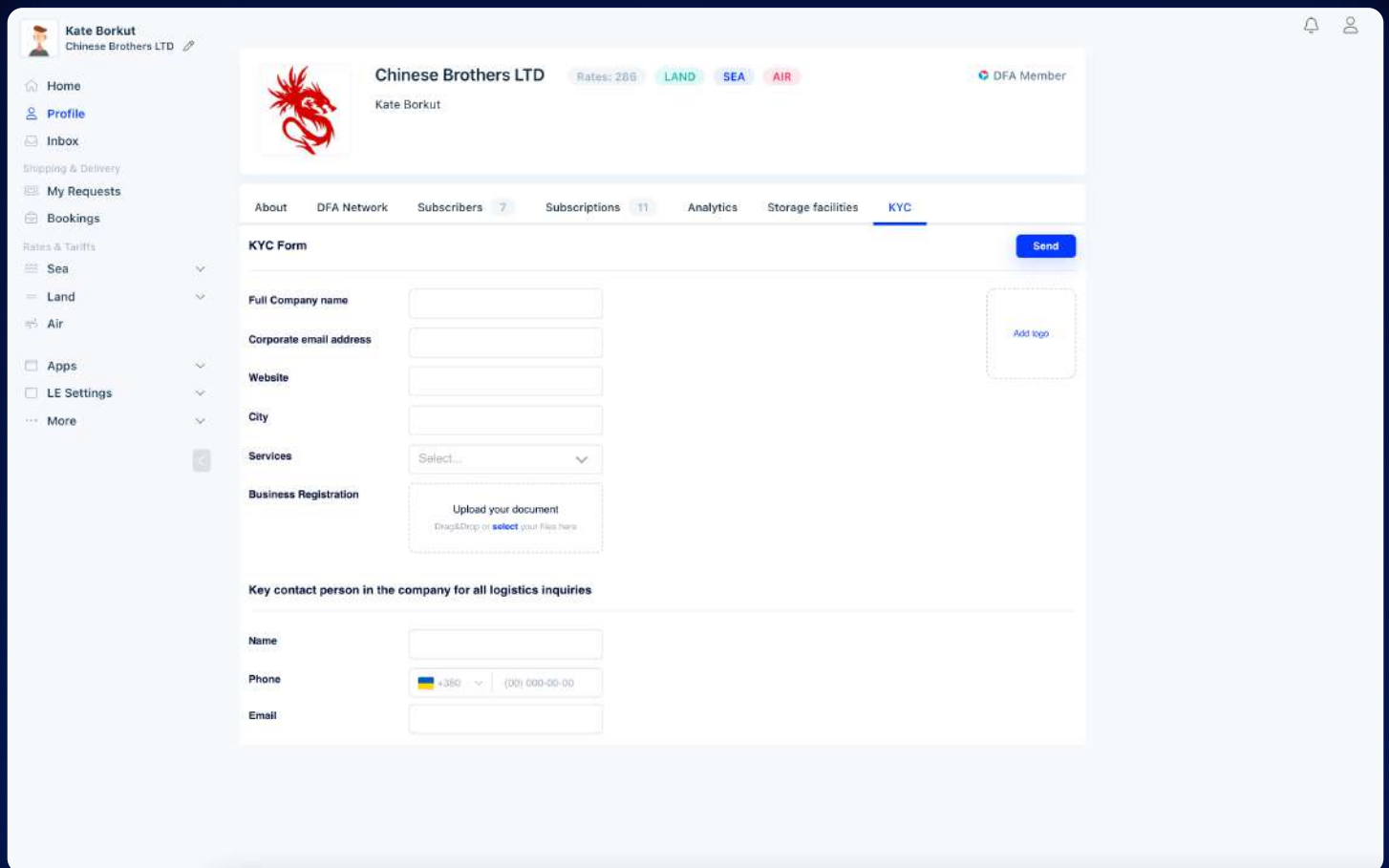


'Network' is one of the sections in the platform which can be found in the Profile tab. There you can view all members whose rates you may be following, and you can also see partners who follow your rates. Following rates helps members to potentially increase their sales geography and shows their rates 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).



## 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.



The screenshot displays the KYC Form interface for a member named Kate Borkut, representing Chinese Brothers LTD. The interface includes a navigation sidebar on the left with options like Home, Profile, and Bookings. The main content area shows the company profile with a red dragon logo and service categories (LAND, SEA, AIR). The KYC Form section contains the following fields:

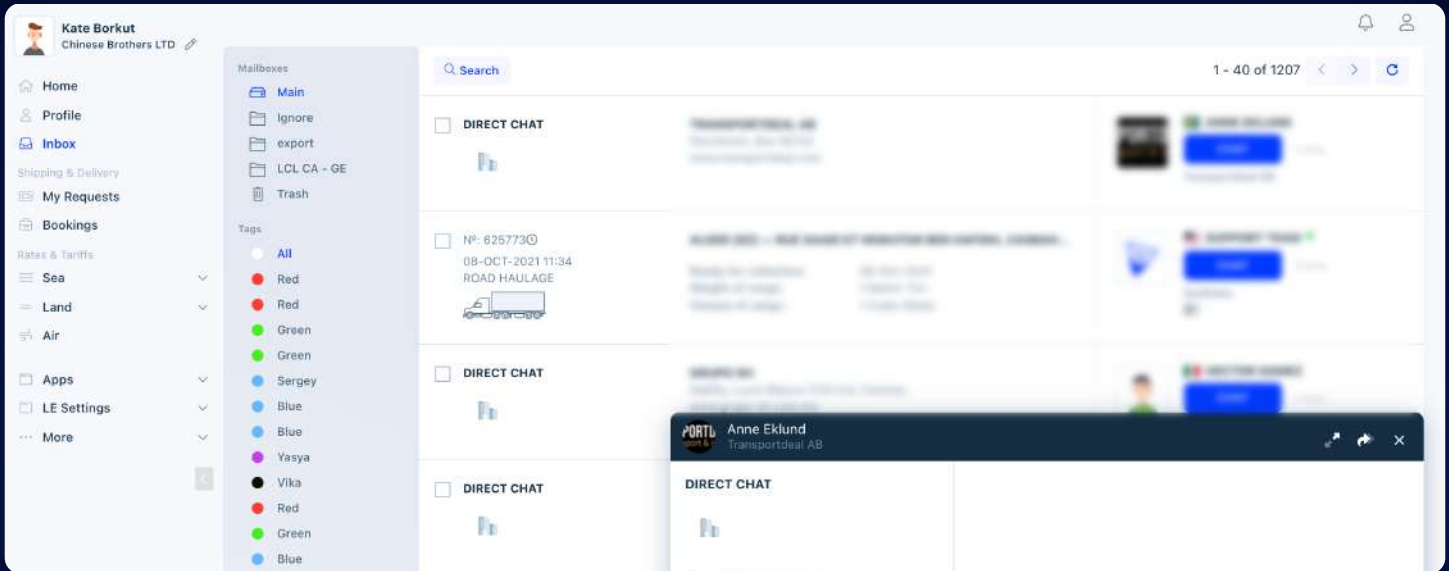
- Full Company name:** Text input field.
- Corporate email address:** Text input field.
- Website:** Text input field.
- City:** Text input field.
- Services:** Dropdown menu with "Select..." option.
- Business Registration:** Document upload area with "Upload your document" and "Drag&Drop or select your files here" instructions.
- Key contact person in the company for all logistics inquiries:** Section with fields for:
  - Name:** Text input field.
  - Phone:** Text input field with a country code dropdown (currently set to +380) and a phone number format (00) 000-00-00.
  - Email:** Text input field.

A "Send" button is located at the top right of the form area.



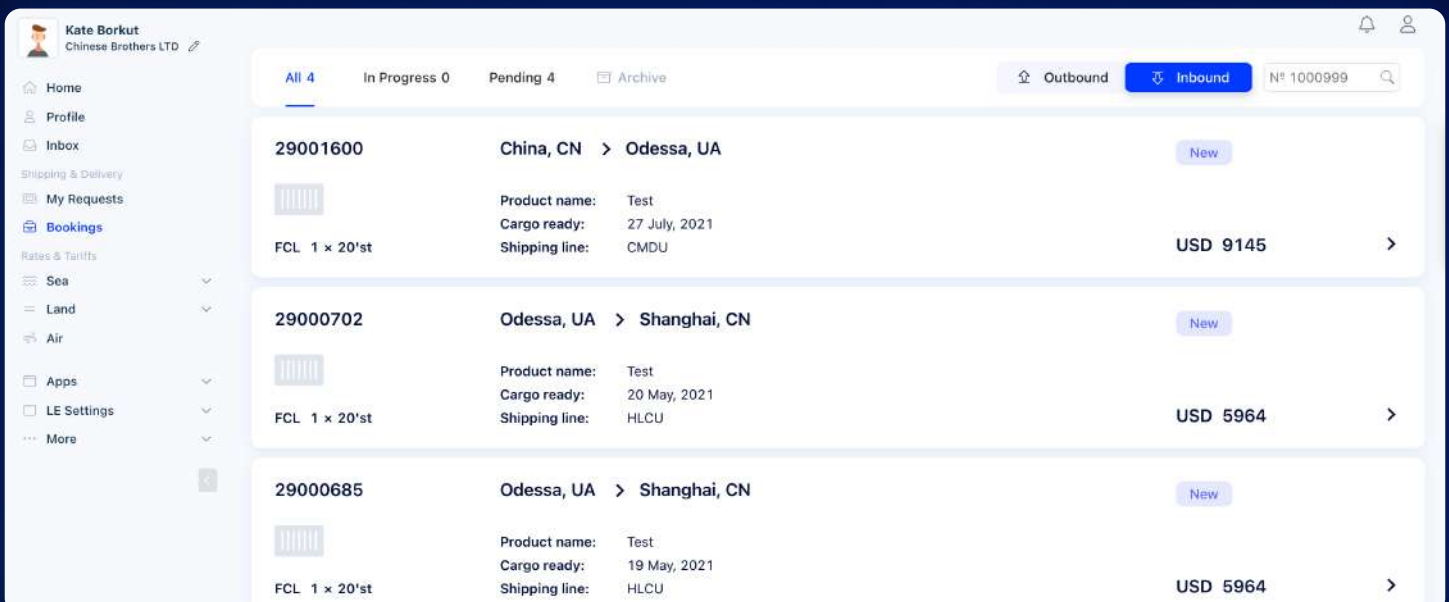
## 2.3 Inbox

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



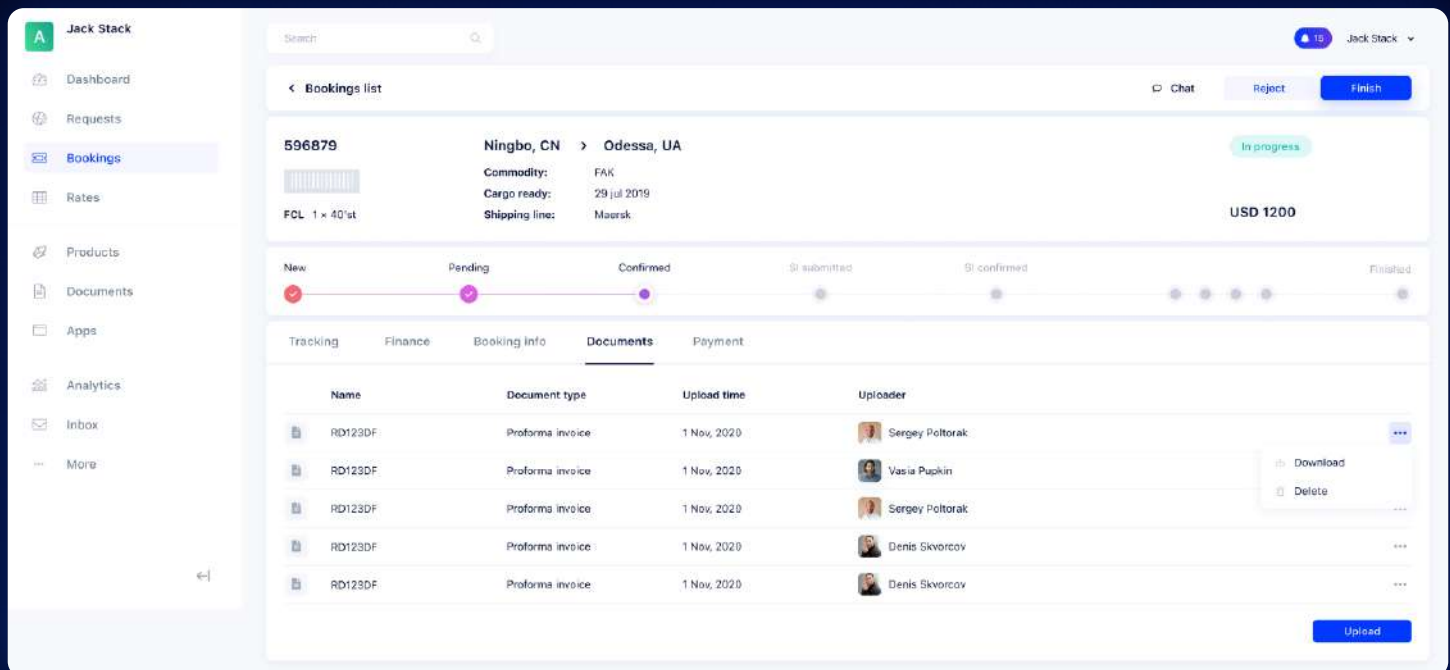
## 2.4 Bookings

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’.



## 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.



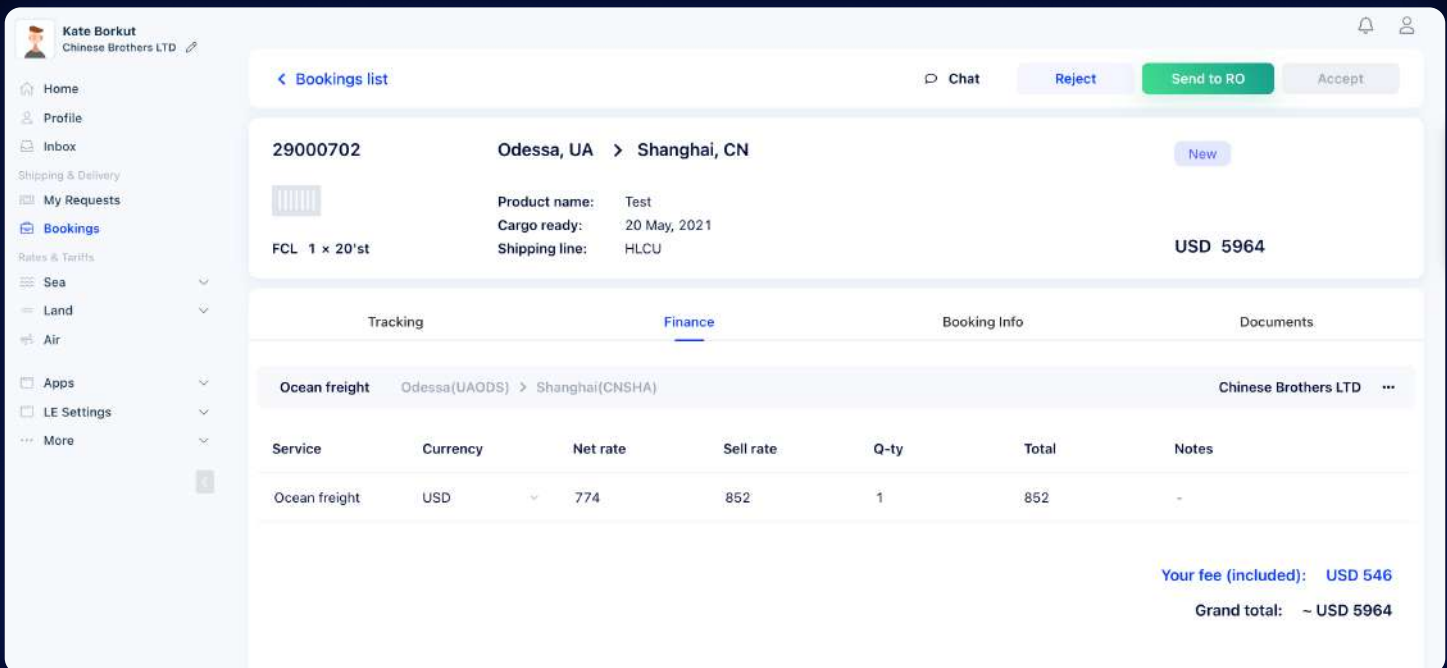
## 2.4.2 Finance

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

Finance table has the following columns:

- Service Name
- Provider
- Quantity
- Currency
- Net rate
- Sell Rate
- Profit Per Unit
- Profit Total





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:

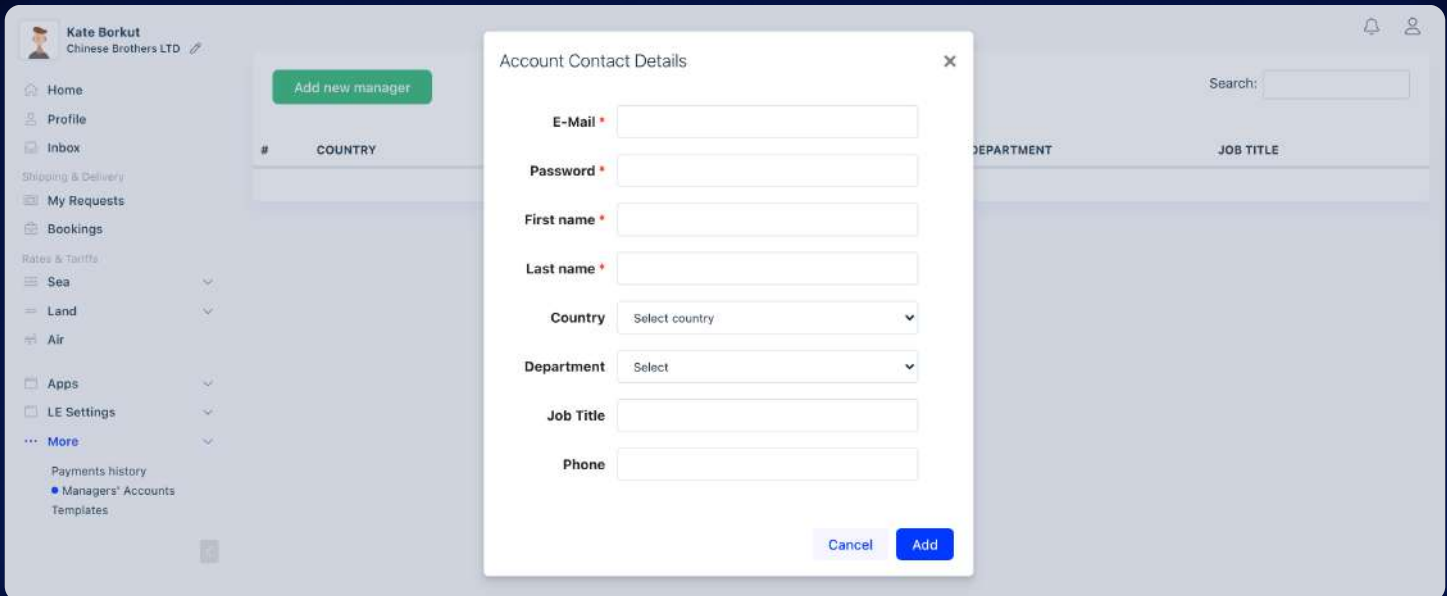
- Trucking USD 900 net, USD 1000 gross = USD 100 profit
- Port fees USD 350 net, USD 450 gross = USD 100 profit
- Trucking fees USD 200, USD 300 gross = USD 100 profit

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

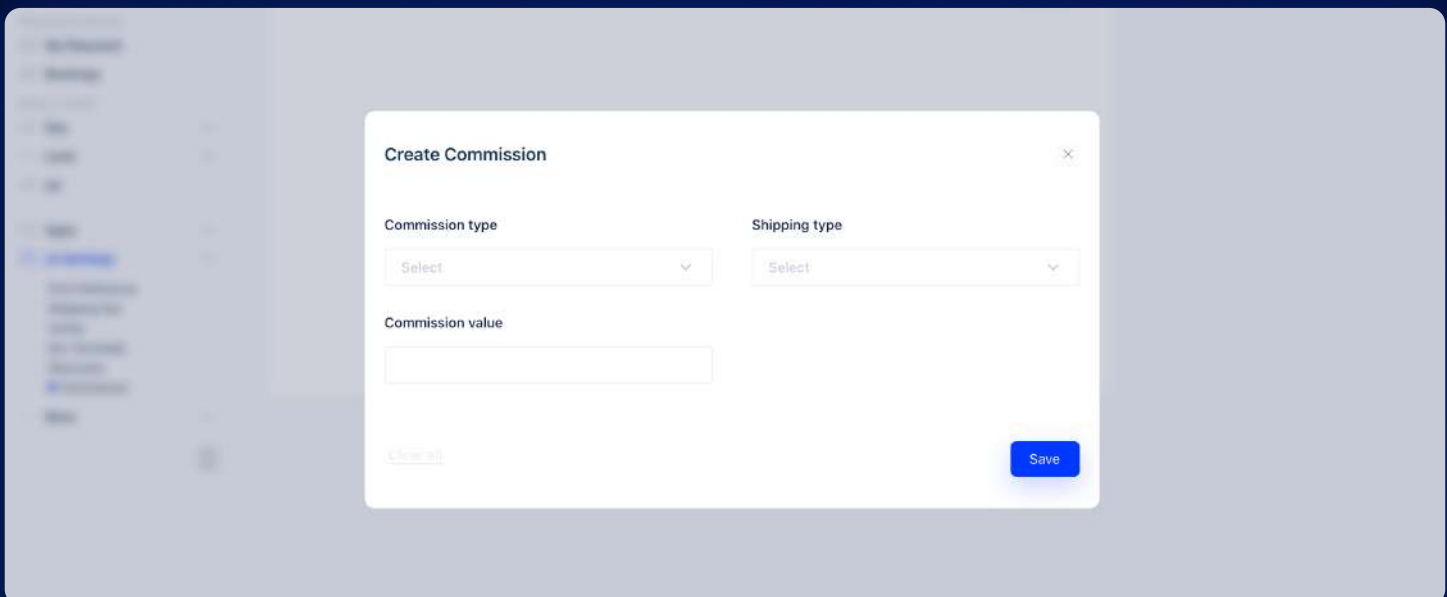
## 2.5 More

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

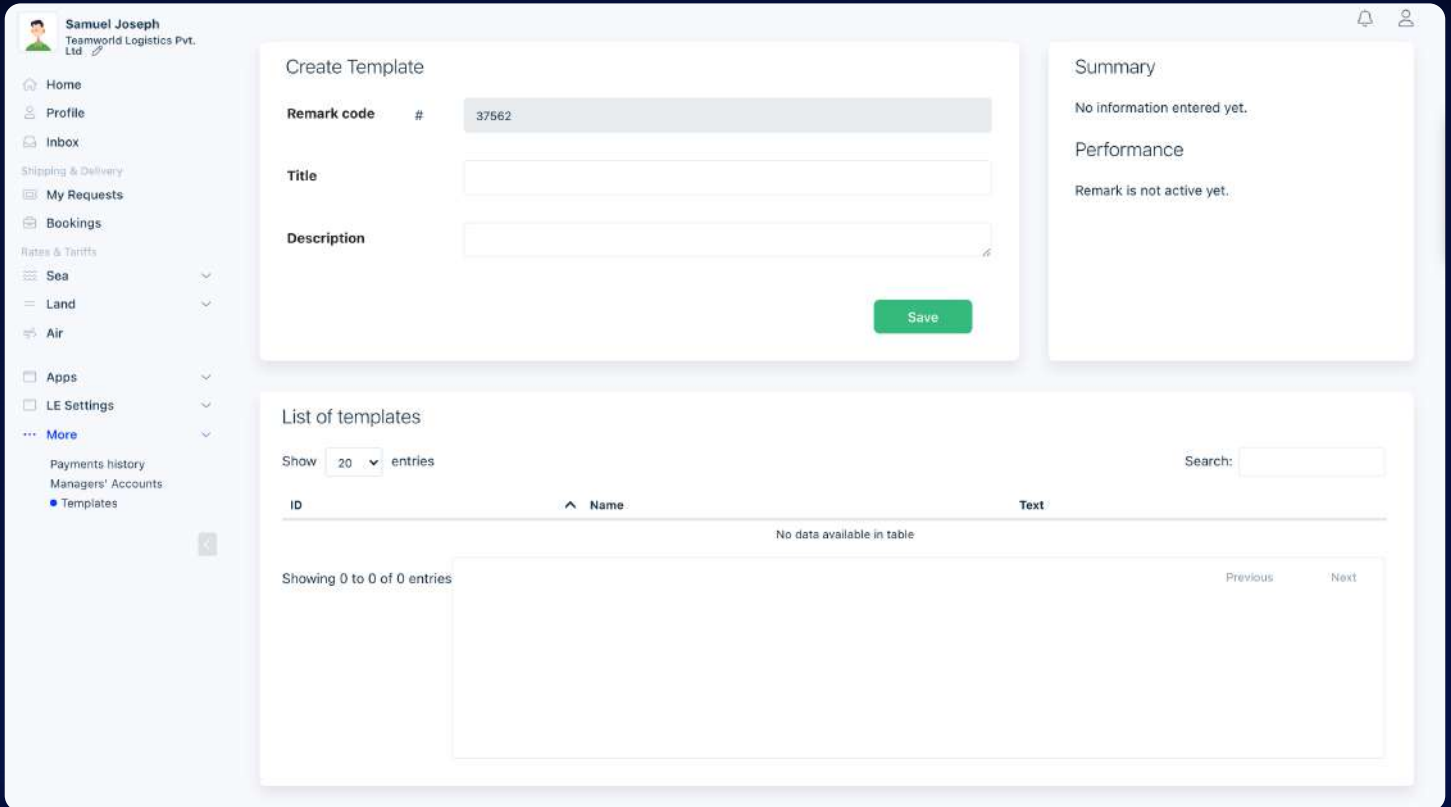


## Managing commission





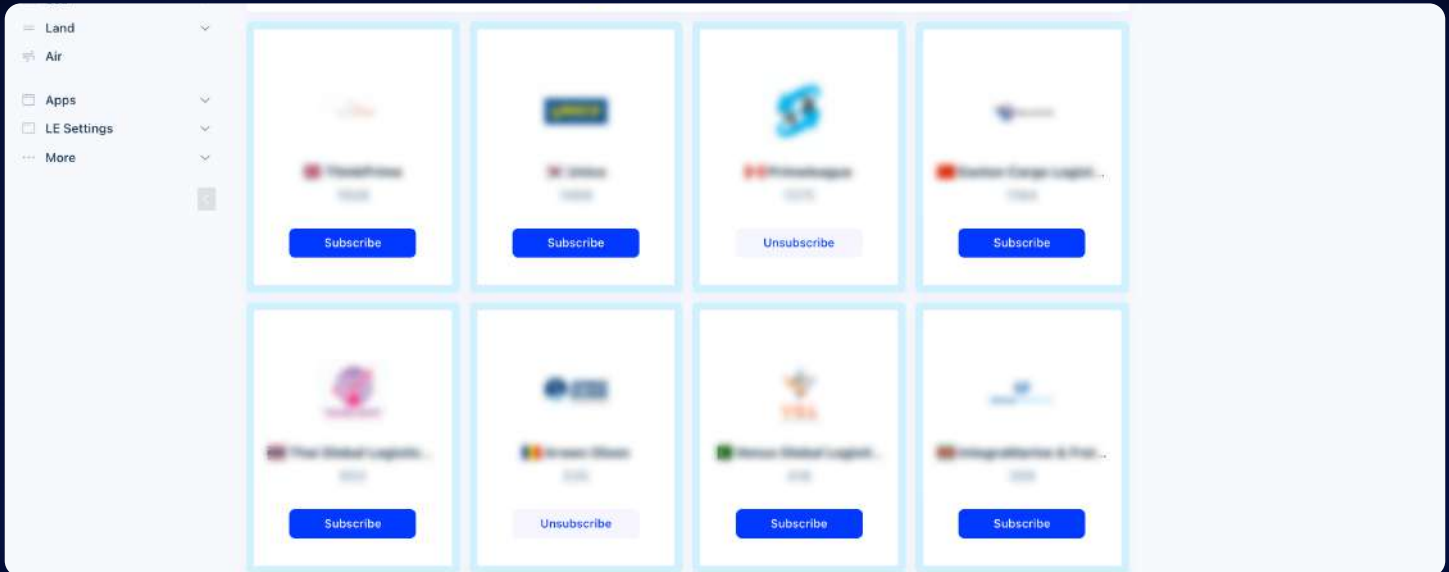
## Managing templates



The screenshot displays the 'Managing templates' interface. On the left is a navigation sidebar for Samuel Joseph (Teamworld Logistics Pvt. Ltd.) with options like Home, Profile, Inbox, and various shipping modes. The main area is divided into three sections: 'Create Template' with input fields for Remark code (37562), Title, and Description, and a Save button; 'List of templates' with a search bar and a table showing 'No data available in table'; and a 'Summary' panel on the right indicating 'No information entered yet.' and 'Remark is not active yet.'

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



## My partner rates

Rates Archive **Rates** Excel

Shipping rates table for different types of containers (20/40/40HQ, 20/40Ref)

|   | Container Yard to Container Yard (CY/CY) |          | Currency | Container Type |          |          |        |           |           |       |
|---|--|----------|----------|----------------|----------|----------|--------|-----------|-----------|-------|
|   | From                                     | To       |          | 20' ST**       | 40' ST** | 40' HQ** | 45'*** | 20' REF** | 40' REF** |       |
| 1 | Odessa                                   | Shanghai | USD      | 55             | 55       | 55       | 55     | 55        | 55        | 2022- |
| 2 |  |          |          |                |          |          |        |           |           |       |

## Adding my commission

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.





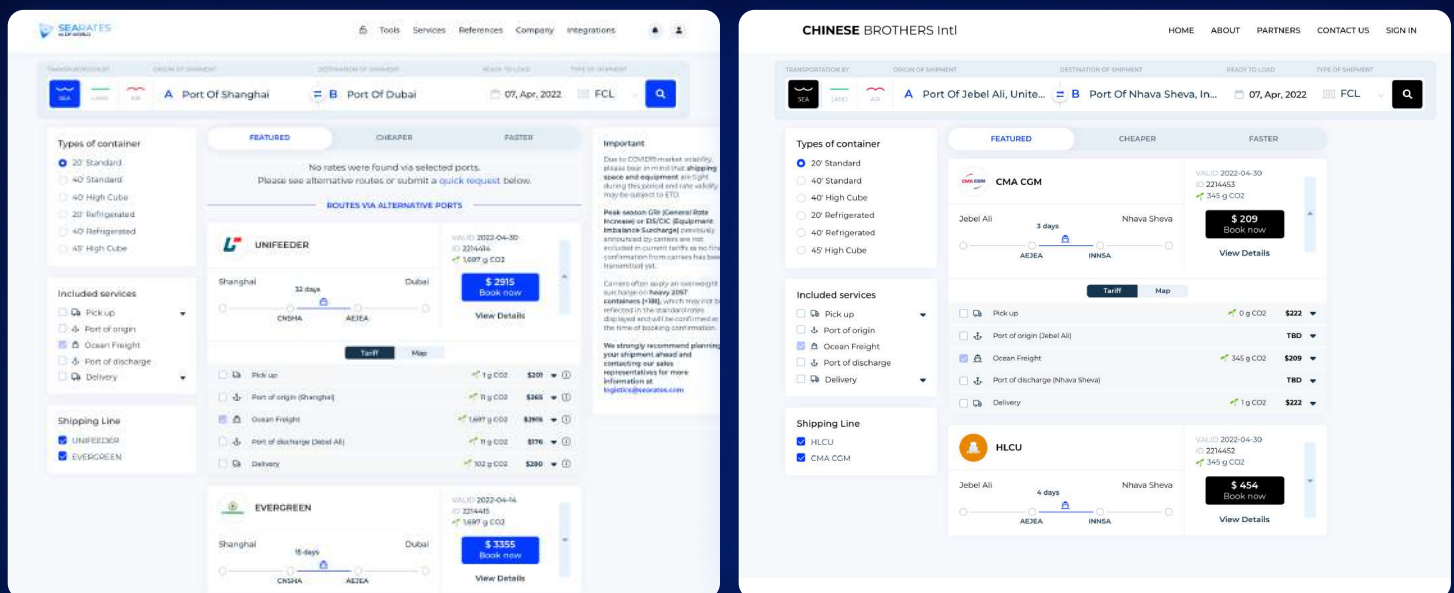
## 3. Logistics Explorer integration

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.



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.

### SHIPMENT INFORMATION

ORIGIN  
Shanghai, CN

DESTIN  
Jebel Ali, AE

PLANT / POLY  
08 Apr, 2022

TYPE OF DELIVERY  
FCL

CARGO QUANTITY  
20 Standard - 1 +

Ocean Freight

USD 2915

TOTAL  
**~ \$ 2915**

YES  NO DO YOU NEED CUSTOMS CLEARANCE?

YES  NO DO YOU NEED INSURANCE?

YES  NO DO YOU NEED PRE SHIPMENT INSPECTION SERVICE?

YES  NO DO YOU NEED TO DEFER YOUR CARGO PAYMENT?

#### Contact info

|   |   |
|---|---|
| <b>FULL NAME</b>  | <b>E-MAIL</b>   |
| <input type="text" value="Jane Appleseed"/>   | <input type="text" value="jane.appleseed@example.com"/> |
| <b>PHONE</b>  | <b>COMMODITY NAME</b>                                   |
| <input type="text" value="+443070486438"/>  | <input type="text" value="Commodity Name"/>             |
| <b>DESCRIPTION (OPTIONAL)</b>   |   |
| <input type="text" value="IMO cargo, Temperature control, OC, Overweight, Flexitank, Cargo readiness, CBM, Humidity."/> |   |

[Book now](#)

### 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.

| ID    | Country / City | Company        | Name      | Email                   | Priority service | Phone           |
|-------|----------------|----------------|-----------|-------------------------|------------------|-----------------|
| 84826 | Shanghai       | Shineway       | Tony Hu   | tony.hu@shineway.com    | Yes              | +86 21 524 7166 |
| 84828 | Frankfurt      | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +49 70 227 7400 |
| 84831 | New York       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +1 212 455 4275 |
| 84876 | Shanghai       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +86 21 524 7166 |
| 84882 | Shanghai       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +86 21 524 7166 |
| 84875 | Frankfurt      | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +49 70 227 7400 |
| 12345 | New York       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +1 212 455 4275 |
| 5678  | Shanghai       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +86 21 524 7166 |
| 9012  | Frankfurt      | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +49 70 227 7400 |
| 3456  | New York       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +1 212 455 4275 |
| 7890  | Shanghai       | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Yes              | +86 21 524 7166 |

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.

Your profile
Dashboard

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Email:

Country:  ID:

Phone:  City:  Validity:

[Certificate](#)

[Members kit](#)

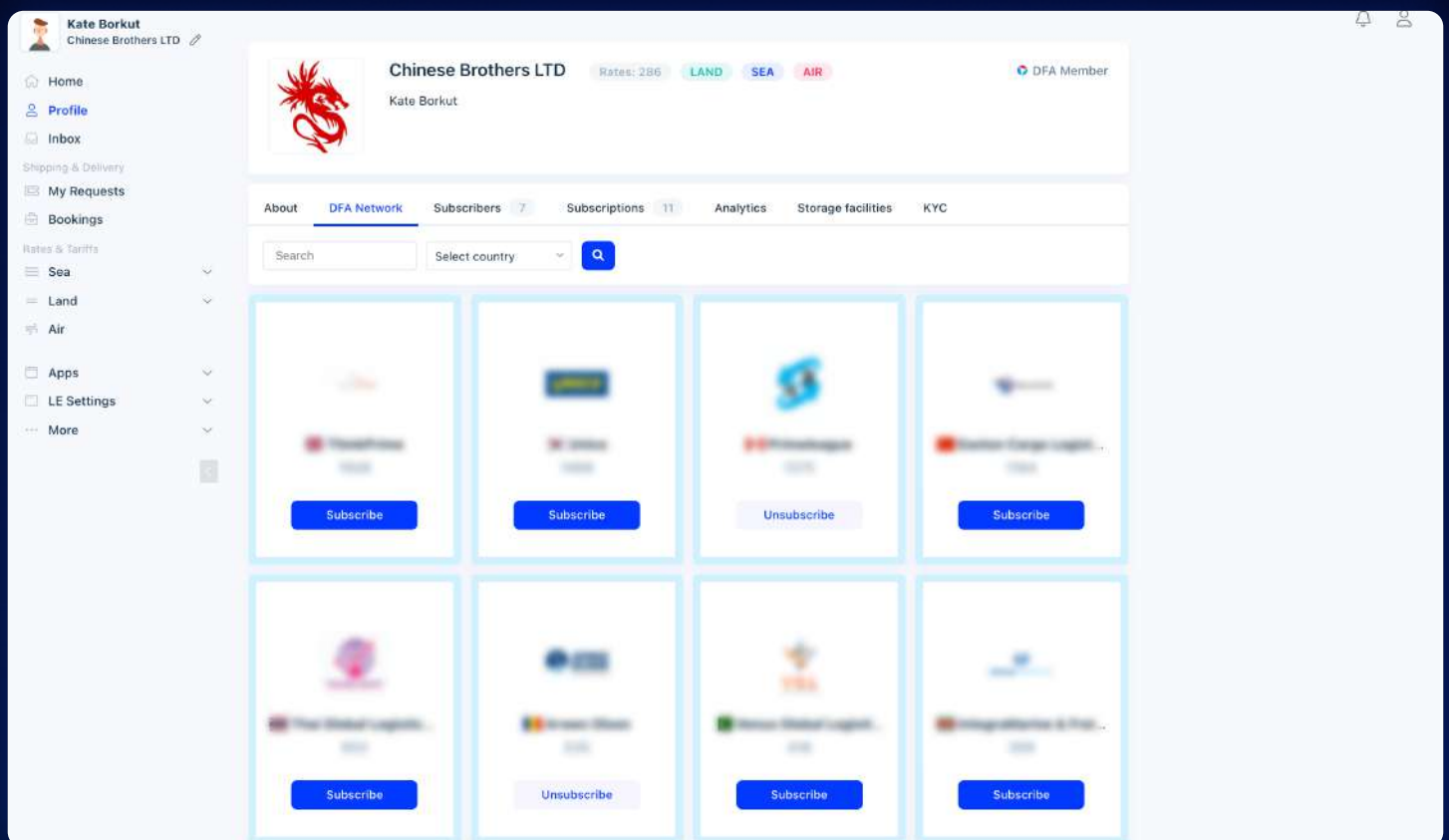
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| ID    | Country / City | Company        | Name      | Email                   | Status  | Priority service | Phone           |
|-------|----------------|----------------|-----------|-------------------------|---------|------------------|-----------------|
| 84826 | Shanghai       | Shineway       | Tony Hu   | tony.hu@shineway.com    | Free    | Yes              | +86 21 524 7166 |
| 84828 | Frankfurt      | W. H. H. H. H. | Frankfurt | frankfurt@w.h.h.h.h.com | Premium | Yes              | +49 70 227 7400 |



## 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.

Rates Archive **Rates** Excel

Shipping rates table for different types of containers (20/40/40HQ, 20/40Ref)

|   | Container Yard to Container Yard (CY/CY) |          |          | Container Type |          |          |        |           |           | F     |
|---|--|----------|----------|----------------|----------|----------|--------|-----------|-----------|-------|
|   | From                                     | To       | Currency | 20' ST**       | 40' ST** | 40' HQ** | 45'*** | 20' REF** | 40' REF** |       |
| 1 | Odessa                                   | Shanghai | USD      | 55             | 55       | 55       | 55     | 55        | 55        | 2022- |
| 2 |  |          |          |                |          |          |        |           |           |       |

### Create Commission

Commission type

Select v

Shipping type

Select v

Commission value

[Clear all](#)

Save

**CHINESE BROTHERS Intl** HOME ABOUT PARTNERS CONTACT US SIGN IN

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TRANSPORTATION BY
ORIGIN OF SHIPMENT
DESTINATION OF SHIPMENT
READY TO LOAD
TYPE OF SHIPMENT

SEA
LAND
AIR

A Port Of Shanghai, China
 ⇄
B Port Of Jebel Ali, Unite...

📅 08, Apr, 2022

📦 FCL

🔍

FEATURED
CHEAPER
FASTER

**Types of container**

- 20' Standard
- 40' Standard
- 40' High Cube
- 20' Refrigerated
- 40' Refrigerated
- 45' High Cube

**Included services**

- 🚚 Pick up
- 📍 Port of origin
- 🌊 Ocean Freight
- 📍 Port of discharge
- 🚚 Delivery

**Shipping Line**

- UNIFEEDER
- EVERGREEN

**UNIFEEDER**

VALID 2022-04-30  
ID 2215414  
🌿 1,697 g CO2

Shanghai
32 days
Jebel Ali

○
—
○

CNSHA
AEJEA

**\$ 2915**  
Book now

View Details

Tariff
Map

|  |               |        |
|--|---------------|--------|
| <input type="checkbox"/> 🚚 Pick up                       | 🌿 1 g CO2     | \$201  |
| <input type="checkbox"/> 📍 Port of origin (Shanghai)     | 🌿 11 g CO2    | \$265  |
| <input checked="" type="checkbox"/> 🌊 Ocean Freight      | 🌿 1,697 g CO2 | \$2915 |
| <input type="checkbox"/> 📍 Port of discharge (Jebel Ali) | 🌿 11 g CO2    | \$176  |
| <input type="checkbox"/> 🚚 Delivery                      | 🌿 0 g CO2     | \$201  |

**EVERGREEN**

VALID 2022-04-14  
ID 2215415  
🌿 1,697 g CO2

Shanghai
15 days
Jebel Ali

**\$ 3355**  
Book now

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.

## 6. Ability to advertise your rates on SeaRates marketplace

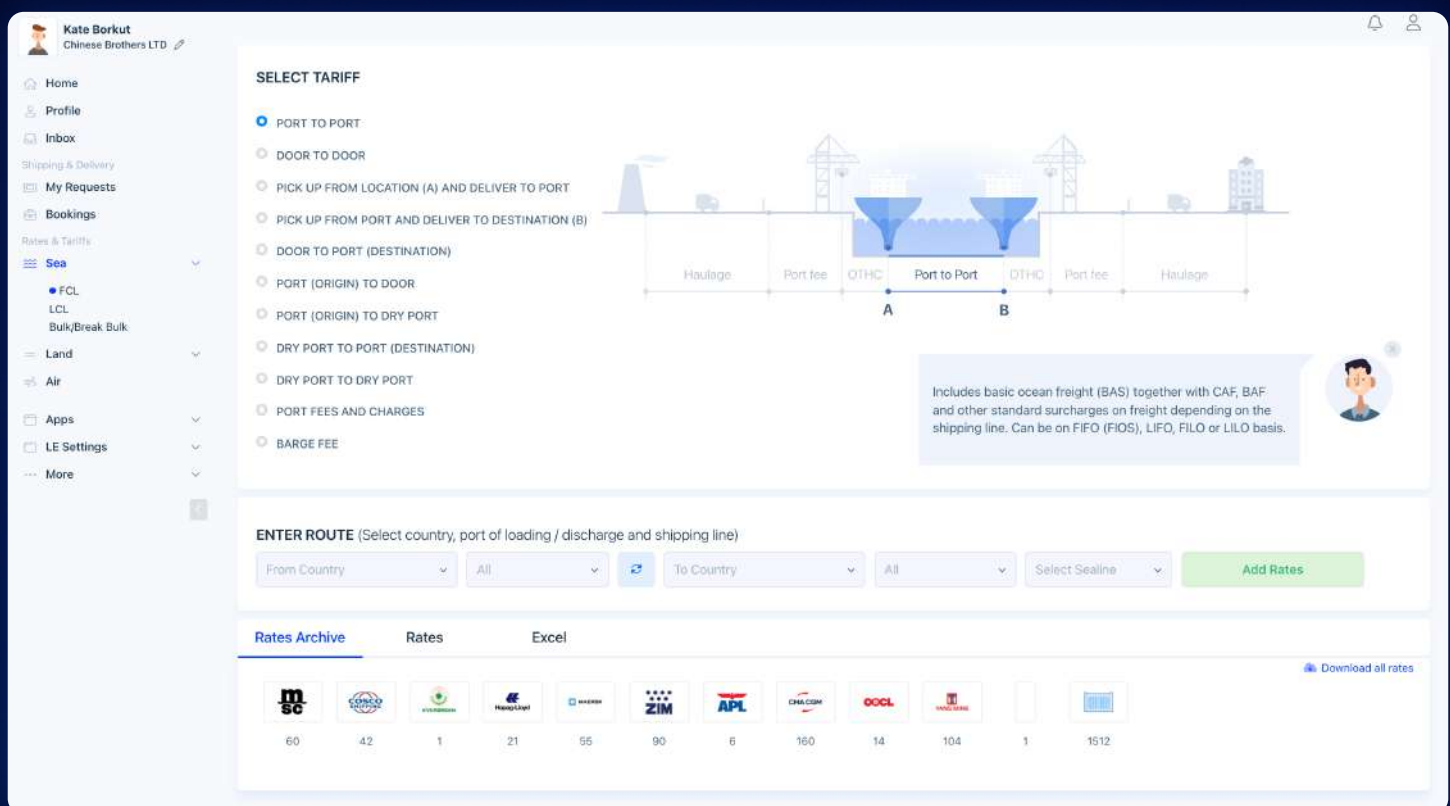
As a premium DFA member, you have a great opportunity to promote your services to more than 20 thousand of potential customers every day through DP World's SeaRates.com, AirRates.com and LandRates.com. Your rates will be shown in thousands of daily search results to customers whose specific needs match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



**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 (ORIGIN) TO DOOR
- PORT (ORIGIN) TO DRY PORT
- DRY PORT TO PORT (DESTINATION)
- DRY PORT TO DRY PORT
- PORT FEES AND CHARGES
- BARGE FEE

Includes basic ocean freight (BAS) together with CAF, BAF and other standard surcharges on freight depending on the shipping line. Can be on FIFO (FIOS), LIFO, FILO or LILO basis.

**ENTER ROUTE** (Select country, port of loading / discharge and shipping line)

From Country: [Dropdown] | All: [Dropdown] | To Country: [Dropdown] | All: [Dropdown] | Select Sealine: [Dropdown] | [Add Rates](#)

**Rates Archive** | Rates | Excel

|    |    |   |    |    |    |   |     |    |     |      |
|----|----|---|----|----|----|---|-----|----|-----|------|
|    |    |   |    |    |    |   |     |    |     |      |
| 60 | 42 | 1 | 21 | 55 | 90 | 6 | 160 | 14 | 104 | 1512 |

[Download all rates](#)

2) Follow the hints to add rates for:

- Sea - FCL, LCL or Bulk
- Airfreight
- Land – FTL, LTL or FWL





## Adding rates for Air cargo

|    | From       | To                 | Currency | Weight breaks |        |      |       |       |       | Fuel/ASC |     | Security |     | Screening/TSA |     |    |
|----|------------|--------------------|----------|---------------|--------|------|-------|-------|-------|----------|-----|----------|-----|---------------|-----|----|
|    |            |                    |          | 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) | Campbelltown (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

|    | From*                                | To*  | Currency | M3 | Max Weight (mt) | Rate per km/mile |       | km/mile | Distance | Total     |   | Template |
|----|--------------------------------------|--|----------|----|-----------------|------------------|-------|---------|----------|-----------|---|----------|
|    |                                      |  |          |    |                 | Flat Rate*       | Rate* |         |          |           |   |          |
| 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 oblast', 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 | Paranáguá                            | 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

|    | From*                                   | To*   | Currency | Stowage Factor |        |        |        |               |
|----|---|---|----------|----------------|--------|--------|--------|---------------|
|    |   |   |          | 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 ●  |



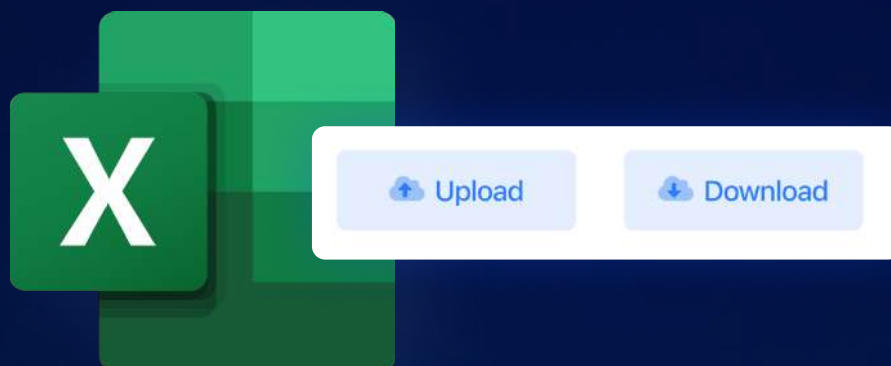
## Adding rates for FCL rail

|    | From*                          | To*  | Currency | 20'ST** | 40'ST / 40'HQ** | Terms   | SOC/COC | Transit Time |
|----|--------------------------------|--|----------|---------|-----------------|---------|---------|--------------|
| 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  | Shanghai, 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     |              |
| 8  | 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     |              |
| 10 |                                | Kazan  | USD      | 9000    | 14000           | FOR-FOR | COC     |              |
| 11 | Xin Gang Lu                    | Ulaanbaatar                                  | USD      |         | 2985            | FOR-FOR | COC     | 14 days      |
| 12 | Seattle                        | Chicago, IL, USA                             | USD      | 2350    | 2550            | FOR-FOR | COC     | 10 days      |
| 13 | Shanghai, China                | Tashkent                                     | USD      | 3580    | 3880            | FOR-FOR | COC     | 22 days      |
| 14 | Shenzhen, Guangdong, China     | Tashkent                                     | USD      | 3580    | 3880            | FOR-FOR | COC     | 22 days      |
| 15 | Ningbo, Zhejiang, China        | Tashkent                                     | USD      | 3580    | 3880            | FOR-FOR | COC     | 22 days      |
| 16 | Tianjin, China                 | Tashkent                                     | USD      | 3580    | 3880            | FOR-FOR | COC     | 22 days      |
| 17 | Qingdao                        | Tashkent                                     | USD      | 3580    | 3880            | FOR-FOR | COC     | 22 days      |
| 18 | Shanghai, China                | Almaty                                       | USD      | 3580    | 2400            | FOR-FOR | COC     | 22 days      |

## Adding rates for FWL

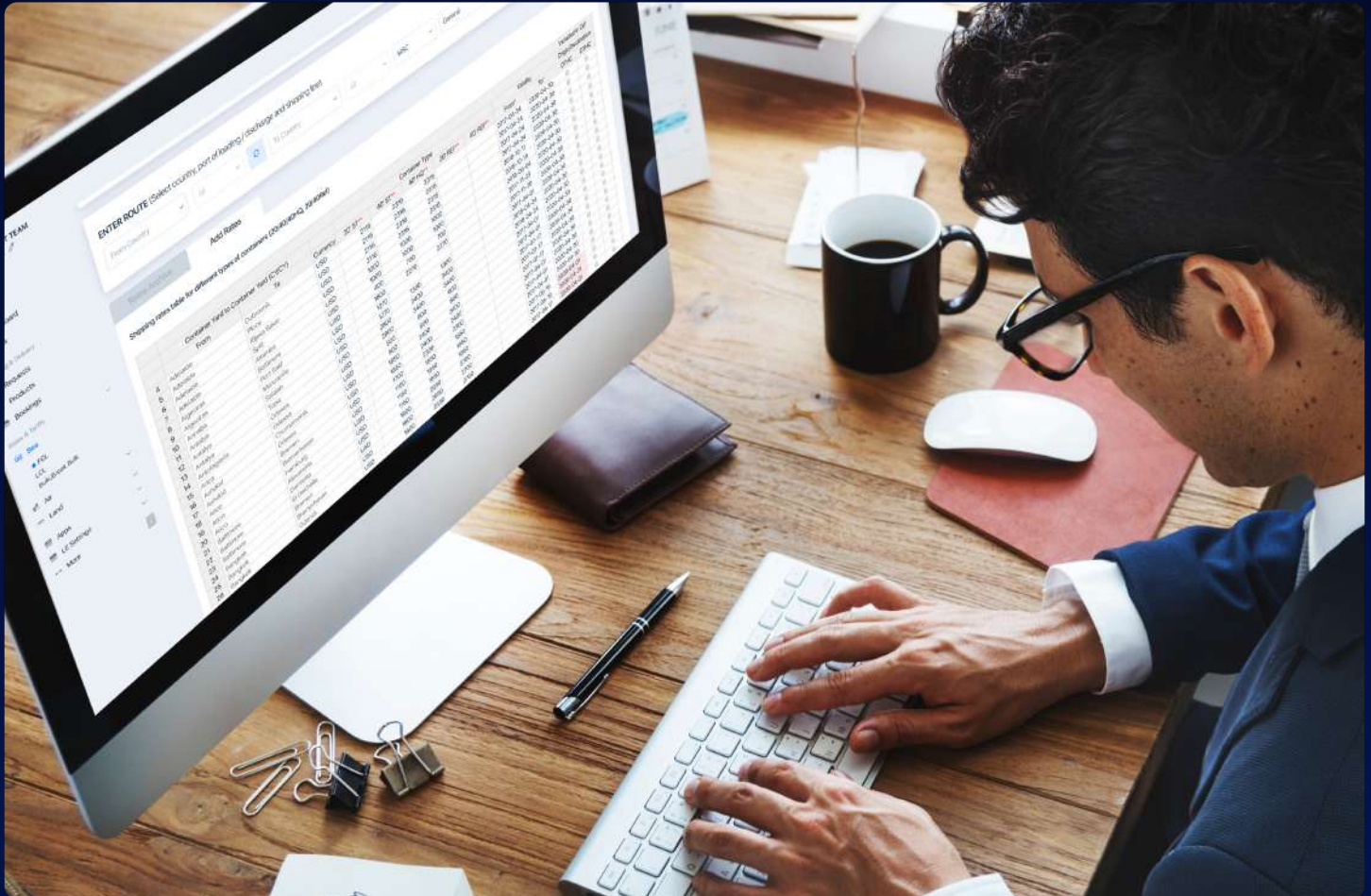
|   | From*                                    | To*  | Currency | Category    | SF | Max. Capacity (T) | Rate per wagon* | Transit Time |
|---|--|--|----------|-------------|----|-------------------|-----------------|--------------|
| 1 | Odessa, Odessa Oblast, Ukraine           | Shanghai, China                              | USD      | Agriculture | 2  |                   | 7500            | 28 days      |
| 2 | Beijing, China                           | Ludwigsburg, Germany                         | USD      | Agriculture | 2  |                   | 11300           |              |
| 3 | Milan, Italy                             | Rotterdam, Netherlands                       | USD      |             |    |                   | 1550            |              |
| 4 | 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](mailto: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.

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.

| Request #  | Date              | Origin                | Destination        | Product           | Status                                  |
|------------|-------------------|-----------------------|--------------------|-------------------|---|
| N#: 666061 | 06-Apr-2022 10:26 | Memphis (US)          | Cork (IE)          | Freight All Kinds | Ready for collection: 10-Apr-2022 00:00 |
| N#: 666060 | 06-Apr-2022 10:26 | Cork (IE)             | Cork, Ireland (IE) | Freight All Kinds | Waiting for the bid                     |
| N#: 666059 | 06-Apr-2022 10:26 | Memphis, TN, USA (US) | Memphis (US)       | Freight All Kinds | Waiting for the bid                     |
| N#: 666058 | 06-Apr-2022 10:26 | Memphis, TN, USA (US) | Cork, Ireland (IE) | Freight All Kinds | Ready for collection: 10-Apr-2022 00:00 |
| N#: 666056 | 06-Apr-2022 10:24 | Memphis (US)          | Cork (IE)          | Freight All Kinds | Ready for collection: 08-Apr-2022 00:00 |



## 7. Payment Protection

The main objective of Digital Freight Alliance is to build a stable and long-term 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

**90%**

**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.

**0%**

**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.



**Sailing Schedules**



**Carrier Bookings**



**Customer Portal**



**Document Management**



**Workflow Approval**



**Truck Orders**



**Integrated Messaging**



**Freight Station**



**Track & Trace**



**Quotation**



**Customs Clearance**



**Billing & Invoicing**

## Quotations

**View Quotes (00TW0RT668)**

Source: API (API)

**Party**

|                |  |                   |  |                   |  |
|----------------|--|-------------------|--|-------------------|--|
| Client Id      | DUKE POINT TRANSLOAD LTD                                     | Consigner         | INTEREX FOREST PRODUCTS  | Consignee         | DUKE POINT TRANSLOAD LTD                                     |
| Client Address | 766 Maughan Rd british columbia<br>CAN V0X 1J2<br>2507223853 | Consigner Address | INTEREX FOREST PRODUCTS<br>Vancouver, british columbia british columbia<br>CAN V0C 1E5<br>2537223853 | Consignee Address | 766 Maughan Rd british columbia<br>CAN V0X 1J2<br>2507223853 |

**Mode**

Transport Mode: SEA (Sea Freight) | Container: --select--

**General**

|                   |                              |              |                                  |
|-------------------|------------------------------|--------------|----------------------------------|
| Quote Number      | 00TW0RT668                   | Reference No | CBTEST-uKozSw7hg                 |
| Service Mode      | P2P (Port to Port)           | Carrier      | --select--                       |
| Transit Time      |                              | Incoterm     | CF (Cost, Insurance and Freight) |
| Estimated Pickup  | 07/28/2021                   | Origin       | Nanaimo - CANN0, Nanaimo         |
| Destination       | Vancouver - CAVAN, Vancouver | Origin Port  | Nanaimo - CANN0, Nanaimo         |
| Destination Port  | Vancouver - CAVAN, Vancouver | Sales Agent  | --select--                       |
| Expected Delivery |                              | Quote Type   | --select--                       |

- 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.

**Edit Shipments (MHZ1W0V084)**

Status: Created | Source: API (API)

**Mode**

Transport Mode: SEA (Sea freight) | Container: FCL (Full Container Load) | Shipment Type: STD (Standard House)

**Parties**

|                |  |                   |   |                   |  |
|----------------|--|-------------------|---|-------------------|--|
| Client         | DUKE POINT TRANSLOAD LTD                                     | Consigner         | JEMICO  | Consignee         | DUKE POINT TRANSLOAD LTD                                     |
| Client Address | 766 Maughan Rd british columbia<br>CAN V0X 1J2<br>2507223853 | Consigner Address | JEMICO<br>3353 Smiley Road british columbia<br>CAN V0R 1K4<br>22507223853 | Consignee Address | 766 Maughan Rd british columbia<br>CAN V0X 1J2<br>2507223853 |

**Details**

|             |             |              |                     |             |                          |
|-------------|-------------|--------------|---------------------|-------------|--------------------------|
| House Bill  | MHZ1W0V084  | BOE Number   | MRN4567             | BOE Date    | 03/07/2022               |
| Master Bill | MST50785990 | Reference No | RCIS-1003891-456434 | is Domestic | <input type="checkbox"/> |

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

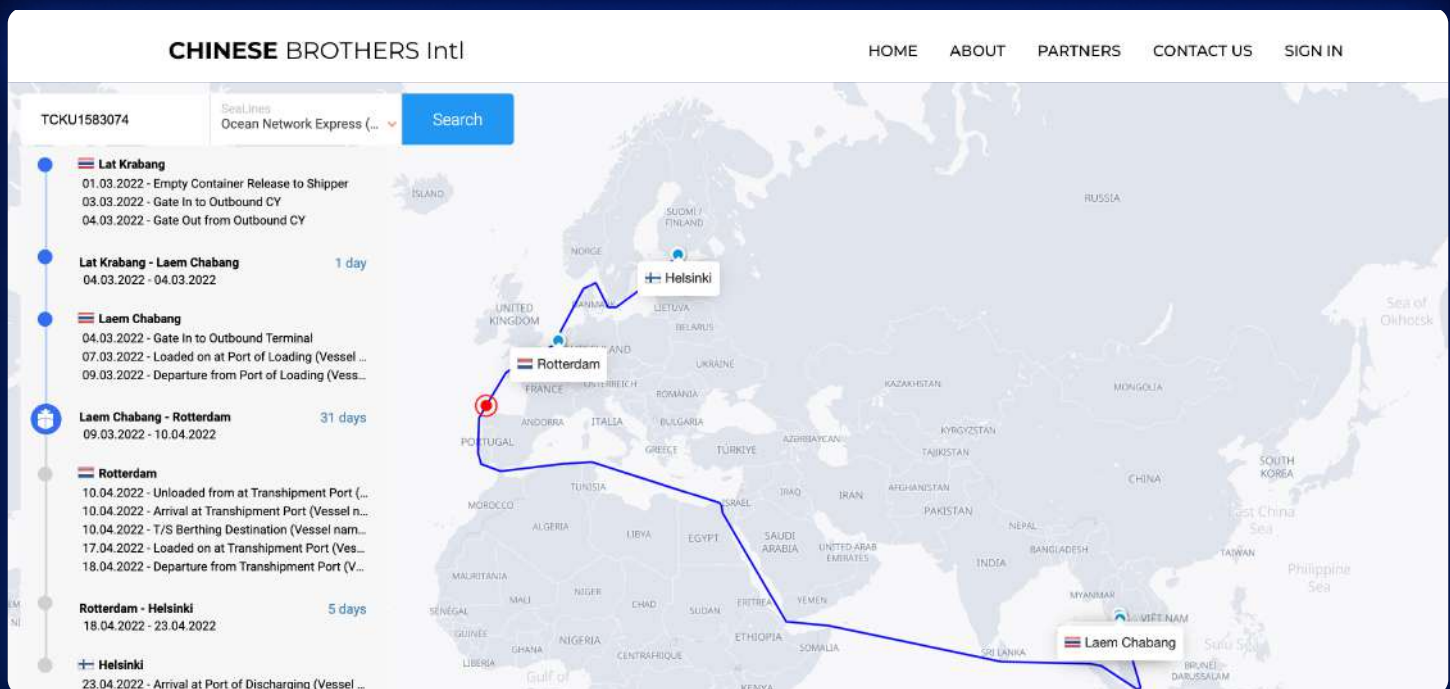
## 9. Other digital solutions

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.

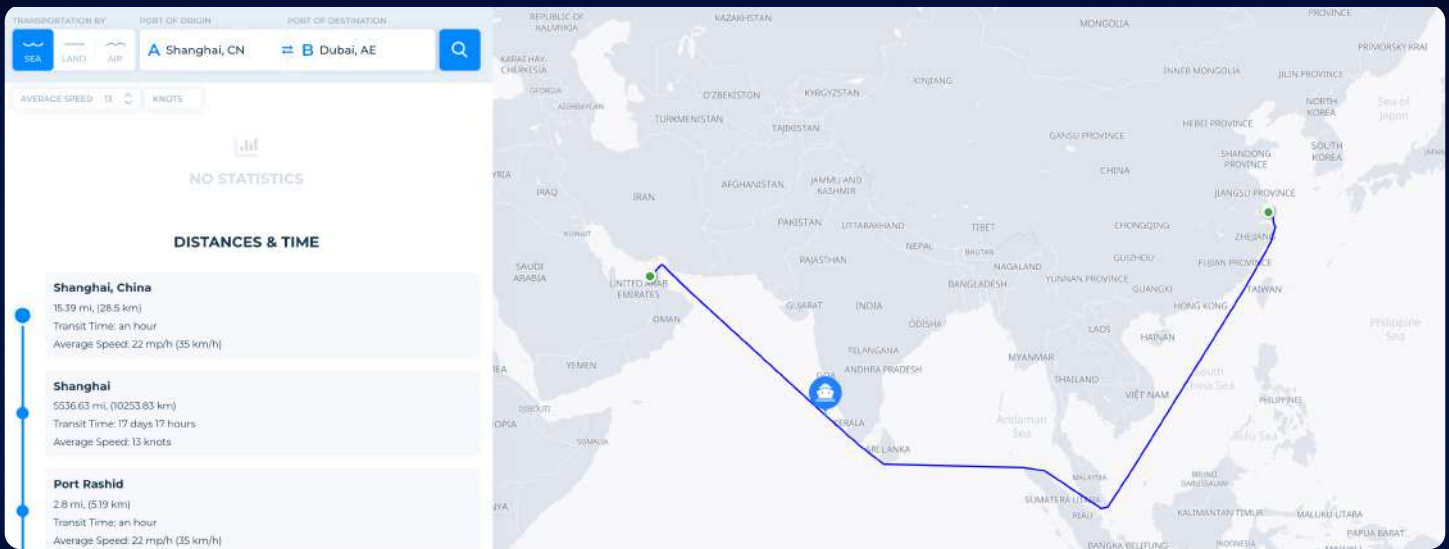
SeaRates offers the ultimate system, powering your business with actual sailing dates within major ocean carriers for container shipping and beyond. We synchronise sailing schedules coming from the actual carriers' data and allow you to plan container bookings or analyze vessel movements and transit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

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.

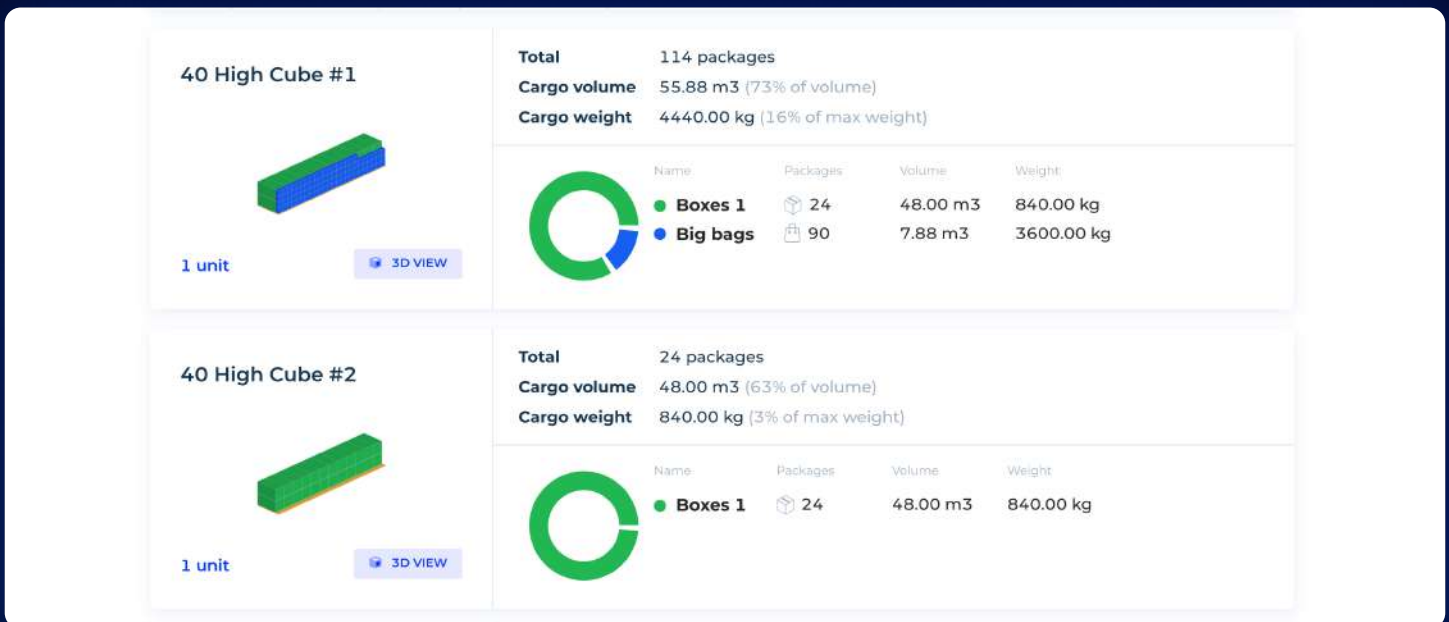
### 9.3 Other tools

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](mailto: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](mailto:info@df-alliance.com), or in chat on the first page of DFA, SeaRates, AirRates or LandRates.





**DF ALLIANCE**  
by DP WORLD

**THANKS FOR  
JOINING US!**

