Keelvar 〉

Optimize your freight procurement with real-time ocean & air insights

In partnership with **XENETA**

Keelvar's integration with Xeneta brings the world's largest real-time, independent database of ocean and air freight rates directly into our platform. This partnership empowers you to power strategic freight procurement by leveraging Xeneta's extensive global shipping rate data and our advanced sourcing optimization capabilities.
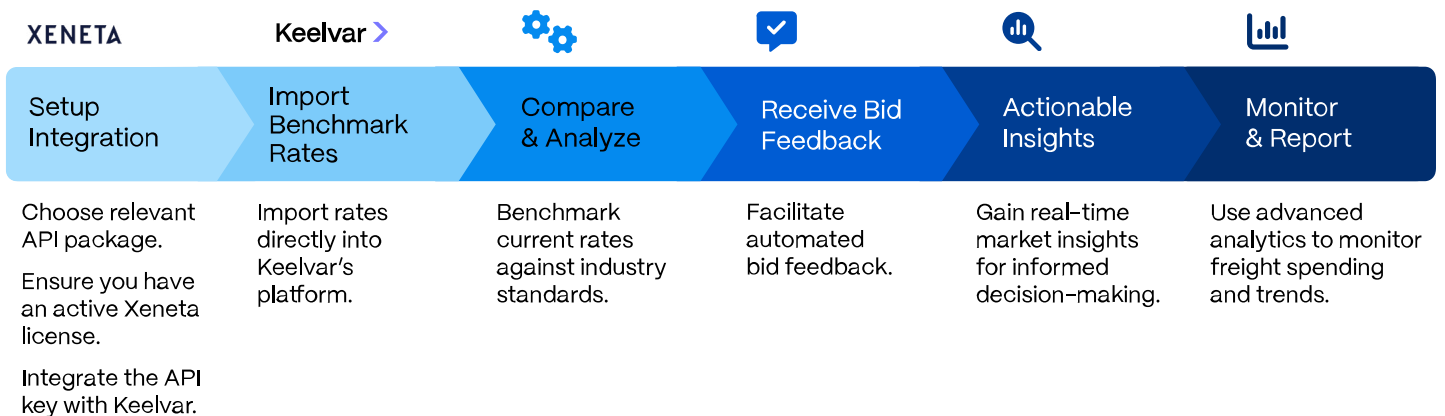
Benefit from:

Real-time freight rate benchmarking	Powerful sourcing optimization engine
Automated bid feedback	Optimized ask pricing

Advanced analytics and reporting	Customizable data enrichment
Seamless API integration	User-friendly interface

Benchmarking meets optimization

Integrating Xeneta's benchmark rates into Keelvar's platform for both ocean and air freight lets you compare costs to industry standards, find savings, and negotiate better deals more quickly with improved prices.

Through Keelvar's integration with Xeneta, you can expect:

→ Access to real-time freight rate market intelligence for over 160k port pairs and key air freight routes worldwide.

→ Automatic ingestion of both ocean and air benchmark rates to enrich your sourcing events at the click of a button.

→ Better insights by benchmarking against current market conditions for both ocean and air freight, rather than relying on historical prices.

→ More competition by using benchmarks as targets to drive improved competition/price compression across both air and ocean freight events.

→ Improved negotiation by identifying lanes and routes to push on when bids don't reflect market rates for ocean or air freight.

XENETA	Keelvar 〉	Compare & Analyze	Receive Bid Feedback	Actionable Insights	Monitor & Report
Setup Integration	Import Benchmark Rates	Compare & Analyze	Receive Bid Feedback	Actionable Insights	Monitor & Report
Choose relevant API package.

Ensure you have an active Xeneta license.

Integrate the API key with Keelvar. | Import rates directly into Keelvar's platform. | Benchmark current rates against industry standards. | Facilitate automated bid feedback. | Gain real-time market insights for informed decision-making. | Use advanced analytics to monitor freight spending and trends. |

Advantages

Compare freight rates: Benchmark current ocean and air freight rates against industry standards to stay competitive.

Improve decision–making: Leverage real-time data and comprehensive insights across ocean and air freight to make more strategic decisions.

Enhance negotiation: Strengthen negotiation strategies with carriers using better bid feedback and optimized ask prices for both ocean and air freight lanes.

Identify cost savings: Pinpoint areas where costs can be reduced in both ocean and air freight procurement, improving overall efficiency.

Streamline procurement processes: Simplify sourcing by automating and optimizing activities for ocean and air freight, reducing manual efforts, and improving cycle times.

Real–time market insights: Access Xeneta's extensive global shipping and air freight rate data for more informed decision-making.

Who is it for?

Keelvar customers with a Xeneta license who face:

- Volatile markets with frequent freight rate fluctuations
- A lack of real-time data, hindering quick market response
- Hidden costs and complex pricing structures lacking transparency

What is required:

- An active Xeneta license
- A unique API key from Xeneta for accessing benchmark data
- Payment of an annual integration fee
- Each request targets a specific lane and equipment type combination, requiring customers to manage their request allowances accordingly

> " *Having the capability to directly incorporate Xeneta's data into our Keelvar bidding system is a significant enhancement. It not only improves the bidding process but also lays the groundwork for advanced features in the future. This includes the potential for automated spot buying when market conditions, as analyzed through Xeneta, are favorable.*

— Eric Kim, Senior Sourcing Manager   ▓ Microsoft

About Keelvar

Keelvar is a category-leading, global sourcing optimization and autonomous sourcing vendor, optimizing over $100bn+ in spend annually.
Contact Keelvar for more information here.

About Xeneta

Xeneta is the leading provider of ocean and air freight rate benchmarking and market analytics, offering the world's largest real-time database of shipping rates.
Request more information here.