



## **Europartners Adopts Comprehensive CargoSphere Freight Rate System**

- Cloud-based freight rate management and networking drives greater efficiency, data accuracy, and system and cross-functional collaboration -

**Chapel Hill, North Carolina, September 18, 2013** – [CargoSphere](#), the leading, cloud-based global rate management solution and confidential rate mesh network for the ocean and air transportation and logistics industries, today announces the successful completion of a three-month trial and long-term global agreement with Europartners, a global logistics service provider (LSP) and supply chain management company, headquartered in Mexico. Through this agreement, Europartners is automating freight rate pricing and contract management, rate quoting to customers, confidential rate networking with its global agent partners, and integrating these functions with its CRM (customer relationship management) and TMS (transportation management) systems. CargoSphere is a complementary plug-in to any system a company is currently using.

As the three-month trial progressed, Europartners determined that the CargoSphere Rate System would significantly enhance operational performance by streamlining processes, boosting cross-functional collaboration, and improving invoice accuracy. For example, they found the tedious task of managing contracts and their amendments was significantly faster and easier with CargoSphere's recently announced SUDS (Smart Upload and Diagnostic Solution) solution. The logistics firm successfully entered a total of 97 air and ocean contracts and rate agreements containing over 69,000 base rates with SUDS. Discovering the value of automating freight rate management and networking resulted in Europartners increasing their planned implementation by 5 times the number of anticipated users.

"With CargoSphere's support, our global inside sales and pricing teams are now working collaboratively to create timely, customized customer quotation proposals that not only include cargo details but also customer profile information from our CRM system. Additionally, our ability to send and receive online freight rates with customers, as well as agent partners over the CargoSphere Mesh Rate Network will greatly improve the speed and effectiveness of our sales process and freight rate management," said Ricardo Rodriguez, Europartners Group President.

"CargoSphere is redefining freight rate management and networking to create new capabilities that drive enterprise-wide improvements that weren't possible in the past. We are pleased to be working with Europartners to advance the transportation and logistics solutions they offer their clients," said Neil Barni, President, CargoSphere.

### **About Europartners**

Founded in 2002, Europartners is a global logistics services company headquartered in Mexico. Its office network includes: Mexico, Central and South America, U.S., Canada, and Europe. Europartners' organizational structure consists of an agile multi-cell structure with team leaders that facilitate decision making.

Europartners mission is to gain the loyalty of customers, providers, and work team by living and breathing the values that characterize the company's philosophy: flexibility, integrity, a culture of winners, a passion to serve, creativity, innovation, lesson learning, and social responsibility.

To learn more, visit: [www.europartners.com.mx](http://www.europartners.com.mx)

## **About CargoSphere**

Established in 1999, CargoSphere powers the industry's first cloud-based, confidential global rate management solution and Rate Mesh Network with over 100 million ocean and air rate connections worldwide. CargoSphere allows each of its global clients including NVOCCs, freight forwarders, asset based carriers and BCO (beneficial cargo owner) shippers to manage confidential rates and create a private network of trusted parties.

The CargoSphere platform is a pioneering rate technology solution that merges multimodal freight rate management with functionality that enables multiple uses of these rates including: rate quoting, negotiating, sharing, and booking containerized freight across the CargoSphere Rate Network. The Network seamlessly connects global supply chain trading partners allowing them to effectively integrate and simplify rate communication. It reduces the significant complexity and time-consuming task of managing, sharing and distributing freight rates.

CargoSphere synthesizes rate management, rate negotiations (bidding), and quoting into one continuous process. This holistic approach enables the shipping industry to become more efficient, responsive and collaborative than ever before.

To learn more, visit: [www.cargosphere.com](http://www.cargosphere.com)

Contact: CKL Communications, Carol Lerner, 973.635.6923, [ckl.communications@gmail.com](mailto:ckl.communications@gmail.com)

###