



## **SEKO Logistics Worldwide Systematizes Rate Management and FMC Tariff Publishing with CargoSphere**

- Self-management enhances compliance process and provides visibility to uniform, transparent freight rates for faster, more effective quoting -

**Chapel Hill, North Carolina, August 12, 2014** – CargoSphere, the leading, cloud-based global rate management solution and confidential Rate Mesh for the ocean and air transportation and logistics industries, today announces SEKO Logistics, a global supply chain and logistics management company, has completed implementation of CargoSphere's contract and rate management system and Rate Mesh. Over 100 SEKO personnel in Asia, U.S., Europe and Latin America are using the CargoSphere system for rate searches, quoting, self-publishing of FMC (Federal Maritime Commission) tariffs and management reporting. In addition, SEKO receives ocean rates from numerous neutral NVOCCs (non-vessel operating common carriers) over CargoSphere's secure and confidential Rate Mesh network.

Prior to CargoSphere, SEKO emailed tariff filings to their outsourced FMC tariff-filing vendor who in time responded with TLI (tariff line item) numbers required for shipment documentation processing. Today, self-filing of FMC tariffs is expediting this essential freight processing requirement providing SEKO with greater control and faster, streamlined documentation and FMC filing management.

Jose Quesada, vice president, ocean services, SEKO Logistics, said, "SEKO's 2014 strategy, which includes CargoSphere, has resulted in year over year growth of 28%. We're winning more business due to fast quoting and the integrity of the data. Our entire global group is empowered with the ability to quickly and easily access standardized freight rates through our CargoSphere system."

Considering the value of systematizing rate management, Jose remarked, "Before CargoSphere, we were regionalized and depended on a great deal of communication. Now, we're centralized and transparent as an ocean product in our global organization."

"We are thrilled SEKO is strengthening their service offerings and achieving greater efficiency, customer acquisition and revenue growth with CargoSphere. Jose's strategy for global growth is clearly paying-off for the SEKO organization. We are delighted that our rate solution could be seamlessly plugged-in to their pricing operations and play an important role in SEKO's global vision," said Neil Barni, president of CargoSphere.

### **About SEKO Logistics**

SEKO provides complete supply chain solutions including: transportation, logistics, forwarding and warehousing, as well as innovative and customizable IT solutions. These

technology tools provide a seamless flow of information and give customers true supply chain visibility.

With over 120 offices in 40 countries worldwide, SEKO's unique shareholder management model enables customers to benefit from global implementation experience and expertise across all industry sectors, coupled with vital in-country knowledge and service at the local level.

For more information, visit: [www.sekologistics.com](http://www.sekologistics.com)

### **About CargoSphere**

Established in 1999, CargoSphere powers the industry's first cloud-based, confidential global rate solution and Rate Mesh Network. CargoSphere is enabling a paradigm shift from outsourced contract management to self-management through innovative technology like SUDS (Smart Upload and Diagnostic Solution). SUDS intelligently reads static carrier-rate files directly into the CargoSphere cloud database. It significantly reduces the complexity and time-consuming task of managing freight rate contracts.

CargoSphere's world-class contract and rate management functionality enables rate quoting, rate distribution and agent rate collaboration through the CargoSphere Rate Mesh. CargoSphere allows each of its global clients to create a private network of trusted parties. The Rate Mesh seamlessly and confidentially connects trading partners allowing them to integrate and simplify rate communication.

For more information, visit: [www.cargosphere.com](http://www.cargosphere.com)

CargoSphere Video - [Brighter future for rate management](#)

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

###