



CargoSphere Supports Livingston's Expansion Goals

-Livingston International embraces centralized rate management and Rate Mesh collaboration after completing 5 major company acquisitions-

Chapel Hill, North Carolina, April 14, 2015 – CargoSphere, the leading, cloud-based global rate management solution and confidential Rate Mesh for the ocean and air transportation and logistics industries, today announces Livingston International's commitment to a long-term contract to support expansion of their global freight forwarding and NVOCC (non-vessel operating common carrier) business areas. The last few years, Livingston has grown through acquisition of over five logistics service provider companies. By centralizing their quoting/RFQ (request for quotes) process with the CargoSphere system, Livingston effectively enhances quoting accuracy and response times to customers and streamlines sales submission of rate requests to pricing. This agreement includes plans to integrate the CargoSphere system within Livingston's other core systems and self-publishing of FMC tariffs.

Livingston benefits from the added collaboration and efficiency achieved with Rate Mesh, which eliminates static files and email rate sharing for CargoSphere's Cloud-based rate sharing network. Livingston receives confidential freight rate contracts over the Rate Mesh from neutral NVOs, agent partners, and associations directly into their internal pricing system with no delay or need for rekeying rate data.

"With our recent growth and expansion goals, we wanted a more efficient and responsive way to serve customers and increase business wins. Standardizing and consolidating rate management with CargoSphere delivers competitive advantages and resources to help us achieve our objectives," said Christopher Logan, President, Livingston U.S.A.

The CargoSphere reporting and analytics features allow Livingston to assess response time on quotes, rates accepted, lanes quoted and win rates, and to continuously improve their results. "Logistics technology is a key differentiator today for freight forwarders. CargoSphere is the engine that enables companies like Livingston International to quote more deals, increase accuracy and collaborate more effectively with shipping partners," said Neil Barni, president of CargoSphere.

About Livingston International

Livingston International is a leading customs brokerage and trade compliance company in North America and delivers exceptional trade consulting, global trade management and freight forwarding services. Livingston employs over 3,200 staff at 125 key border points, sea ports, airports and other strategic locations across North America, Europe and Asia. For more information: www.livingstonintl.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
- Contact us, click [here](#).
- CargoSphere explained, Frank the Forwarder [Video](#)

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