

StarTrack Pricing Team: Mandatory data required as per the Pricing Policy

Our current turnaround time on pricing requests is between 3-5 business days depending on the proposal and requirement. We prioritise in order of value, strategy, due dates and requests which have a greater level of information.

Invoice Data (Freight Data Analysis) Template. Provide the following information:

- Consignment Lodgement
- Date
- Dispatch Postcode
- Dispatch Suburb
- Receiver Postcode
- Receiver Suburb
- StarTrack Service Code
- # Items
- Cubic Dimensions (m3)
- Dead Weight (Kg)
- Carton/Satchel/Pallet
- Dangerous Goods (Y/N)

Refer to SharePoint link for Invoice Data Template (locate doc under **Rate Schedules** section in below web link):

<http://aux2010.aae.com.au/Organization/SalesandMarketing/StartrackProductSuite/Pages/Customer-Facing-Collateral.aspx>

New Customers: Should follow the **fixed rate card tiered structure**, where applicable. All tier rate cards are available on SharePoint:

<http://aux2010.aae.com.au/Organization/SalesandMarketing/StartrackProductSuite/Pages/Customer-Facing-Collateral.aspx>

New Customers: Outside the tiered structure requiring customised pricing, to provide the following information:

- Customer scoping questionnaire to be completed and attached
- Salesforce Opportunity ID
- Incumbent Carrier
- Reason to go to market
- Consignment Data (in excel) to assess dispersion and zones (3 months minimum)
- Compatibility
- Growth profile
- History or future
- Main despatch location (Ex Melbourne, Sydney etc.)
- Any proof points on rates required (confirmation of the specific pricing is required for assessment)
- Due date required from Pricing Team

Existing customers with new volume: Provide the following information:

- o Customer scoping questionnaire to be completed and attached
- o Salesforce Opportunity ID
- o Incumbent Carrier
- o Reason to go to market
- o StarTrack Account Numbers
- o Consignment Data (in excel) to assess dispersion and zones (3 months minimum)

- o Compatibility
- o Growth profile
- o History or future
- o Main despatch location (Ex Mel, Syd etc.)
- o Any proof points on rates required (confirmation of the specific pricing is required for assessment)
- o Due date required from Pricing Team

Existing Customer reviews: Customers who are requesting a review on existing rates:

- o Salesforce Approved BAR number
- o StarTrack Account Numbers
- o Reason to go to market
- o Customer brief
- o SF Share of wallet (if applicable)
- o Existing Freight Profile (% of sortable freight, % of DG)
- o Strategy and/or rates required. (E.g. recommendation of the rates required to retain the volume)
- o Growth forecast