

User Guide

Bid Optimization Sourcing System for FCL

For Forwarding and Distribution

Version 2.0

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Introduction

This user guide has been written to provide a comprehensive guide to the use of Philips' *Bid Optimization Sourcing System for FCL* which will be referred to throughout as BOSS. This user guide is intended for the users of BOSS from Philips' Forwarding and Distribution (F&D) department.

The following documents will provide additional information and guide on B-Tool:

- User Guide for the Administrator
- User Guide for Business Unit
- User Guide for the Carrier

How to use this user guide

This user guide is written such that each section is self-contained.

If you are veteran user of software applications or online applications, you may refer to the relevant section of the user guide for troubleshooting.

If you are not confident about tackling a new application, you may like to read this user guide from front to back, preferably while sitting in front of your monitor and logged on to BOSS.

The following symbol is used to demarcate certain sections of this user guide:



Warning! This section describes things that you should be extra cautious about. Failure to follow the instruction stated may cause unexpected results.

Software Overview

BOSS is a web-based procurement and bidding tool built to streamline Philips' entire process of annual procurement for Sea FCL shipment rates.

The tool provides a consistent platform for members of Philips' worldwide team to manage the bidding and negotiation process, analyze quotations submitted and generate various reports. BOSS also provides a common platform for the publication and exchange of data between Philips and the carriers. Forecasting from Business Units and quotations from carriers are submitted online through the system with data validation. Data previously submitted may be retrieved, revised and re-submitted. Data are submitted in Microsoft Excel format. A comparative function is included to enable comparisons to be made between two versions of a document.

BOSS is divided into four modules, namely Admin, Forwarding and Distribution, Business Unit and Carrier. Each module is targeted at a different group of users.

Throughout the system, where data is entered through the web user interface, mandatory fields are marked with red asterisks.

Forwarding and Distribution Module Functions

The Forwarding and Distribution module is for users of BOSS from the forwarding and distribution department. The main purpose of this module is to allow users from F&D to manage the different processes during the lifetime of a call4bid transportation request. The main functions include:

- Call4Bid Management
- Template Management
- Column Management
- History Management
- KPI Management

Call4Bid Management contains functions that allow F&D to initiate a call4bid, manage the processes of a call4bid, perform analyses of bidding, generate benchmarks, generate reports for use during the negotiation processes, generate CPI and allocation reports and perform optimization.

Template Management contains functions that allow F&D to add, modify and upload templates to the system.

Column Management contains functions that allow F&D to add, modify or delete user-defined columns to the system.

History Management contains functions that allow F&D to upload and download historical data to BOSS.

KPI Management contains functions that allow F&D to upload and download actual shipment data from carriers, create and modify port, city, PD and payment mapping, and generate actual CPI report.

To access the functions, users from F&D first need to log in to BOSS through the system's designated main page.

Login Page

You will receive your User ID and Password via email.

To log in, access Figure 1: Login Page through the URL given to you. Enter your **User ID** and **Password** and click **Sign in** to enter the system.

The screenshot shows the login page for the Philips BID Optimization Sourcing System (SEA FREIGHT (FCL)). The page has a blue header with the Philips logo and the system name. Below the header is a yellow navigation bar with links: Admin | Forwarding & Distribution | Business Unit | Carrier. The main content area is white and contains a 'Welcome' message on the left and a 'FCL BOSS Login' form on the right. The form has two input fields for 'User ID' and 'Password', and a 'Sign in' button. At the bottom of the page, there is a copyright notice: 'Copyright 2004 Koninklijke Philips Electronics N.V. All rights reserved. Best viewed in 1024x768 resolution with Internet Explorer 6 or above.'

PHILIPS BID OPTIMIZATION SOURCING SYSTEM SEA FREIGHT (FCL)	
Admin Forwarding & Distribution Business Unit Carrier	
Welcome	<div><div>FCL BOSS Login</div><div>User ID: <input type="text"/></div><div>Password: <input type="password"/></div><div>Sign in</div></div>
Copyright 2004 Koninklijke Philips Electronics N.V. All rights reserved. Best viewed in 1024x768 resolution with Internet Explorer 6 or above.	

Figure 1: Login Page

Column Management

Column Management contains functions that allow you to view and add/delete/modify columns to the system for use in both the forecasting and the bidding excel file template. Figure 2: Column Management View shows the view when you click on the **Column Management** link.

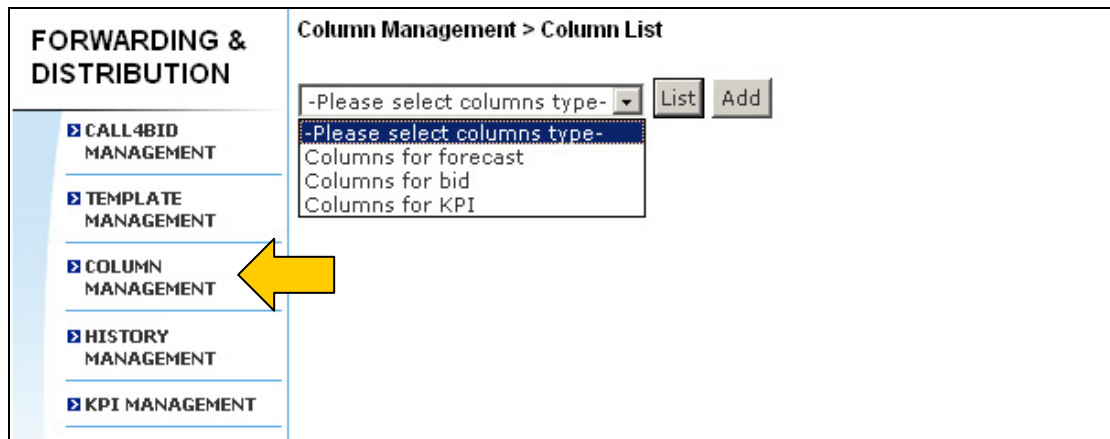


Figure 2: Column Management View

List Columns

Select the type of columns from the drop-down list shown in Figure 2: Column Management View and click on the **List** button to see the list of columns currently defined for a specific column type you have chosen. Figure 3: List of Columns shows a sample list of columns.

User Defined indicates if the column is system defined or is user defined. System defined columns may not be modified in any manner. Due to data integrity, user defined columns may be modified but may not be deleted.

Refer to the section on [Add Column](#) and [Modify Column](#) for more details on adding and modifying user defined columns.

Name	Type	Constraint	Model Var.	Contribution To Model	User Defined	Operation
ID NUMBER	text	not-blank	id-number		no	
IF OEM - NAME	text	optional			no	
CUSTOMER	text	optional			no	
bu remarks	text	optional		description	yes	<button>Modify</button>

Figure 3: List of Columns

Add Column

Click on the **Add** button shown in Figure 2: Column Management View to add a user defined column. Figure 4: Add Column shows the form for adding a new user defined column. An attribute added as a user-defined column will not be seen and used by the optimization engine. **If you would like to add an attribute whose value will affect the logic of computing total cost, please contact your system administrator.**

Column Category indicates if the column to be defined is for the forecast or bidding template.

Column Name specifies the column name and will be displayed as part of the header in the excel file template. This is a mandatory field.

Description serves as some remarks for the column if any.

Column Type indicates the type of data that should be input for cells in this column. Validation of data input will be based on the column type chosen.

Value Constraint specifies if the value in this column is *read-only*, *optional*, *not-blank* or *bigger-than-0*.

Model Contribution Type is used to state if the value in the cell is just a description or if the value would be used to calculate total cost. *Per-shipment* option should be chosen if the value refers to cost per shipment. Choose the *per-unit* option if the value refers to cost per container.

Click **Submit** to add the new column definition to the system.

The screenshot shows a web interface for adding a new user-defined column. On the left is a sidebar with the title 'FORWARDING & DISTRIBUTION' and four menu items: 'CALL4BID MANAGEMENT', 'TEMPLATE MANAGEMENT', 'COLUMN MANAGEMENT' (which is selected), and 'HISTORY MANAGEMENT'. The main content area is titled 'Column Management > Add Column' and contains a form titled 'Add Userdefined Column'. The form has the following fields: 'Columns Category' (a dropdown menu with 'Columns for forecast' selected), 'Column Name' (a text input field with a red asterisk indicating it is mandatory), 'Description' (a text input field), 'Column Type' (a dropdown menu with 'text' selected), 'Value Constraint' (a dropdown menu with 'read-only' selected), and 'Model Contribution Type' (a dropdown menu with 'per-shipment' selected). At the bottom of the form are two buttons: 'Submit' and 'Reset'.

Figure 4: Add Column

Modify Column

Only user-defined columns may be modified. Click on the **Modify** button to bring up Figure 5: Modify Column.

Column Category is defined when the column is created and may not be modified thereafter.

Column Name specifies the column name and will be displayed as part of the header in the excel file template. This is a mandatory field.

Description serves as some remarks for the column if any.

Column Type indicates the type of data that should be keyed-in for cells in this column. Validation of data keyed-in will be based on the column type chosen.

Value Constraint specifies if the value in this column is *read-only*, *optional*, *not-blank* or *bigger-than-0*.

Model Contribution Type is used to state if the value in the cell is just a description or if the value would be used to calculate total cost. *Per-shipment* option should be chosen if the value refers to cost per shipment. Choose the *per-unit* option if the value refers to cost per container.

Click **Submit** to save your changes to the system.

FORWARDING & DISTRIBUTION <input checked="" type="checkbox"/> CALL4BID MANAGEMENT <input checked="" type="checkbox"/> TEMPLATE MANAGEMENT <input checked="" type="checkbox"/> COLUMN MANAGEMENT <input checked="" type="checkbox"/> HISTORY MANAGEMENT	Column Management > Mod Column	
	Mod Userdefined Column	
	Columns Category	Columns for forecast
	Column Name	BU REMARKS *
	Description	Remarks by BU
	Column Type	text
	Value Constraint	optional
	Model Contribution Type	description
	<input type="button" value="Submit"/> <input type="button" value="Reset"/>	

Figure 5: Modify Column

Template Management

Template Management contains functions that allow you to add, modify and upload both the forecasting and bidding excel file templates to the system. Figure 6: Template Management View shows the view when you click on the **Template Management** link.

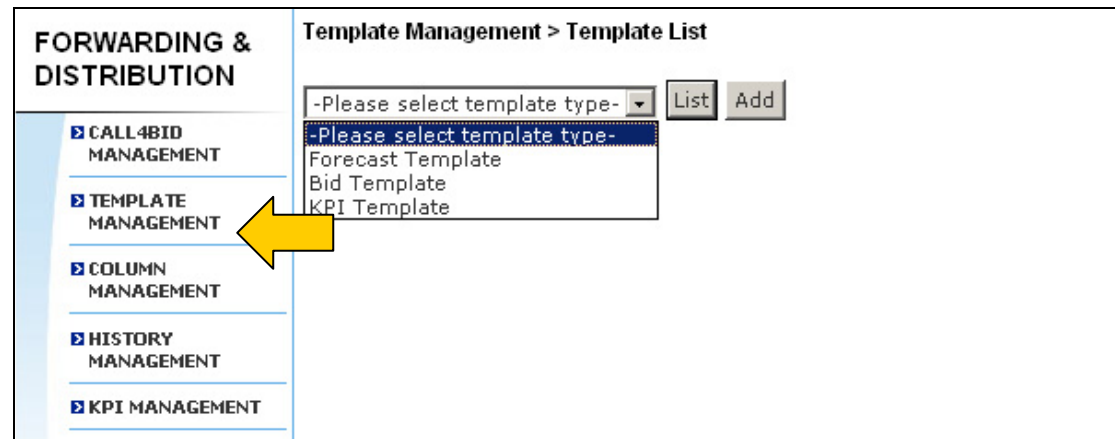


Figure 6: Template Management View

List Templates

Select the template type from the drop-down list shown in Figure 6: Template Management View and click on the **List** button to see the list of templates currently defined for the specific template type that you have chosen. Figure 7: List of Templates shows a sample list of templates. Templates defined may be downloaded or modified. For data integrity reasons, templates defined may not be deleted. ***If you really do need to delete a template, please contact the system administrator.***

FORWARDING & DISTRIBUTION

CALL4BID MANAGEMENT

TEMPLATE MANAGEMENT

COLUMN MANAGEMENT

HISTORY MANAGEMENT

Template Management > Template List

Bid Template

List

Add

Name	Create Time	Excel Header	Header Rows	Description	Operation
2005FCL APAC to APAC	2004-10-11 21:16:09.234	[download]	3	2005FCL APAC to APAC	Modify
2005FCL APAC to EMEA	2004-10-11 21:20:41.687	[download]	3	2005FCL APAC to EMEA	Modify
2005FCL LATAM	2004-10-11 21:24:28.562	[download]	3	2005FCL LATAM	Modify
2005FCL EMEA	2004-10-11 21:22:50.156	[download]	3	2005FCL EMEA	Modify
2005FCL NAM	2004-10-11 21:26:15.546	[download]	3	2005FCL NAM	Modify

Figure 7: List of Templates

Add Template

First, choose the excel template you have prepared beforehand. A forecast template should contain the header and lanes of data to be used as shown in Figure 8: Sample Template. A bidding template should contain just the header. Data for the bidding template will be generated through the *Transportation Lanes* function in the **Call4Bid Management** section.

Refer to Appendix A for details on the system-defined columns. These system-defined columns must be in the templates.

The screenshot shows an Excel spreadsheet with the following structure:

ID NUMBER															
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
ID NUMBER	IF OEM - NAME	CUSTOM ER	REGION	ORIGIN	TO	CITY	COUNTRY	PORT	DESTINATION	CITY	COUNTRY	PORT	SERVICE	DELIVERY TERMS	QUALITY
			FROM										p=port, d=door	p=port, d=door	PREFERRED SHIP
N001			APAC	NAM	Busan	Korea	Busan	Forrest City, USA					p	d	
N002			APAC	NAM	Busan	Korea	Busan	Gomez Pala Mexico					p	d	
N003			APAC	NAM	Busan	Korea	Busan	Juarez Mexico					p	d	
N004			APAC	NAM	Busan	Korea	Busan	Lebanon, TN USA					p	d	
N005			APAC	NAM	Busan	Korea	Busan	Nuevo Laredo Mexico					p	d	
N006			APAC	NAM	Busan	Korea	Busan	Regnosa Mexico					p	d	
N007			APAC	NAM	Dongguan	China		Carol Stream USA					d	d	
N008			APAC	NAM	Suzhou	China		Carol Stream USA					d	d	
N009			APAC	NAM	Dongguan	China		Indianapolis, USA					d	D	
N010			APAC	NAM	Dongguan	China		Ontario USA					d	D	
N011			APAC	NAM	Suzhou	China		Indianapolis, USA					d	D	

Yellow callouts indicate the 'Header (2 rows)' (rows 1 and 2) and the 'Data' section (rows 3 through 13).

Figure 8: Sample Template

Click on the **Add** button shown in Figure 6: Template Management View to bring you to the form shown in Figure 9: Add Template.

Template Type indicates the type of template you are going to add.

Template Name will be the name used to identify this template throughout the system. Name chosen should be unique.

Description serves as some remarks for the template if any.

Excel Header is the excel template file that you have prepared and would like to add to the system. The template file should look similar to the one shown in Figure 8: Sample Template. **Please note that the forecasting template is different from the bidding template. The bidding template only needs the header, while forecasting template requires the header as well as the lane data.**

Header Rows tells the system the number of header rows in the excel template, so that these rows will not be treated as data by the system.

Template Management > Add Template

Add Template

Template Type
Forecast Template

Template Name
SUP Forecast Template *

Description

Excel Header
C:\Documents and Settings Browse... *

Header Rows
2 *

Add

Figure 9: Add Template

Click **Add** to add the new template to the system.

Please pay attention to the messages after you clicked on the "Add" button. There may be some error/warning messages.

Error/Warning Messages

When adding a forecasting template, the system will also validate the lane information in the file to see if they are valid. You will encounter **warning** or **error** messages if your file is invalid. When errors appear, you aren't allowed to upload the template file until you have corrected all the errors. When warnings appear, you can upload the template file, but we highly recommend modifying the file according to those warnings, because they may inadvertently cause further trouble to subsequent processes of the Call4Bid.

The system will prompt you of the error/warning messages after you click the "Add This Template" button. Please note that if the warnings still exist after you have successfully added the forecasting template, the system will indicate the data that contain warnings with red/green color. The explanations are as follows:

Type	Message	Explanation & Solution
error	Lane id number has appeared in the previous lanes.	Lane id number must be unique. Use other id number, or check if you wrote the same lane twice in the file.
error	Unknown origin/destination service type	Only two service types are accepted. "p" or "port", "d" or "door"
warning (red bold)	Unknown origin/destination region/country/port	The region/country/port must be defined in the system's master database of location information. Check the location file and modify your file accordingly. If you think the master database is wrong, please contact the system administrator.
Warning (red)	Origin/destination city cannot be empty if	If service type is door, you must provide the corresponding city information.

bold)	origin/destination service type is door	
Warning (red bold)	Origin/destination city must be empty if origin/destination service type is port	If service type is port, the corresponding city information should not be filled in, otherwise it will mislead the carriers.
warning (blue bold)	The combination of region, country, city is invalid	This might be keying a city in the wrong country or keying a country in the wrong region. Please correct it according to the system's master database of location information.
Warning (blue bold)	The origin and destination information are the same	There is no such situation.

Table 1: Error/Warning Messages of Adding Template

Call4Bid Management

Call4Bid Management contains functions that allow you to initiate a call for bid, manage the processes of a call4Bid, perform optimization, generate benchmarks and generate various reports.

Click on the **Call4Bid Management** Link in the main menu to access the page shown in Figure 10: Call4Bid Management View which shows the current call4bid list and the function to initiate a call4bid.

Related period shows the period in which a specific activity of this call4bid is active. If the status of a call4bid is *open-to-bu*, the corresponding related period shows the period in which BUs may submit their forecasts. If status of a call4bid is *open-to-carrier*, the related period will reflect the period in which the Carrier may submit their quotations.

Type means what kind of container type this Call4Bid is for. "fcl" means full container load, "lcl" means less than container load. Currently, the system only supports "fcl" Call4Bid.

Version shows the year information that the contract of the Call4Bid will be valid throughout. If you would like to see just the Call4Bids for a specific year, select the year from the drop-down list and click List as shown in Figure 10: Call4Bid Management View.

FORWARDING & DISTRIBUTION

- CALL4BID MANAGEMENT
- TEMPLATE MANAGEMENT
- COLUMN MANAGEMENT
- HISTORY MANAGEMENT
- KPI MANAGEMENT

Call4Bid Management > Call4Bid List

Select the version: 2006 List

Call4Bid List Of Year 2006

Name	Type	Version	Status	Related Period	Enter
FCL 2006 APAC	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter
FCL 2006 APAC	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter
FCL 2006 EM	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter
FCL 2006 LATAM	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter
FCL 2006 NAM	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter
Philips SC Partner Program	fcl	2006	open-to-carrier	2006-01-01 to 2006-12-31	Enter

Start A New Call4Bid

Figure 10: Call4Bid Management View

Access Functions of a Call4bid

With reference to Figure 10: Call4Bid Management View, click on the corresponding **Enter** button for the specific call4bid of interest to access the functions available to a call4bid. Actions that may be performed on a call4bid include:

- Download related information of this Call4Bid
- Assign F&D users as managers for this Call4Bid
- change settings for this call4bid
- Manage (Add/Modify) lanes of this call4bid
- grant BU access rights to submit forecast data
- grant Carrier access rights to submit quotations
- perform optimization
- generate benchmark
- generate reports for negotiation
- generate CPI reports and allocation reports

Figure 11: Call4Bid shows the main page when you first accessed a call4bid.

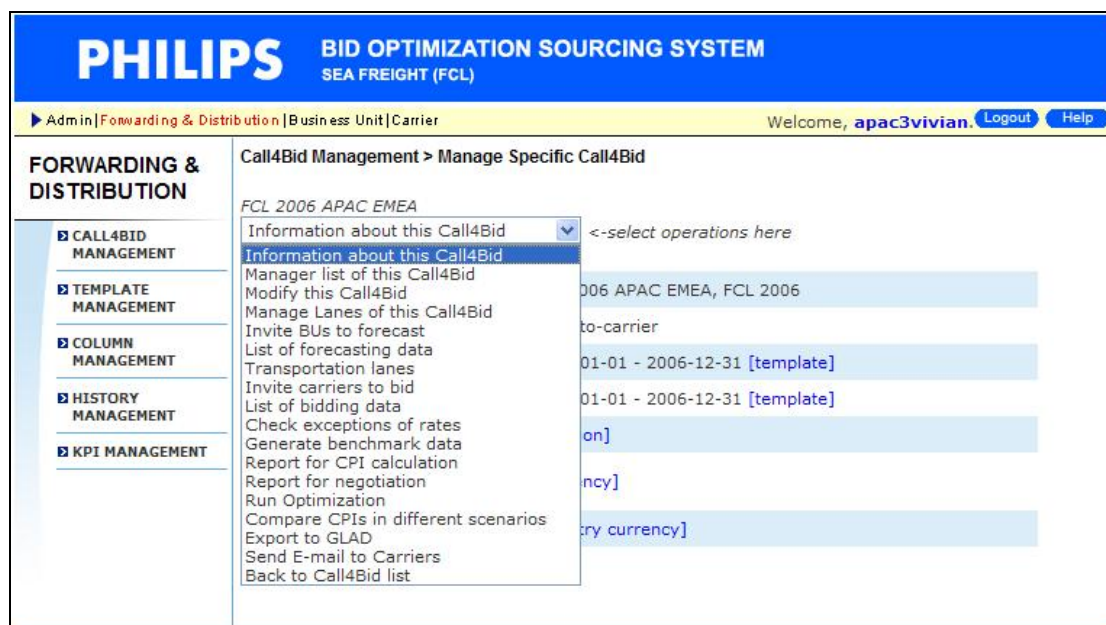


Figure 11: Call4Bid

Initiate a Call4Bid

Click on the **Start a New Call4Bid** button shown in Figure 10: Call4Bid Management View to initiate a call4bid. Figure 12: New Call4Bid shows the form for setting the variables for a new call4bid. A newly created call4bid will have its status default set to *open-to-bu*.

Call4Bid Name will be the name used to identify the call4bid throughout the system. This name will be used by BUs and Carriers to identify the call4bid to do forecasting and provide quotations for. Name chosen should be meaningful and unique.

Call4Bid Type indicates if the Call4bid is for FCL or LCL.

Call4Bid Version indicates the year for which the quotations and forecast in this Call4Bid will be used for.

Forecasting template is the template to be used for this call4bid by BUs to input their forecasting. This template should have already been defined in **Template Management**.

Forecasting period refers to the period in which BU may access this call4bid to submit their forecasting to the system.

Bidding template is the template to be used for this call4bid by Carriers to input their quotations. This template should have already been defined in **Template Management**.

Bidding period refers to the period in which BU may access this call4bid to submit their quotations to the system.



Please choose your template with care. Forecasting and bidding templates chosen may not be changed once a call4bid has been created. If you have created a Call4Bid and have specified the wrong templates, you will have to create a new Call4Bid to specify the right templates. Different Call4Bids cannot share the same forecasting or bidding template, because different Call4Bids have different lane information, even if they have the same template header. When you initiate a Call4Bid for the coming year, you should first create the new forecasting and bidding templates for this Call4Bid. Please refer to **Template Management** about how to create a template.

Click **Submit** to create the call4bid.

Call4Bid Management > Start New Call4Bid

Start A New Call4Bid

Call4Bid Name *

Call4Bid Type *

Call4Bid Version *

Forecasting Template *

Forecasting Period FROM / / (yyyy/mm/dd)
TO / /

Bidding Template *

Bidding Period FROM / / (yyyy/mm/dd)
TO / /

Figure 12: New Call4Bid

Information about this Call4Bid

When you “enter” a Call4Bid, the first page you see is the “Information about this Call4Bid” page as shown in Figure 13: Call4Bid Information Page.

FORWARDING & DISTRIBUTION <input checked="" type="checkbox"/> CALL4BID MANAGEMENT <input checked="" type="checkbox"/> TEMPLATE MANAGEMENT <input checked="" type="checkbox"/> COLUMN MANAGEMENT <input checked="" type="checkbox"/> HISTORY MANAGEMENT <input checked="" type="checkbox"/> KPI MANAGEMENT	Call4Bid Management > Manage Specific Call4Bid FCL2005 EMEA <input type="text" value="Information about this Call4Bid"/> <-select operations here													
	<table border="1"> <tr> <td>Call4Bid :</td> <td>FCL2005 EMEA, FCL 2005</td> </tr> <tr> <td>State :</td> <td>open-to-carrier</td> </tr> <tr> <td>Forecasting Info :</td> <td>2005-01-01 - 2005-12-31 [template]</td> </tr> <tr> <td>Bidding Info :</td> <td>2005-01-01 - 2005-12-31 [template]</td> </tr> <tr> <td>Location Information :</td> <td>[location]</td> </tr> <tr> <td>Currency Exchange Rate Table :</td> <td>[currency]</td> </tr> <tr> <td>Country Currency Table :</td> <td>[country currency]</td> </tr> </table>	Call4Bid :	FCL2005 EMEA, FCL 2005	State :	open-to-carrier	Forecasting Info :	2005-01-01 - 2005-12-31 [template]	Bidding Info :	2005-01-01 - 2005-12-31 [template]	Location Information :	[location]	Currency Exchange Rate Table :	[currency]	Country Currency Table :
Call4Bid :	FCL2005 EMEA, FCL 2005													
State :	open-to-carrier													
Forecasting Info :	2005-01-01 - 2005-12-31 [template]													
Bidding Info :	2005-01-01 - 2005-12-31 [template]													
Location Information :	[location]													
Currency Exchange Rate Table :	[currency]													
Country Currency Table :	[country currency]													

Figure 13: Call4Bid Information Page

This page provides some reference information of this Call4Bid. You can download the current forecasting template or bidding template by simply clicking on the corresponding [\[template\]](#) link. You can also download the location master database, currency exchange rate table and the country’s default currency table the system uses for your reference.

Managers of a Call4Bid

“Enter” a call4bid and select **Manager List of this Call4Bid** from the drop-down list to access the form shown in Figure 14: Manager List of a Call4Bid.

Each Call4Bid has a list of managers. The managers are selected from the List of F&D users by the Call4Bid’s **creator**. The F&D user who initiates the Call4Bid will be its creator by default, as shown in Figure 14: Manager List of a Call4Bid.

Invite	F&D	Full Name
<input checked="" type="checkbox"/>	apac1kenneth (creator)	Kenneth Siu
<input type="checkbox"/>	apac2ludwig	Ludwig Cheung
<input type="checkbox"/>	apac3vivian	Vivian Lee
<input type="checkbox"/>	apac4kerrie	Kerrie Chiang
<input type="checkbox"/>	apac5scott	Scott Liu

Figure 14: Manager List of a Call4Bid

Only the managers of a Call4Bid can perform operations such as inviting BUs to forecast, inviting Carriers to bid for quotes, creating bidding templates, generate benchmarks, generate reports, etc. Other F&D users may only view the information, which means they’re read-only for this Call4Bid.

If you would like to assign an F&D user as one of the managers of the Call4bid, just ☒ the F&D user and click the **Submit** button. If you would like to remove an F&D user as a manager for a Call4Bid, simply uncheck the checkbox for the respective F&D user and click the **Submit** button.

Change Settings for a Call4Bid

This function allows you to change the settings for a call4bid. This includes changing the state of this call4bid so that different groups of users may access the call4bid. The templates specified when this call4bid was first created may not be modified.

“**Enter**” a call4bid and select **Modify this Call4Bid** from the drop-down list to access the form shown in Figure 15: Modify Call4Bid.

Call4Bid Name is the name used to identify the call4bid throughout the system. This name will be used by BUs and Carriers to identify the call4bid to do forecasting and provide quotations for. Name chosen should be meaningful and unique.

Call4Bid Type indicates if the Call4bid is for FCL or LCL.

Call4Bid Version indicates the year for which the quotations and forecasts in this Call4Bid will be used for.

State reflects the current status of this call4bid. F&D may access the call4bid no matter what state a call4bid is in.

open-to-bu: BU & F&D users will have access to the call4bid, but not the carriers.

open-to-carrier: carriers & F&D users will have access to the call4bid, but not BU.

closed: Only F&D users will have access to the call4bid.

Forecasting template is the template to be used for this call4bid by BUs to input their forecasting. The template is specified at the time of creation of this call4bid and cannot be changed.

Forecasting period refers to the period in which BUs may access this call4bid to submit their forecasting to the system.

Bidding template is the template to be used for this call4bid by Carriers to input their quotations. The template is specified at the time of creation of this call4bid and cannot be changed.

Bidding period refers to the period in which BUs may access this call4bid to submit their quotations to the system.

Click **Modify** to save your changes to the system.

Reset will undo all your changes you have keyed in.

Call4Bid Management > Modify/Delete Call4Bid

FCL 2006 APAC APMEA
Modify this Call4Bid <-select operations here

Modify An Existing Call4Bid

Call4Bid Name: FCL 2006 APAC APMEA *

Call4Bid Type: FCL - Full Container Load *

Call4Bid Version: 2006 *

State: open-to-carrier

Forecasting Template: 2006 Forecast Apac Apmea *

Forecasting Period: FROM 2006 / 1 / 1 (yyyy/mm/dd)
TO 2006 / 12 / 31

Bidding Template: 2006 Bidding Apac Apmea *

Bidding Period: FROM 2006 / 1 / 1 (yyyy/mm/dd)
TO 2006 / 12 / 31

Modify Reset

Figure 15: Modify Call4Bid

Manage Lanes of this Call4Bid

"Enter" a call4bid and select **Manage Lanes of this Call4Bid** from the drop-down list to access the form shown in Figure 16: Manage Lanes.

Call4Bid Management > Manage Lanes

FCL 2006 APAC APMEA
Manage Lanes of this Call4Bid <-select operations here

Add New Lanes

☐ e-mail notification to carriers

Modify Existing Lanes

☐ e-mail notification to carriers

[\[forecasting template\]](#)
[\[bidding template\]](#)
[\[freeze/unfreeze carrier rates\]](#)

Download Incremental Lanes

2006-09-21 20:18:45.421, Lane 1881, have been added to this Call4Bid.	[download]
2006-04-20 17:37:41.64, Lane 41051, 41052, have been added to this Call4Bid.	[download]
2006-04-13 16:03:49.25, Lane 41048, 41049, 41050, have been added to this Call4Bid.	[download]

Figure 16: Manage Lanes

The following functions may be accessed through the Manage Lanes Page:

- Add New Lanes
- Modify Existing Lanes
- Download Forecasting Template
- Download Bidding Template
- Download Incremental Lanes

Add New Lanes

The new lanes should be entered in an Excel file in the same format as that of the forecasting template. You should first download and save the forecasting template file from the **[forecasting template]** link shown in Figure 16: Manage Lanes. You'll get the header rows and all existing lanes. Delete the existing lanes, keep the header rows, and input the information of the new lanes. The new lanes should follow the rules of existing lanes in the forecasting template.

Then click the **Browse** button and select the file to upload. Select the "email notification to carriers" option if you would like the system to send an email notification to all carriers invited to this call4bid. The email notification will only be sent if the upload is successful.

If the new lanes don't meet the rules, error messages will be displayed. You must correct those errors before you can successfully upload the new lanes. Please refer to Table 1: Error/Warning Messages of Adding Template to deal with the output of the validation.

After the new lanes are uploaded, you may download the forecasting template and bidding template to check if the new lanes have been added into the templates correctly. A table of incremental lanes will be shown to keep records of the new lanes added into this Call4Bid.

Modify Existing Lanes

When you update the information of existing lanes, you should also use the forecasting template. You first download and save the forecasting template file from the **[forecasting template]** link shown in Figure 16: Manage Lanes.. You can perform modifications directly upon the whole forecasting template file or you can first delete other lanes from the forecasting template file, leaving only the lanes that you want to update, and perform the modifications. After the modifications are done, you should upload the file into the system so that the changes will be updated into the system. Similar to "Add New Lanes", the lanes you upload will go through a validation procedure. Please refer to Table 1: Error/Warning Messages of Adding Template to deal with the output of the validation.

Select the "email notification to carriers" option if you would like the system to send an email notification to all carriers invited to this call4bid. The email notification will only be sent if the upload is successful.

After the lanes are uploaded and the system reports that the modifications of existing lanes are successfully done, you may download the forecasting and bidding templates to check if the changes have been correctly updated into the templates correctly.

Freeze/Unfreeze Carriers' Rates

The system provides batch operations to freeze/unfreeze rates. You can perform the batch operation once for all carriers. Or you can conduct the operation lane by lane for each carrier's rates. When a lane rate is frozen for a carrier, the carrier will be notified automatically. Once the carrier's rate for this lane is frozen, any update to the rate of this lane will not be permitted. If you really need to change the rate, please inform the F&D manager of this call4bid to unfreeze it.

This function may be accessed through the Manage Lanes Page. "**Enter**" a call4bid and select **Manage Lanes of this Call4Bid** from the drop-down list. Click on the **[freeze/unfreeze carrier rates]** link to access the page shown in Figure 17: Freeze/Unfreeze Carriers' Rates.

Call4Bid Management > Manage Specific Call4Bid

FCL 2006 APAC APMEA

Manage Lanes of this Call4Bid <-select operations here

Freeze/Unfreeze Carriers' Rates
[\[Manage Lanes\]](#)

Select a carrier: -Select Carrier- List

1) Select "all carriers" from the above drop-down list and click the "List" button if you want to freeze by batch once for all carriers;

2) Select "specific carrier" from the above drop-down list and click the "List" button, you can freeze by batch or lane by lane. The lane marked by * is the lane quoted by this carrier.

Lane by Lane Operation

Lanes To Be Frozen
freeze

Lanes To Be Unfrozen
unfreeze

Figure 17: Freeze/Unfreeze Carriers' Rates

Freeze/Unfreeze Rates for All Carriers

This function allows F&D to freeze the rates so that carriers will not be able to submit quotations. Select "All Carriers" for **Select a carrier** as shown in Figure 18: Freeze/Unfreeze All Carriers' Rates.

The function has four options:

- "freeze_all" means all the lanes in the bidding template will be frozen. Carriers' submissions of quotations on all lanes are not allowed
- "freeze_quoted" means all quoted lanes of each carrier will be frozen. A carrier will not be able to submit quotations on lanes that has already been quoted before. However a carrier will be able to submit quotations on lanes that has not been quoted for previously.
- "unfreeze_all" is the reverse operation of "freeze_all". After the operation, carriers will be able to submit quotations on all lanes.
- "unfreeze_quoted" is the reverse operation of "freeze_quoted". After the operation, carriers will be able to submit quotations on all lanes.

Call4Bid Management > Manage Specific Call4Bid

FCL 2006 APAC APMEA

Manage Lanes of this Call4Bid

<-select operations here

Freeze/Unfreeze Carriers' Rates

[Manage Lanes]

Select a carrier

All Carriers

List

1) Select "all carriers" from the above drop-down list and click the "List" button if you want to freeze by batch once for all carriers;

2) Select "specific carrier" from the above drop-down list and click the "List" button, you can freeze by batch or lane by lane. The lane marked by * is the lane quoted by this carrier.

Batch Operation

freeze_all

Freeze All Lanes In the Bid Template

freeze_quoted

Freeze Quoted Lanes for Each Carrier

unfreeze_all

Unfreeze All Lanes In the Bid Template

unfreeze_quoted

Unfreeze Quoted Lanes for Each Carrier

Lane by Lane Operation

Lanes To Be Frozen

freeze

Lanes To Be Unfrozen

unfreeze

Figure 18: Freeze/Unfreeze All Carriers' Rates

Freeze/Unfreeze Rates for a Specific Carrier

This function allows F&D to freeze the rates of a specific carrier so that the carrier will not be able to submit quotations. Select the specific carrier for **Select a carrier** as shown in Figure 19: Freeze/Unfreeze Specified Carriers' Rates.

As shown in the example, we select to freeze carrier_cma's rates. All lanes are listed into 2 columns. Lanes not frozen are listed on the left column while lanes that are frozen are listed on the right column. Lanes that the carrier has quoted are marked with "*". So if you want to freeze some lanes, tick the corresponding checkboxes on the left and press "freeze". Select the lanes from the right list if you want to unfreeze lanes, press "unfrozen".

The function has four batch operation options:

- "freeze_all" means all the lanes in the bidding template will be frozen. The selected carrier will not be able to submit quotations on all the lanes.
- "freeze_quoted" means all the quoted lanes of the selected carrier will be frozen. The selected carrier will be able to submit quotations on lanes that have not been quoted. The carrier will however not be able to submit quotations for lanes that have already been quoted.
- "unfreeze_all" is the reverse operation of "freeze_all". After the operation, the selected carrier will be able to submit quotations on all lanes.
- "unfreeze_quoted" is the reverse operation of "freeze_quoted". After the operation, the selected carrier will be able to submit quotations on all lanes.

Call4Bid Management > Manage Specific Call4Bid

FCL 2006 APAC APMEA
Manage Lanes of this Call4Bid <-select operations here

Operation Result

- Operation complete successfully.

Freeze/Unfreeze Carriers' Rates
[\[Manage Lanes\]](#)

Select a carrier carrier_cma List

1) Select "all carriers" from the above drop-down list and click the "List" button if you want to freeze by batch once for all carriers;
2) Select "specific carrier" from the above drop-down list and click the "List" button, you can freeze by batch or lane by lane. The lane marked by * is the lane quoted by this carrier.

Batch Operation

freeze_all Freeze All Lanes In the Bid Template
freeze_quoted Freeze Quoted Lanes
unfreeze_all Unfreeze All Lanes In the Bid Template
unfreeze_quoted Unfreeze Quoted Lanes

Lane by Lane Operation

Lanes To Be Frozen		Lanes To Be Unfrozen	
<input type="checkbox"/>	1881		
<input type="checkbox"/>	40001		
<input type="checkbox"/>	40002 *		
<input type="checkbox"/>	40003		
<input type="checkbox"/>	40004		
<input type="checkbox"/>	40005		
		<input type="checkbox"/>	40006 *
		<input type="checkbox"/>	40007
<input type="checkbox"/>	40008		
		<input type="checkbox"/>	40009
<input type="checkbox"/>	40010		
<input type="checkbox"/>	40011 *		

Figure 19: Freeze/Unfreeze Specified Carriers' Rates

Download Incremental Lanes

A table of incremental lanes at the bottom of the Manage Lanes Page shows records of new lanes added to this Call4Bid. Modification on existing lanes will also be recorded in this table. Each record will have a timestamp showing the date and time in which the modifications were made. Details of these new/modified lanes may be downloaded by clicking on the corresponding **[download]** button beside each record as shown in Figure 20: Download Incremental Lanes.

Call4Bid Management > Manage Lanes

FCL 2006 APAC APMEA

Manage Lanes of this Call4Bid <-select operations here

Add New Lanes

☐ e-mail notification to carriers

Modify Existing Lanes

☐ e-mail notification to carriers

[\[forecasting template\]](#)

[\[bidding template\]](#)

[\[freeze/unfreeze carrier rates\]](#)

Download Incremental Lanes

2006-09-21 20:18:45.421, Lane 1881, have been added to this Call4Bid.	[download]
2006-04-20 17:37:41.64, Lane 41051, 41052, have been added to this Call4Bid.	[download]
2006-04-13 16:03:49.25, Lane 41048, 41049, 41050, have been added to this Call4Bid.	[download]

Figure 20: Download Incremental Lanes

Grant BU Access Rights to Forecast

BUs can only submit forecasts for call4bids they have access rights to.

“**Enter**” a call4bid and select **Invite BUs to forecast** from the drop-down list to access the page shown in Figure 21: Grant Access Rights to BU. For each BU that you would like to invite to forecast, put a check on the box under the Invite column. Uncheck the box if you would like to remove access rights from the particular BU.

Click **Submit** to grant access rights to the selected BUs.

Reset will undo all your changes.

Invite	BU	Full Name
<input checked="" type="checkbox"/>	CE APAC	
<input type="checkbox"/>	CE EMEA	
<input type="checkbox"/>	CE LATAM	
<input type="checkbox"/>	CE NAM	
<input checked="" type="checkbox"/>	CE SGP	
<input type="checkbox"/>	CSG	
<input checked="" type="checkbox"/>	CTV	
<input checked="" type="checkbox"/>	DAP APAC	
<input type="checkbox"/>	DAP EMEA	

Figure 21: Grant Access Rights to BU

During the valid period of a Call4Bid, you may temporarily suspend the access rights of some BU's. Click the **Suspended BUs** link to bring up Figure 22: List of Suspended BUs.

Suspended	Business Unit
<input type="checkbox"/>	CE APAC
<input type="checkbox"/>	CE SGP
<input type="checkbox"/>	CTV
<input checked="" type="checkbox"/>	DAP APAC
<input checked="" type="checkbox"/>	DAP SGP
<input type="checkbox"/>	HENT
<input type="checkbox"/>	LGD NANJING

Figure 22: List of Suspended BUs

Suspended BUs will only be able to view the forecasts they have already submitted, and will not be able to submit new forecasts. You may check or uncheck the checkbox beside each BU user to change the suspended list of BU users for this Call4Bid. Finally, click on the **Submit** button to commit to the changes.

List of Forecasting Data

"Enter" a call4bid and select **List of Forecasting Data** from the drop-down list to access the view shown in Figure 23: BU & Forecasting Data which shows the list of BUs that have access to this call4bid.

Latest Forecasting shows the date and time a particular BU last submitted forecasting data to the system.

Version shows the number of submissions made by the BU for this call4bid.

Click on the **download** link to download the latest copy of forecasting data submitted by the BU.

Click on the **View** button under the History column to view the full list of forecasting data submitted by the BU for this call4bid.

Figure 24: Forecasting Data History shows the view when the **View** button for BU - CTV is clicked. The list of forecasting data submitted by CTV is listed at the bottom of the page.

FORWARDING & DISTRIBUTION CALL4BID MANAGEMENT TEMPLATE MANAGEMENT COLUMN MANAGEMENT HISTORY MANAGEMENT	Call4Bid Management > Forecasting Data			
	FCL2005APAC-APAC			
	List of forecasting data <-select operations here			
	BU & Forecasting Data List			
	BU	Latest Forecasting	Version	History
	CE SGP	2004-10-13 09:33:21.046 [download]	1	View
	CTV	2004-11-29 12:15:03.76 [download]	3	View
	DAP APAC	2004-12-22 10:24:54.515 [download]	2	View
	DAP SGP	2005-02-17 11:39:37.69 [download]	3	View

Figure 23: BU & Forecasting Data

The **Compare** function allows you to compare the differences between any two versions of data submitted. ☒ any two data files and click the **Compare** button to view the differences between the two selected files.

FORWARDING & DISTRIBUTION CALL4BID MANAGEMENT TEMPLATE MANAGEMENT COLUMN MANAGEMENT HISTORY MANAGEMENT	Call4Bid Management > Forecasting Data			
	FCL2005APAC-APAC			
	List of forecasting data <-select operations here			
	BU & Forecasting Data List			
	BU	Latest Forecasting	Version	History
	CE SGP	2004-10-13 09:33:21.046 [download]	1	View
	CTV	2004-11-29 12:15:03.76 [download]	3	View
	DAP APAC	2004-12-22 10:24:54.515 [download]	2	View
	DAP SGP	2005-02-17 11:39:37.69 [download]	3	View
Forecasting History Of Business Unit [CTV]				
<input type="checkbox"/> 2004-11-29 12:15:03.76, from business unit - CTV, [download]				
<input type="checkbox"/> 2004-11-26 11:05:41.932, from business unit - CTV, [download]				
<input type="checkbox"/> 2004-10-13 17:22:04.062, from business unit - CTV, [download]				
Compare				

Figure 24: Forecasting Data History

Color indication of results is as following:

Color Marking	Indication
No Color	No change
Bold Green Font	Decrease in Rate
Bold Red Font	Increase in Rate
Bold Blue Font	Change in value of string
Lane without Color	Old lane which is deleted in the newer version
Lane with Blue Font	New lane which is added in the newer version

Transportation lanes

This function serves two purposes.

The first is to generate data for the bidding template based on the forecasted data submitted by the BUs. Projected volume is the sum of volumes forecasted by the BUs and will be calculated by the system and added to the bidding template specified for this call4bid. Bidding template previously uploaded into the system in **Template Management** should contain just the header without data.

Next, the benchmarks generated in the *Generate Benchmark Data* function will be automatically added to the bidding template. This function allows you to download the bidding template, view the benchmarks and make changes to the benchmarks generated.

"**Enter**" a call4bid and select **Transportation Lanes** from the drop-down list to access the page shown in Figure 25: Transportation Lanes.

Generate Data for Bidding Template

Click **Generate** to generate and add data to the bidding template.

The generation of new bidding templates will only serve to compute the projected volume and will not delete or replace the current benchmark figures.



Generation of data for bidding templates should only be performed after all the BUs have submitted and finalized their forecasting and before this call4bid is opened to carriers for bidding.

View Bidding Template

Click on the **download** link to download the bidding template. This allows you to view the current state of the bidding template for this call4bid.

View/Modify Benchmark Data

Presently, we have two tabs in the bidding template for benchmark data. When you modify the benchmark data, please make sure you apply the same changes to the first and second tab.

When the *Generate Benchmark Data* function is performed, the benchmark data will be written into the bidding template. You may view the benchmark generated by downloading the bidding template. Click on the **download** link shown in Figure 25: Transportation Lanes to download the bidding template.

The benchmark data in the bidding template may be modified if you wish. Other information in the bidding template should not be modified. Browse for the modified bidding template and click **Upload** to save your changes to the system.

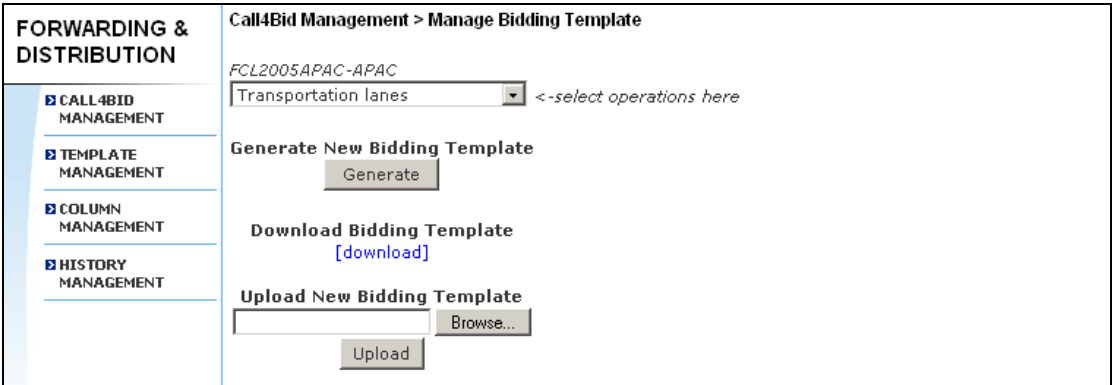


Figure 25: Transportation Lanes

Grant Carriers Access Rights to Bidding

Carriers may only submit quotations for call4bids they have access rights to.

“**Enter**” a call4bid and select **Invite carriers to bid** from the drop-down list to access the page shown in Figure 26: Grant Access Rights to Carrier. For each carrier that you would like to invite for this call4bid, put a check on the box under the Invite column. Uncheck the box if you would like to remove access rights from a particular carrier.

Click **Submit** to grant access rights to the selected carriers.

Reset will undo all your changes.

Invite	Carrier	Full Name
<input checked="" type="checkbox"/>	carrier_apl	
<input checked="" type="checkbox"/>	carrier_cma	
<input type="checkbox"/>	carrier_cnc	
<input type="checkbox"/>	carrier_whl	
<input type="checkbox"/>	super_carrier_1	Super Carrier One
<input checked="" type="checkbox"/>	ust_carrier	Used By UST To Test This System

Figure 26: Grant Access Rights to Carrier

During the valid period of a Call4Bid, you may temporarily suspend the access rights of some Carriers by clicking on the **Suspended Carriers** link to bring up Figure 27: List of Suspended Carriers

Suspended Carriers may only view the quotations they have already submitted, and will not be able to submit new quotations. You can check or uncheck the checkbox to change the suspended list of Carriers for this Call4Bid. Click on the **Submit** button to commit to your changes.

Suspended	Carrier ID
<input checked="" type="checkbox"/>	carrier_apl
<input type="checkbox"/>	carrier_cma
<input checked="" type="checkbox"/>	carrier_cosco
<input checked="" type="checkbox"/>	carrier_cp

Figure 27: List of Suspended Carriers

List of Bidding Data

"Enter" a call4bid and select **List of bidding data** from the drop-down list to access the view shown in Figure 28: Carrier & Bidding Data which shows the list of carriers that have access to this call4bid.

Latest Bidding shows the date and time the specific carrier last submitted the bidding data to the system.

Version shows the number of submissions made by the particular carrier for this call4bid.

Click on the **download** link to download the latest copy of the bidding data submitted by the Carrier.

Click on the **download, USD** link to download the latest copy of bidding data submitted by the Carrier. All prices in this copy of bidding data has been converted to USD by the system based on Philips' exchange rates.

Click on the **View** button under the History column to view the full list of bidding data submitted by the carrier for this call4bid.

FORWARDING & DISTRIBUTION	Call4Bid Management > Bidding Data			
	FCL2005APAC-APAC			
	List of bidding data			
	<-select operations here			
	Carrier & Bidding Data List			
	Carrier	Latest Bidding	Version	History
	carrier_apl	2004-12-22 06:24:37.328 [download] [down. USD]	10	View
	carrier_cma	2004-12-14 21:57:25.633 [download] [down. USD]	4	View
	carrier_cnc	2004-12-08 16:50:55.859 [download] [down. USD]	1	View

Figure 28: Carrier & Bidding Data

Figure 29: Bidding Data History shows the view when the **View** button for **carrier_cma** is clicked. The list of bidding data submitted by carrier_cma is listed at the bottom of the page.

A **Compare** function allows you to compare the difference in pricing between any two versions of quotations submitted. ☒ any two data files and click **Compare** to view the differences between the two selected files.

Compare as USD function allows you to compare the difference in USD pricing between any two versions of quotations submitted. ☒ any two data files and click **Compare as USD** to view the differences between the two selected files.

FORWARDING & DISTRIBUTION

- CALL4BID MANAGEMENT
- TEMPLATE MANAGEMENT
- COLUMN MANAGEMENT
- HISTORY MANAGEMENT

Call4Bid Management > Bidding Data

FCL2005APAC-APAC

List of bidding data <-select operations here

Carrier & Bidding Data List

Carrier	Latest Bidding	Version	History
carrier_apl	2004-12-22 06:24:37.328 [download] [down. USD]	10	View
carrier_cma	2004-12-14 21:57:25.633 [download] [down. USD]	4	View
carrier_cnc	2004-12-08 16:50:55.859 [download] [down. USD]	1	View
carrier_cosco	2004-12-13 12:40:00.742 [download] [down. USD]	5	View

Bidding History Of Carrier [Carrier_Cma]

- ☐ 2004-12-14 21:57:25.633, from carrier - carrier_cma, [download] [down. USD]
- ☐ 2004-12-14 20:51:30.336, from carrier - carrier_cma, [download] [down. USD]
- ☐ 2004-12-14 18:00:36.648, from carrier - carrier_cma, [download] [down. USD]
- ☐ 2004-11-09 00:00:36.239, from carrier - carrier_cma, [download] [down. USD]

Compare Compare as USD

Figure 29: Bidding Data History

Color indication of results is as following:

Color Marking	Indication
No Color	No change
Bold Green Font	Decrease in Rate
Bold Red Font	Increase in Rate
Bold Blue Font	Change in value of string
Lane without Color	Old lane which is deleted in the newer version
Lane with Blue Font	New lane which is added in the newer version

Check exceptions of rates

This function enables the F&D user to check the exceptions of certain carrier's rates.

"Enter" a Call4Bid and select **Check exceptions of rates** from the drop-down list to access the page of this function.

The first view is as shown in Figure 30: Check Exception on Rates.

Figure 30: Check Exception on Rates

From the "Select a carrier" drop-down list, select a carrier whose rates you want to check, and click the "List" button.

A screen as shown in Figure 31: Check Exception on Rates - Input Parameters will come up for you to input related parameters.

Figure 31: Check Exception on Rates - Input Parameters

You should first select a version of this carrier's rates. You may know which version you should select by the submission date shown. Then fill in the percentage values that you would like to use to differentiate the normal rates from the exceptional rates.

The average rate and average transit time are computed based on the latest version of all carriers' rates. The rate/transit time that goes beyond the percentage range you indicated will be taken as the exception. An excel file as follows will be ready for downloading, which shows which lane(s) has exceptions.

	BL	BM	BN	BO	BP	BQ	BR	BS	BT	BU	BV	BW	BX	BY	BZ
in	Rate Effective Date	Rate Expiry Date	Remarks	Capacity FEU											
Ref & File	YYYY/ MM/DD	YYYY/ MM/DD			Rate Extrem	Not quoted	Transit	Templat	Average	Average	Average	Average	value of transit time		
King	2005/01	2005/12	Please t		NNH				1694	2019	2069	29			
t	2005/01	2005/12			NNN				797	1190	1190	19			
	2005/01	2005/12			NNN				1432	2651	2826	16			
	2005/01	2005/12			NNN				2196	3933	4088	18			
	2005/01	2005/12			NNN				1756	3013	3091	23			
	2005/01	2005/12			NNH				1970	3247	3395	31			
	2005/01	2005/12			NNL				2070	3546	3462	14			
	2005/01	2005/12			NNN				1703	2952	3105	33			
t	2005/01	2005/12			NNN				751	1140	1140	15			
t	2005/01	2005/12			NNN		S		1031	1869	1869	11			
t	2005/01	2005/12			NNN		S		558	861	861	14			
kol	2005/01	2005/12			NNN		S		2197	4295	4401	34			
RD	2005/01	2005/12			NNN				2025	3796	3876	34			
kol	2005/01	2005/12			NNN				2336	4532	4616	40			
	2005/01	2005/12			NNN				3447	4596	4768	33			
	2005/01	2005/12			NNN				2938	4384	4529	37			
	2005/01	2005/12			NNN				3190	4487	4715	32			
	2005/01	2005/12			NNN				2222	4593	4693	46			

Figure 32: Sample Output File

You can see from the sample downloaded rate file shown in Figure 32: Sample Output File that a few columns are added to give some information about the exceptions. The following table explains all the exceptions and how it will be shown in the outputted excel file.

Column	Marks	Explanations
BP	N for normal H for high L for low * for not quoted	Rate extremely high or low. Three characters, the first for 20ft container, the second for 40ft container, the third for 40ft high cube container. If H, the corresponding "system all calculated inclusive rates" column will be displayed as bold red font. If L, the corresponding "system all calculated inclusive rates" column will be displayed as bold blue font.
BQ	N for not quoted	Rate not quoted for all container types If N, the corresponding "system all calculated inclusive rates" column should be 0 and will be displayed as bold green font.
BR	S for slow F for fast N for not quoted	Transit time extremely fast or slow. If F, the corresponding "transit time" column will be displayed as bold blue font. If S, the corresponding "transit time" column will be displayed as bold red font. If N, the corresponding "transit time" column will be displayed as bold green font.
BS	M for modified	The carrier has modified the template columns. If M, the corresponding template column will be displayed as bold green font. Please refer to Appendix A-2 for the template columns of bidding template. (Please note that this exception may be caused by F&D, if F&D update some contents of the template columns, which is after the carrier's current quotation.)

Column	Marks	Explanations
BT, BU, BV, BW		Average values of container rates and transit time. Please note that these average values are calculated based on the latest version of each carrier's quotations.

Table 2: Check Exceptions of Carrier's Rates

Generate Benchmark Data

"Enter" a call4bid and select **Generate benchmark data** from the drop-down list to access the page shown in Figure 33: Generate Benchmark Data View.

This function generates benchmarks based on the bidding data submitted by carriers and updates the bidding template with the benchmarks generated.

There are two tabs in the bidding template for the benchmark data. When you modify the benchmark data, please make sure you apply the same changes to the first and second tab.

Figure 33: Generate Benchmark Data View

Step 1:

Step 1 is optional and which allows you to set the percentage for the "origin sub-region to destination sub-region" pair. By default, if no percentage is defined for the "origin sub-region to destination sub-region" pair, 100% will be used.

To set the percentage for a specific "origin sub-region to destination sub-region" pair, select the origin sub-region and destination sub-region from the respective list in step 1 and click **Add**.

Enter the percentage that should be used for each "origin sub-region to destination sub-region" pair specified.

Figure 34: Settings for Generation of Benchmark shows an example where two "origin sub-region to destination sub-region" pairs have been specified.

Step 2:

Select the number of lowest historical price which will be used to calculate the benchmark.

Click **Update Benchmark** to update the bidding template with benchmark data.



In case you want to rollback the previous benchmark after you generate a new benchmark, please remember to backup the current benchmark before you use the "Generate benchmark data" function.

FORWARDING & DISTRIBUTION

CALL4BID MANAGEMENT

TEMPLATE MANAGEMENT

COLUMN MANAGEMENT

HISTORY MANAGEMENT

Call4Bid Management > Manage Specific Call4Bid

FCL2005APAC-APAC

Generate benchmark data <-select operations here

Step 1. Set the percentage for each "origin subregion - destination subregion" pair to generate benchmark

ORIGIN SUBREGION	DESTINATION SUBREGION
EMEA-AFRICA	EMEA-AFRICA
EMEA-EAST MEDITERRANEAN	EMEA-EAST MEDITERRANEAN
APAC-INTRA ASIA	APAC-INTRA ASIA
APAC-OCEANIA	APAC-OCEANIA
EMEA-MIDDLE EAST	EMEA-MIDDLE EAST
EMEA-EUROPE	EMEA-EUROPE
EMEA-REST OF THE WORLD	EMEA-REST OF THE WORLD
APAC-INDIAN SUBCONTINENT	APAC-INDIAN SUBCONTINENT
LATAM-LATAM	LATAM-LATAM
NAM-NAM	NAM-NAM

APAC-INTRA ASIA TO EMEA-MIDDLE EAST 90 %

EMEA-EUROPE TO EMEA-EUROPE 95 %

Step 2. Set the number of lowest historical price which will be used to calculate benchmark

3

Update Benchmark

X

Figure 34: Settings for Generation of Benchmark

Calculation of benchmark for each lane is as follows:

Let X indicate the number of lowest historical price and Y indicate the current lowest price for the lane. An average price Z will be calculated based on the number of lowest historical prices that is taken into consideration. L is the chosen figure as the lower in price between Y and Z . Benchmark for the lane is then $p\% \times L$, where p is the percentage specified for the origin sub-region to destination sub-region in which the lane belongs.

Please note that in order to enable F&D users to manually modify the benchmarking of the lanes that aren't covered by the percentage settings, an indicator column is added into the template file as column "BP". Note that if the value of this column with some lanes marked as "N", the benchmark data of these lanes are not covered by the percentage settings, which means 100% of the lowest price L will be used as the benchmark. F&D users can manually modify the benchmark of these lanes and update the changes into the system by using the [Transportation Lanes](#) function.

Report for CPI Calculation

"Enter" a call4bid and select **Report for CPI calculation** from the drop-down list to access the page shown in Figure 35: Report for CPI Calculation View.

Figure 35: Report for CPI Calculation View

Download Report of This Call4Bid

This function consolidates bids submitted by all invited carriers into one file. Click **All Data for Initial Analysis, Local Currency** to view the pricing in their local currency. Click **All Data for Initial Analysis, USD** to view the pricing in USD.

CPI of This Call4Bid

Calculation of CPI for this call4bid may be configured through the settings in this function. With reference to the page shown in Figure 35: Report for CPI Calculation, select a value for both the X and Y fields from the drop-down lists. If the value **ALL** is selected, the system will take all the prices into consideration during CPI calculation. Select the report format and click **Calculate** to generate the CPI report file.

For example, if the following values are chosen such that X=2 and Y=3, the system will only take into consideration the lowest two prices from the current bids and the lowest three prices from the past year's data.

Calculation of CPI is based on the following formula:

$$\frac{\text{average of } X \text{ lowest current prices}}{\text{average of } Y \text{ lowest historical prices}} \times 100\%$$

In the generated CPI report file, "current spend" is the amount that would be spent on the current year projected transportation volume if the average current

price is used. Average current price is calculated based on the X lowest current price.

"*YEAR* spend" is the amount that would have been spent on the current year projected transportation volume if the average price in *YEAR* is used. *YEAR* refers to the previous year. For example, if the current year is 2005, *YEAR* would be 2004. Average price in *YEAR* is calculated based on the Y lowest price in *YEAR*.

Global CPI

This function takes all the bidding data from the call4bids into consideration and calculates the global CPI for the entire call4bid transportation request process. Click on the **Calculate Global CPI** link to generate the global CPI report.

Figure 36: Global CPI Report shows a sample global CPI report. The report shows the CPI calculated for each call4bid defined in the current year call4bid transportation request process. The overall CPI is shown in the last row of the spreadsheet.

"*YEAR* spend" shows the amount that would have been spent on the projected transportation volume if the average price in *YEAR* is used. *YEAR* refers to the previous year. For example, if the current year is 2005, *YEAR* would be 2004. Average price in *YEAR* is calculated based on the Y lowest price in *YEAR*.

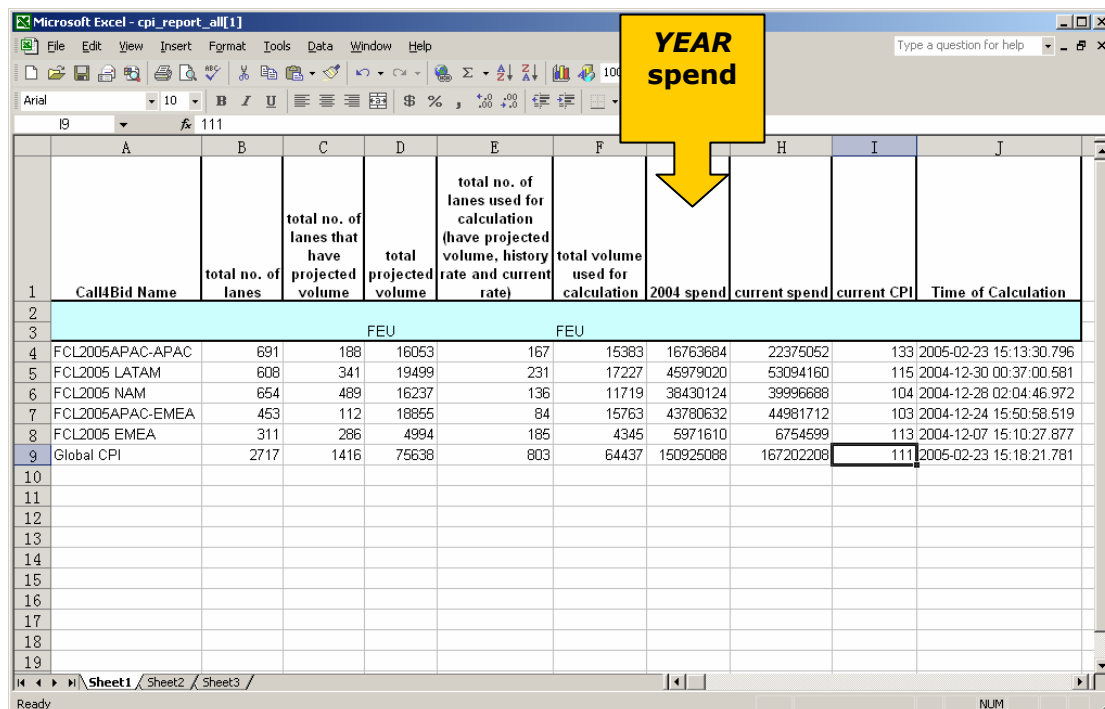
"current spend" shows the amount that would be spent on the current year of projected transportation volume if the average current price is used. Average current price is calculated based on the X lowest current price.

Calculation of "current CPI" is based on the following formula:

$$\frac{\text{current_spend}}{\text{YEAR_spend}} \times 100\%$$



The global CPI report should only be generated after CPI for each call4bid has already been generated.



	A	B	C	D	E	F	G	H	I	J
	Call4Bid Name	total no. of lanes	total no. of lanes that have projected volume	total projected volume	total no. of lanes used for calculation (have projected volume, history rate and current rate)	total volume used for calculation	2004 spend	current spend	current CPI	Time of Calculation
1										
2										
3										
4	FCL2005APAC-APAC	691	188	16053	167	15383	16763684	22375052	133	2005-02-23 15:13:30.796
5	FCL2005 LATAM	608	341	19499	231	17227	45979020	53094160	115	2004-12-30 00:37:00.581
6	FCL2005 NAM	654	489	16237	136	11719	38430124	39996688	104	2004-12-28 02:04:46.972
7	FCL2005APAC-EMEA	453	112	18855	84	15763	43780632	44981712	103	2004-12-24 15:50:58.519
8	FCL2005 EMEA	311	286	4994	185	4345	5971610	6754599	113	2004-12-07 15:10:27.877
9	Global CPI	2717	1416	75638	803	64437	150925088	167202208	111	2005-02-23 15:18:21.781
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										

Figure 36: Global CPI Report

Report for Negotiation

"Enter" a call4bid and select **Report for negotiation** from the drop-down list to access the page shown in Figure 37: Report for Negotiation View.

The screenshot shows the 'Report for Negotiation' interface. On the left is a sidebar with 'FORWARDING & DISTRIBUTION' and a menu with 'CALL4BID MANAGEMENT', 'TEMPLATE MANAGEMENT', 'COLUMN MANAGEMENT', and 'HISTORY MANAGEMENT'. The main area is titled 'Call4Bid Management > Manage Specific Call4Bid' and shows 'FCL2005APAC-APAC'. Below this is a dropdown menu set to 'Report for negotiation' with a note '<-select operations here'. The main content is 'Download Report Of This Call4Bid For Negotiation' with a 'Summary Report' link. It contains several fields: 'Generate negotiation files for' (F&D), 'The decision minimal volume is' (empty), 'The strategy for ranking carrier's quotes is' (-Price is the only criteria-), 'Select -All- of best ranking quotes whose volume is bigger than or equal to the minimal volume.' (with annotation X pointing to the dropdown), 'Select -All- of best ranking quotes whose volume is less than the minimal volume.' (with annotation Y pointing to the dropdown), 'F&D will negotiate with' (carrier_apl), 'Also search Call4Bid' (-Won't search other Call4Bid- with annotation 'otherCall4Bid'), 'The volume indicating "top lane" is' (empty with annotation Z), and 'The ranking method for negotiation report "tab 2" is' (-Rank by Origin Portgroup/Port-). A 'Generate' button is at the bottom.

Figure 37: Report for Negotiation View

Select the **report type** to generate.

Summary Report generates a summary report for negotiation.

Decision minimal volume states the volume where all lanes with projected volume is equal or greater than the stated volume and will be listed at the front of the generated excel report.

Strategy for ranking carrier's quotes determines how the carrier's quotations will be ranked by the system.

Select **X** of the best ranking quotes whose volume is BIGGER than or equal to the minimal volume stated in the decision minimal volume field. Of all the lanes whose projected volume is at least the minimal volume stated in the minimal volume field, a lane will only be listed in the negotiation report if the carrier in question ranks among the best X.

For example, if the minimal volume stated is 100 and the value chosen for X is 3, a lane whose volume is at least 100 will only be listed in this negotiation report if the carrier in consideration is among the top 3 in ranking for this lane.

Select **Y** of the best ranking quotes whose volume is LESS than the minimal volume stated in the decision minimal volume field. Of all the lanes whose projected volume is less than the minimal volume stated in the minimal volume field, a lane will only be listed in the negotiation report if the carrier of concern ranks among the best Y.

For example, if the minimal volume stated is 100 and the value chosen for Y is 2, a lane whose volume is less than 100 will only be listed in this negotiation report if the carrier in consideration is among the top 2 in ranking for this lane.

F&D will negotiate with **carrier_X**. The negotiation reports generated will be used for progressive negotiations with carrier_X.

Search Call4Bid **otherCall4bids** to select the group/reverse lanes quoted by the same carrier. System will search the selected Call4bid submitted by carrier_X and include group/reverse lanes for lanes in this call4bid from the selected Call4bid.

Volume indicating **top lane** will be used to refer to lanes whose projected volume is at least Z. These lanes will be considered as major lanes and will be marked with an "M" in the "M=major in terms of volume" column in "tab 2" of the negotiation file for F&D.

Ranking method for negotiation report "tab 2" determines how lanes will be sorted in "tab 2" of the negotiation file for F&D.

Run Optimization

"Enter" a call4bid and select **Run Optimization** from the drop-down list to access the page shown in Figure 38: Optimization Scenario View.

Call4Bid Management > Scenarios Of Optimization

FCL2005APAC-APAC
Run Optimization <-select operations here

List Of Scenarios & Optimization

Scenario	Latest Optimization	Times Of Optimization	History
FCL2005APAC-APAC	2005-08-29 23:16:05.156	6	View
without apl			View

[Create New Scenario](#)

Figure 38: Optimization Scenario View

Each time, before performing optimization, you are required to input many parameters so that the optimization will run as you expect. To save you the effort from entering the same parameters every time before you run an optimization, the system provides an optimization scenario concept. You can create multiple scenarios for each Call4Bid, each scenario serves a specific purpose. For example, you can first create a scenario to run an optimization exercise by picking the lowest rates from all the carriers, and then you create another scenario to perform optimization without carrier_aaa, because you want to isolate the performance level if you do not buy the service from carrier_aaa.

The parameter settings of each scenario are stored separately, so that you can coin a meaningful name for each specific set of parameters. Next time when you want to run the same optimization again, just go to the scenario and click "run optimization" again, and there is no need to enter tedious parameters again.

Create new scenario

Clicking the "Create new Scenario" button on Figure 38: Optimization Scenario View will bring you to Figure 39: Create New Scenario. You should give a meaningful scenario name and some description, so that you will be able to recall what this scenario is for when you return to use the optimization function again. Click "Submit" button if you want to create this scenario.

Call4Bid Management > Create New Scenario

FCL2005APAC-APAC
Run Optimization <-select operations here

Create A New Scenario

Scenario Name *

Description

[Submit](#) [Reset](#)

Figure 39: Create New Scenario

Run Optimization for a scenario

Click the "View" button under the **history** column as shown in Figure 40: Optimization History View of a Scenario to view the list of optimizations that has been performed using this scenario.

FORWARDING & DISTRIBUTION

- CALL4BID MANAGEMENT
- TEMPLATE MANAGEMENT
- COLUMN MANAGEMENT
- HISTORY MANAGEMENT

Call4Bid Management > Scenarios Of Optimization

FCL2005APAC-APAC

Run Optimization <-select operations here

List Of Scenarios & Optimization

Scenario	Latest Optimization	Times Of Optimization	History
FCL2005APAC-APAC without apl	2005-08-29 23:16:05.156	6	View

Create New Scenario

Optimization History Of Scenario [FCL2005APAC-APAC]

- 2005-08-29 23:16:05.156 by apac1kenneth, [\[allocations\]](#)
- 2005-08-29 22:48:57.906 by apac1kenneth, [\[allocations\]](#)
- 2005-08-29 22:44:14.765 by apac1kenneth, [\[allocations\]](#)
- 2005-08-29 22:42:37.265 by apac1kenneth, [\[allocations\]](#)
- 2005-08-29 22:40:45.328 by apac1kenneth, [\[allocations\]](#)
- 2005-06-15 15:58:35.166 by apac1kenneth, [\[allocations\]](#)

Run Optimization Adjust Allocation

Figure 40: Optimization History View of a Scenario

The system will store the history of an optimization exercise of a scenario. The history will be listed in a chronologically reversed manner, with the allocation file of each time an optimization exercise is executed. You can download the allocation file by simply clicking the "[allocations]" link.

Clicking the "Run Optimization" button will bring you to Figure 41: Run Optimization for Scenario View.

FORWARDING & DISTRIBUTION

CALL4BID MANAGEMENT

TEMPLATE MANAGEMENT

COLUMN MANAGEMENT

HISTORY MANAGEMENT

Call4Bid Management > Call4Bid Optimization > Parameter Setting Before Optimization

FCL2005APAC-APAC

Run Optimization <-select operations here

Run Optimization For Scenario [FCL2005APAC-APAC]

Goal Setting Of BU

Business Unit	Req Of Reliability	Req Of Cost	Req Of Control	Req Of Lead Time	Req Of Service	NO. Of Carriers / Lane	Max Percentage / Carrier	Importance Rank	Peak Month Ratio
CE APAC	0.0	1.0	0.0	0.0	0.0	3	0.4	1.0	2.0
CE SGP	0	1	0.0	0.0	0	3	0.4	1.0	2.0
CTV	0	1	0.0	0.0	0	3	0.4	1.0	2.0
DAP APAC	0	1	0.0	0.0	0	3	0.4	1.0	2.0
DAP SGP	0	1	0.0	0.0	0	3	0.4	1.0	2.0
HENT	0	1	0.0	0.0	0	3	0.4	1.0	2.0
LGD NANJING	0	1	0.0	0.0	0	3	0.4	1.0	2.0
LIG SGP	0	1	0.0	0.0	0	3	0.4	1.0	2.0
LIGHTING APAC	0	1	0.0	0.0	0	3	0.4	1.0	2.0
MONITOR	0	1	0.0	0.0	0	3	0.4	1.0	2.0
PACC	0	1	0.0	0.0	0	3	0.4	1.0	2.0
PMS APAC	0.0	1.0	0.0	0.0	0.0	3	0.4	1.0	2.0
POS	0	1	0.0	0.0	0	3	0.4	1.0	2.0
PSS	0	1	0.0	0.0	0	3	0.4	1.0	2.0

The sum of the five REQs of BU should be 1.

The NO. of Carriers/Line should be integer ranging from 1 to 10.

The max percentage/carrier ranges from 0 to 1.

The importance rank ranges from 0 to 1.

The peak month ratio should be bigger than 1.

Capacity Protection & Evaluation Of Carriers

Carrier ID	Coverage	Capacity Protection	Protection Ratio	EVAL Of Reliability	EVAL Of Control	EVAL Of Service
carrier_apl	C4B TO C4B	3000	2.0	1.0	0.0	0.0
carrier_cma	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_cnc	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_cosco	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_emc	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_hanjin	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_kline	C4B TO C4B	1500	2.0	1.0	0.0	0.0
carrier_oocl	C4B TO C4B	3000	2.0	1.0	0.0	0.0
carrier_pil	C4B TO C4B	3000	2.0	1.0	0.0	0.0
carrier_ponl	C4B TO C4B	3000	2.0	1.0	0.0	0.0
carrier_rcl	C4B TO C4B	3000	2.0	1.0	0.0	0.0
carrier_whl	C4B TO C4B	3000	2.0	1.0	0.0	0.0
super_carrier_1	C4B TO C4B	0	2.0	1.0	0.0	0.0
ust_carrier	C4B TO C4B	0	2.0	1.0	0.0	0.0

The eval of carrier ranges from 0 to 1.

The bigger the value, the better performance the carrier has in that aspect.

Delete the coverage of a carrier by leaving all five text fields blank.

Select type of the operation: Save the result of optimization <--only applicable to managers

Optimize&Allocate

Back to Senarios Page

If you're not a manager of this Call4Bid, the parameters you set will be used to perform a temporary optimization and won't be stored.

Figure 41: Run Optimization for Scenario View

You should fill in the parameters first if this is a newly created scenario. If you want to run the optimization of this scenario again, you may first review the parameters to see if some should be modified. After you've set all the parameters, select the type of operation ("Save the result of optimization" or "Temporary optimization").

If you happen to be the F&D manager of this Call4Bid, and you select "Save the result of optimization", after you click the "Optimize&Allocate" button, the optimization result of this scenario will be saved into the system. As well, all the settings you have modified will be saved. You can go to the page shown in Figure 40: Optimization History View of a Scenario to download the newly generated allocation file.

If you select "Temporary optimization" or you're of a read-only F&D account of this Call4Bid, the optimization result will be generated as a excel file for you to download. No optimization history will be saved. The parameter settings only apply to the temporary optimization and would not be updated into the system.

Parameter settings

There are mainly two sets of parameters in Figure 41: Run Optimization for Scenario View:

- goal settings of BUs (Refer to Table 3)
- capacity protection & evaluation of carriers (Refer to Table 4)

The rules you should follow to fill in these parameters are explained as follows:

Column Name	Data Constraint	Explanation
Req of reliability	0.0 – 1.0	BU's request of reliability
Req of cost	0.0 – 1.0	BU's expectation of cost
Req of control	0.0 – 1.0	BU's request of control
Req of led time	0.0 – 1.0	BU's request of transit time
Req of service	0.0 – 1.0	BU's request of service
	The sum of the above five REQs of a specific BU should be equal to 1.0	
No. of Carriers per Lane	Integer ranging from 1 to 10	How many carriers BU want to serve each lane
Max percentage per Carrier	Decimal 0.0 – 1.0	Of all the carriers that serve a specific lane of BUs, the maximum share of containers the carriers can achieve
Importance Rank	Decimal 0.0 – 1.0	Comparative importance among all the selected BUs of this Call4Bid
Peak Month Ratio	Decimal bigger than 1.0, usually 2.0	The peak season protection ratio that each BU requests

Table 3: Parameter Constraints of BU Goal Settings

Column Name	Data Constraint	Explanation
Coverage		"C4B to C4B" means the whole Call4Bid You can add carrier settings for specific region to region or country to country lanes by clicking the "[Add]" link at the end of each table row
Capacity Protection	Integer from 0 to appropriate value	The capacity the carrier provides for the whole year, in FEU unit
Protection ratio	Decimal bigger than 1.0	The peak season protection ratio that the carrier can offer
Eval of reliability	Decimal from 0.0 to 1.0	The evaluation of this carrier's reliability
Eval of control	Decimal from 0.0 to 1.0	The evaluation of this carrier's control
Eval of service	Decimal from 0.0 to 1.0	The evaluation of this carrier's service
[ADD]		Links for F&D user to add carrier settings in a smaller scope, such as region to region, country to country, etc Only F&D managers can perform "add" operation
	Each carrier must have a group of settings for scope "C4B to C4B". None of the five text fields are to be left blank. For other types of scope settings, if you are a manager of this Call4Bid, and you select the type of operation as "Save the result of optimization", you can delete their settings by leaving all five text fields blank. After you click the "Optimize&Allocate" button, the parameter settings will be updated into the system and those blank settings will be deleted.	

Table 4: Parameter Constraints of Carrier**Allocation file – The result of optimization**

When you click the "Optimize&Allocate" button in Figure 41: Run Optimization for Scenario View, the system will begin to analyze all the rates which the carriers have quoted so far. After a few minutes, you'll be prompted to download the allocation file if you select "Temporary optimization" as "type of operation", or you'll be led to Figure 40: Optimization History View of a Scenario, where you can download the allocation file, if you select "Save the result of optimization" as "type of operation".

In the allocation file, there are three tabs of excel sheets. One is the detailed allocation plan stating which type of container of which BU should be allocated to which carrier at what percentage ratio and what the amount is. The other is the summary, stating the cost of each BU, the earning of each carrier, and the overall cost based on the current allocation plan. The final tab is the tier price tab.

The first tab of a real allocation file is as shown in Figure 42: Allocation File View.

A1		A		B		C		D		E		F		G		H		I		J		K		L		M		N		O		P		Q		R		S		T		U		V		W		X		Y		Z		AA		AB		AC		AD		AE		AF		AG		AH		AI		AJ		AK		AL		AM		AN		AO		AP		AQ		AR		AS		AT		AU		AV		AW		AX		AY		AZ		BA		BB		BC		BD		BE		BF		BG		BH		BI		BJ		BK		BL		BM		BN		BO		BP		BQ		BR		BS		BT		BU		BV		BW		BX		BY		BZ		CA		CB		CC		CD		CE		CF		CG		CH		CI		CJ		CK		CL		CM		CN		CO		CP		CQ		CR		CS		CT		CU		CV		CW		CX		CY		CZ		DA		DB		DC		DD		DE		DF		DG		DH		DI		DJ		DK		DL		DM		DN		DO		DP		DQ		DR		DS		DT		DU		DV		DW		DX		DY		DZ		EA		EB		EC		ED		EE		EF		EG		EH		EI		EJ		EK		EL		EM		EN		EO		EP		EQ		ER		ES		ET		EU		EV		EW		EX		EY		EZ		FA		FB		FC		FD		FE		FF		FG		FH		FI		FJ		FK		FL		FM		FN		FO		FP		FQ		FR		FS		FT		FU		FV		FW		FX		FY		FZ		GA		GB		GC		GD		GE		GF		GG		GH		GI		GJ		GK		GL		GM		GN		GO		GP		GQ		GR		GS		GT		GU		GV		GW		GX		GY		GZ		HA		HB		HC		HD		HE		HF		HG		HH		HI		HJ		HK		HL		HM		HN		HO		HP		HQ		HR		HS		HT		HU		HV		HW		HX		HY		HZ		IA		IB		IC		ID		IE		IF		IG		IH		II		IJ		IK		IL		IM		IN		IO		IP		IQ		IR		IS		IT		IU		IV		IW		IX		IY		IZ		JA		JB		JC		JD		JE		JF		JG		JH		JI		JJ		JK		JL		JM		JN		JO		JP		JQ		JR		JS		JT		JU		JV		JW		JX		JY		JZ		KA		KB		KC		KD		KE		KF		KG		KH		KI		KJ		KL		KM		KN		KO		KP		KQ		KR		KS		KT		KU		KV		KW		KX		KY		KZ		LA		LB		LC		LD		LE		LF		LG		LH		LI		LJ		LK		LM		LN		LO		LP		LQ		LR		LS		LT		LU		LV		LW		LX		LY		LZ		MA		MB		MC		MD		ME		MF		MG		MH		MI		MJ		MK		ML		MN		MO		MP		MQ		MR		MS		MT		MU		MV		MW		MX		MY		MZ		NA		NB		NC		ND		NE		NF		NG		NH		NI		NJ		NK		NL		NM		NO		NP		NQ		NR		NS		NT		NU		NV		NW		NX		NY		NZ		OA		OB		OC		OD		OE		OF		OG		OH		OI		OJ		OK		OL		OM		ON		OO		OP		OQ		OR		OS		OT		OU		OV		OW		OX		OY		OZ		PA		PB		PC		PD		PE		PF		PG		PH		PI		PJ		PK		PL		PM		PN		PO		PP		PQ		PR		PS		PT		PU		PV		PW		PX		PY		PZ		QA		QB		QC		QD		QE		QF		QG		QH		QI		QJ		QK		QL		QM		QN		QO		QP		QQ		QR		QS		QT		QU		QV		QW		QX		QY		QZ		RA		RB		RC		RD		RE		RF		RG		RH		RI		RJ		RK		RL		RM		RN		RO		RP		RQ		RR		RS		RT		RU		RV		RW		RX		RY		RZ		SA		SB		SC		SD		SE		SF		SG		SH		SI		SJ		SK		SL		SM		SN		SO		SP		SQ		SR		SS		ST		SU		SV		SW		SX		SY		SZ		TA		TB		TC		TD		TE		TF		TG		TH		TI		TJ		TK		TL		TM		TN		TO		TP		TQ		TR		TS		TU		TV		TW		TX		TY		TZ		UA		UB		UC		UD		UE		UF		UG		UH		UI		UJ		UK		UL		UM		UN		UO		UP		UQ		UR		US		UT		UU		UV		UW		UX		UY		UZ		VA		VB		VC		VD		VE		VF		VG		VH		VI		VJ		VK		VL		VM		VN		VO		VP		VQ		VR		VS		VT		VU		VV		VW		VX		VY		VZ		WA		WB		WC		WD		WE		WF		WG		WH		WI		WJ		WK		WL		WM		WN		WO		WP		WQ		WR		WS		WT		WU		WV		WW		WX		WY		WZ		XA		XB		XC		XD		XE		XF		XG		XH		XI		XJ		XK		XL		XM		XN		XO		XP		XQ		XR		XS		XT		XU		XV		XW		XX		XY		XZ		YA		YB		YC		YD		YE		YF		YG		YH		YI		YJ		YK		YL		YM		YN		YO		YP		YQ		YR		YS		YT		YU		YV		YW		YX		YY		YZ		ZA		ZB		ZC		ZD		ZE		ZF		ZG		ZH		ZI		ZJ		ZK		ZL		ZM		ZN		ZO		ZP		ZQ		ZR		ZS		ZT		ZU		ZV		ZW		ZX		ZY		ZZ		AA		AB		AC		AD		AE		AF		AG		AH		AI		AJ		AK		AL		AM		AN		AO		AP		AQ		AR		AS		AT		AU		AV		AW		AX		AY		AZ		BA		BB		BC		BD		BE		BF		BG		BH		BI		BJ		BK		BL		BM		BN		BO		BP		BQ		BR		BS		BT		BU		BV		BW		BX		BY		BZ		CA		CB		CC		CD		CE		CF		CG		CH		CI		CJ		CK		CL		CM		CN		CO		CP		CQ		CR		CS		CT		CU		CV		CW		CX		CY		CZ		DA		DB		DC		DD		DE		DF		DG		DH		DI		DJ		DK		DL		DM		DN		DO		DP		DQ		DR		DS		DT		DU		DV		DW		DX		DY		DZ		EA		EB		EC		ED		EE		EF		EG		EH		EI		EJ		EK		EL		EM		EN		EO		EP		EQ		ER		ES		ET		EU		EV		EW		EX		EY		EZ		FA		FB		FC		FD		FE		FF		FG		FH		FI		FJ		FK		FL		FM		FN		FO		FP		FQ		FR		FS		FT		FU		FV		FW		FX		FY		FZ		GA		GB		GC		GD		GE		GF		GG		GH		GI		GJ		GK		GL		GM		GN		GO		GP		GQ		GR		GS		GT		GU		GV		GW		GX		GY		GZ		HA		HB		HC		HD		HE		HF		HG		HH		HI		HJ		HK		HL		HM		HN		HO		HP		HQ		HR		HS		HT		HU		HV		HW		HX		HY		HZ		IA		IB		IC		ID		IE		IF		IG		IH		II		IJ		IK		IL		IM		IN		IO		IP		IQ		IR		IS		IT		IU		IV		IW		IX		IY		IZ		JA		JB		JC		JD		JE		JF		JG		JH		JI		JJ		JK		JL		JM		JN		JO		JP		JQ		JR		JS		JT		JU		JV		JW		JX		JY		JZ		KA		KB		KC		KD		KE		KF		KG		KH		KI		KJ		KL		KM		KN		KO		KP		KQ		KR		KS		KT		KU		KV		KW		KX		KY		KZ		LA		LB		LC		LD		LE		LF		LG		LH		LI		LJ		LK		LM		LN		LO		LP		LQ		LR		LS		LT		LU		LV		LW		LX		LY		LZ		MA		MB		MC		MD		ME		MF		MG		MH		MI		MJ		MK		ML		MN		MO		MP		MQ		MR		MS		MT		MU		MV		MW		MX		MY		MZ		NA		NB		NC		ND		NE		NF		NG		NH		NI		NJ		NK		NL		NM		NO		NP		NQ		NR		NS		NT		NU		NV		NW		NX		NY		NZ		OA		OB		OC		OD		OE		OF		OG		OH		OI		OJ		OK		OL		OM		ON		OO		OP		OQ		OR		OS		OT		OU		OV		OW		OX		OY		OZ		PA		PB		PC		PD		PE		PF		PG		PH		PI		PJ		PK		PL		PM		PN		PO		PP		PQ		PR		PS		PT		PU		PV		PW		PX		PY		PZ		QA		QB		QC		QD		QE		QF		QG		QH		QI		QJ		QK		QL		QM		QN		QO		QP		QQ		QR		QS		QT		QU		QV		QW		QX		QY		QZ		RA		RB		RC		RD		RE		RF		RG		RH		RI		RJ		RK		RL		RM		RN		RO		RP		RQ		RR		RS		RT		RU		RV		RW		RX		RY		RZ		SA		SB		SC		SD		SE		SF		SG		SH		SI		SJ		SK		SL		SM		SN		SO		SP		SQ		SR		SS		ST		SU		SV		SW		SX		SY		SZ		TA		TB		TC		TD		TE		TF		TG		TH		TI		TJ		TK		TL		TM		TN		TO		TP		TQ		TR		TS		TU		TV		TW		TX		TY		TZ		UA		UB		UC		UD		UE		UF		UG		UH		UI		UJ		UK		UL		UM		UN		UO		UP		UQ		UR		US		UT		UU		UV		UW		UX		UY		UZ		VA		VB		VC		VD		VE		VF		VG		VH		VI		VJ		VK		VL		VM		VN		VO		VP		VQ		VR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Figure 42: Allocation File View

Adjust Allocation

Clicking the “Adjust Allocation” button in Figure 40: Optimization History View of a Scenario will lead you to Figure 43: Adjust Allocation View.

FORWARDING & DISTRIBUTION

CALL4BID MANAGEMENT

TEMPLATE MANAGEMENT

COLUMN MANAGEMENT

HISTORY MANAGEMENT

Call4Bid Management > Generate Allocation Report

FCL2005APAC-APAC

Run Optimization <-select operations here

Upload The Allocation File & Re-Calculate

Select Allocation File:

Calculate CPI based on -All-

Select the type of CPI summary report -Summarize by destination subregion-

This allocation plan ☐ will ☒ won't

be stored with the name

Please go to the "Report for CPI calculation" section to download the global CPI report.
If you're not a manager of this Call4Bid, the CPI data you calculate will not be stored for Global CPI calculation.

Figure 43: Adjust Allocation View

This function is used to calculate the CPI data of a suggested allocation plan.

You should use the allocation file you obtained from the scenario optimization, and fill in column AE of the "Master Data" tab (one simple way is to copy column AD to AE, and modify some percentage data in column AE manually).

Click the "Browse..." button to select the allocation file whose column AE has been modified, and set other parameter; click the "Upload the Allocation File" button, the CPI report of this allocation will be calculated and generated by the system.

Compare CPIs from different scenarios

"Enter" a call4bid and select **Compare CPI from different scenarios** from the drop-down list to access the page shown in Figure 44: Compare CPI in Different Scenarios.

This function allows you to compare the CPI difference between two allocations. Upload two final allocation files, select an appropriate report type, and click "Compare" button to download the report.

Call4Bid Management > Compare CPIs In Different Scenarios

FCL 2006 APAC APMEA

Compare CPIs in different scenarios ▾ <-select operations here

Compare CPIs in different scenarios

Select Allocation File 1

Select Allocation File 2

Calculate CPI based on ▾ -All- ▾ lowest price from history data.

Select the type of CPI summary report ▾ -Summarize by destination subregion- ▾ .

Figure 44: Compare CPI in Different Scenarios

Export to GLAD

“Enter” a call4bid and select **Export to GLAD** from the drop-down list to access the page shown in Figure 45: Export to GLAD View .

The screenshot shows a web interface titled "Call4Bid Management > Export Rates To GLAD". At the top, there is a breadcrumb "FCL 2006 APAC APMEA" and a dropdown menu currently showing "Export to GLAD" with a hint "<-select operations here". Below this is the section header "Export Rates To GLAD". The form contains the following elements: a label "Which tab will be exported:" followed by a dropdown menu showing "Selected Bids Tab"; a label "Select Allocation File:" followed by a text input field and a "Browse..." button; a checkbox labeled "Also export rates into history rates" which is currently unchecked; and a "Generate" button at the bottom.

Figure 45: Export to GLAD View

This function is used to generate the excel rate file which Philips will submit to the GLAD server. You should upload the generated CPI report file from “Adjust Allocation” function, and select which tab of rate data you’d like to upload to the GLAD server. Clicking the “Generate” button will generate the file needed.

There is an option of whether to “also export rates into history rates”. If it’s selected, all the rates in the selected tab will be stored into the history rates as GLAD rates.

Send E-mail to Carriers

You can send emails to carriers via the system when new lanes are added.

"Enter" a call4bid and select **Send E-mail to Carriers** from the drop-down list to access the page shown in Figure 46: Send E-mail to Carriers.

Related information will automatically be stored by the system in anticipation for the next time it is to be used.

Call4Bid Management > Manage Lanes

FCL 2006 APAC APMEA

Send E-mail to Carriers <-select operations here

Send E-mail Notification to Carriers

From:	<input type="text"/>
TO:	<div><div></div><div>Use comma (,) to separate multiple receiver's e-mail addresses. Input carriers' e-mail addresses. The system will send e-mails to each carrier separately.</div></div>
Copy TO:	<div><div></div><div>Use comma (,) to separate multiple receiver's e-mail addresses. Input Philips' e-mail addresses.</div></div>
Title:	<input type="text"/>
Content:	<div><div></div></div>

Send E-mail

[Back](#)

Figure 46: Send E-mail to Carriers

History Management

History Management contains functions that allow you to upload and download historical data to the system. Click on the **History Management** Link in the main menu to access the page shown in Figure 47: History Management View.

FORWARDING & DISTRIBUTION

- CALL4BID MANAGEMENT
- TEMPLATE MANAGEMENT
- COLUMN MANAGEMENT
- HISTORY MANAGEMENT**
- KPI MANAGEMENT

History Management > Upload History Data

Upload History Data

Year of Data: 2006

Call4Bid: -All Rates-

Append Or Replace? replace

History Data File: Browse...

Upload

Download History Data

Year of Data: 2006

Call4Bid: -All Rates-

Download

* To import rates from each call4bid, please go to the 'Export to GLAD' section to run this function and tick the check box of 'Also export rates into history rates'.

* If you want to modify the rate file, you can just download the rate file of each call4bid and upload back after modification.

Figure 47: History Management View

Upload History Data

Year of Data indicates the year for the history data that you will be uploading.

Call4bid indicates the call4bid that the history data belongs to. If "all-rates" are selected, that means the file to upload contains the whole year's data.

Append Or Replace? indicates the operation you want to take. If replace is selected, the existing history data of the selected year and call4bid will be deleted first, and the new data is added. If append/modify is selected, it will compare the old history data with the new file, modify the lanes in both and append the new lanes.

Select the history data file and click **Upload** to upload the history data to the system.

The History File Format is shown in Figure 48: History File Format.

Column A-AO shows bid rates from bidding files. It is generated by calling export to GLAD function ("Call4bid Management"->"Export to GLAD").

Column AP-AR indicates the awarded volume from shipment files. It is generated by ticking the checkbox "Also export actual usage..."when generating actual CPI report.

Column AS "GLAD rates" means whether the rate is selected for this lane or not.

Microsoft Excel - history_2006_EMA.xls																								
File Edit View Insert Format Tools Data Window Help Adobe PDF																								
Type a question for help																								
<div> <div> </div> <div> <div>100%</div> <div>Arial</div> <div>10</div> <div>B</div> <div>I</div> <div>U</div> <div> </div> <div> </div> <div> </div> </div> </div>																								
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A	B	C	D	E	F	G	H	I	J	K	L	M	AL	AM	AN	AO	AP	AQ	AR	AS				
ID	Carrier	Origin Region	Origin Country	Origin City	Origin Port of Departure	Origin Type of Departure	Destination Region	Destination Country	Destination City	Destination Port of Entry	Destination Type of Entry	Project Volume	System Calculated All Bucket Inclusive Rates (Reference Total Only)	Sum of costs (a to e)	Sum of costs (a to e)	Sum of costs (a to e)	Actual Shipment Volume			GLAD rates				
1	Number																							
3		Indicate Carrier Code			Leave blank if origin port	Product "or" Description				Leave blank if destination				System calculated, do not fill	System calculated, do not fill	System calculated, do not fill	20%	40%	40%	10%				
4	E0001	carrier_cr	EMEA	NETHEI	ROOSE	ROTTEFD	EMEA	COTE C		ABIDJ	P	6	USD	2202	3652	3652	0	0	0	Y				
5	E0001	carrier_m	EMEA	NETHEI	ROOSE	ROTTEFD	EMEA	COTE C		ABIDJ	P	6	USD	2289	3824	3879	0	0	0	Y				
6	E0003	carrier_ag	EMEA	NETHEI	BEST	ROTTEFD	EMEA	UNITED		ABU D	P	5	USD	1319	1394	1394	0	0	0	Y				
7	E0003	carrier_cr	EMEA	NETHEI	BEST	ROTTEFD	EMEA	UNITED		ABU D	P	5	USD	1215	1466	1467	0	0	0	Y				
8	E0003	carrier_m	EMEA	NETHEI	BEST	ROTTEFD	EMEA	UNITED		ABU D	P	5	USD	1391	1818	1818	0	0	0	Y				
9	E0003	carrier_m	EMEA	NETHEI	BEST	ROTTEFD	EMEA	UNITED		ABU D	P	5	USD	1315	1565	1565	0	0	0	Y				
10	E0004	carrier_ag	EMEA	NETHEI	DRACH	ROTTEFD	EMEA	UNITED		ABU D	P	14	USD	1619	1694	1694	0	0	0	Y				
11	E0004	carrier_cr	EMEA	NETHEI	DRACH	ROTTEFD	EMEA	UNITED		ABU D	P	14	USD	1434	1685	1686	0	0	0	Y				
12	E0004	carrier_m	EMEA	NETHEI	DRACH	ROTTEFD	EMEA	UNITED		ABU D	P	14	USD	1553	1979	1979	0	0	0	Y				
13	E0004	carrier_m	EMEA	NETHEI	DRACH	ROTTEFD	EMEA	UNITED		ABU D	P	14	USD	1405	1805	1805	0	0	0	Y				
14	E0009	carrier_ag	EMEA	NETHEI	BEST	ROTTEFD	EMEA	EGYPT		ALEXANP	P	10	USD	1369	1769	1769	0	0	0	Y				
15	E0009	carrier_cr	EMEA	NETHEI	BEST	ROTTEFD	EMEA	EGYPT		ALEXANP	P	10	USD	1109	1709	1709	0	0	0	Y				
16	E0009	carrier_kl	EMEA	NETHEI	BEST	ROTTEFD	EMEA	EGYPT		ALEXANP	P	10	USD	1405	2080	2080	0	0	0	Y				
17	E0009	carrier_m	EMEA	NETHEI	BEST	ROTTEFD	EMEA	EGYPT		ALEXANP	P	10	USD	1025	1425	1425	0	0	0	Y				
18	E0009	carrier_m	EMEA	NETHEI	BEST	ROTTEFD	EMEA	EGYPT		ALEXANP	P	10	USD	1776	1761	1761	0	0	0	Y				
History Rates																								

Figure 48: History File Format

Please note that you should maintain the same format as that of the file you downloaded through the "Download History Data" function to upload the history data.

Please note that the lane id will be checked by its first character for compatibility to the specified call4bid. Default first character of lane id for call4bids are shown as below:

Call4Bid Name	First Character of Lane Id
APAC-APEMA	4
APAC-EMEA	1
EMEA	E
LATAM	L
NAM	N
PARTNER	U

If you select "replace", the lanes with id not having the corresponding capital will be listed as errors and not stored. If you really want to upload these lanes, you can select "append/modify" when uploading. It will show warnings and the data will be stored.

Download History Data

Select the **Year of Data** for which you would like to download the history data.

Select the **Call4bid** whose history data you want to download.

Click **Download** to download the history data for the selected region and year.

KPI Management

KPI Management contains functions that allow F&D to upload and download actual shipment data from carriers, create and modify port, city, PD and payment mapping, and generate actual CPI report. Click on the **KPI Management** Link in the main menu to access the page shown in Figure 49: Select Year View.

Year	Template	Operation
2006	2006 KPI Template	Modify Delete Enter
2005	2005 KPI Template	Modify Delete Enter

New Year

Figure 49: Select Year View

Upload Actual Shipment File

If the year is not assigned with a KPI template, click on **New Year** button shown in Figure 49: Select Year View to assign the template. This will lead you to Figure 50: Assign Shipment Template View.

Please note that you cannot upload the shipment file without the KPI template, and it is vital to keep the template consistent throughout the year.

Year: 2007

Template: 2007kpi

Submit Reset

Figure 50: Assign Shipment Template View

Clicking on **Submit** will assign the year's shipment template with the KPI template that you have selected.

Click on **Enter** as shown in Figure 49: Select Year View to access the Carrier List View shown in Figure 51: Carrier List View.

KPI Management > Carrier List

Upload Actual Shipment File <-select operations here

Carrier List Of Year 2005

Carrier	No. Of Submissions	Operation
carrier_apl	2	<input type="button" value="Enter"/>
carrier_cma	2	<input type="button" value="Enter"/>
carrier_cnc	2	<input type="button" value="Enter"/>
carrier_cosco	2	<input type="button" value="Enter"/>
carrier_costa	0	<input type="button" value="Enter"/>

Figure 51: Carrier List View

The Carrier List View shows all carriers and the number of shipment files they submit.

To view all of this year's submissions, click on **Download All Submissions**.

To upload/view the shipment files of a specific carrier, click on the corresponding **Enter** button in Figure 51: Carrier List View to access Figure 52: Shipment Submission View.

KPI Management > Shipment Submission List

year 2005

KPI Submissions Of Carrier_Apl

Year	Month	Remarks	Date Submitted	KPI File	Operation
2005	1		2006-07-03 14:15:45.0	[download]	<input type="button" value="Modify"/> <input type="button" value="Delete"/>
2005	2		2006-07-03 14:16:18.765	[download]	<input type="button" value="Modify"/> <input type="button" value="Delete"/>

Figure 52: Shipment Submission View

In Shipment Submission View, you can upload, download, modify, and delete shipment files.

To upload a new shipment file, click on **Upload a new KPI File** to access the page shown in Figure 53: Upload Shipment View.

To modify the existing submission, click on **Modify** to access the Modify Shipment View (Similar to Upload Shipment View).

To delete an existing submission, click on **Delete**.

To download all submissions of this carrier in this year, click on **Download All Submissions**.

Upload New KPI file

KPI Management > Actual Data Upload

Upload A New Shipment File

Carrierid:

carrier_apl

KPI Template:

2006 KPI Template

Year of Data:

2006

Month of Data:

2

*

Remarks

Actual Data File:

Browse...

Upload

Figure 53: Upload Shipment View

Select the month and shipment file, and click on **Upload**.

The template for the shipment file is called the KPI Template. Please refer to Appendix A-3 for the template columns of the KPI template.

Please note that the function will check the fields with "error" in "check for" column of Appendix A-3 for errors. If the data is/are not of the right format, uploading is rejected. You must revise the file according to the error messages displayed so that it can be uploaded.

Also, check the "warning" field. If data is/are not of the right format, uploading is permitted but the warning(s) will still be displayed after the operation is completed. You can also use the file to generate the actual CPI report but it will result in some unmatched items.

Update Alias

Alias function provides mapping from the irregular description of a shipment file to the regular description used internally. Update Alias Function contains replace upload, append upload and download functions.

Click on the **KPI Management** Link in the main menu, and then click on the **Update Alias** from the drop-down list to access the view shown in Figure 54: Update Alias View.

Figure 54: Update Alias View

Append Or Replace? is an operation that enables you to append the current file or replace the current alias file. Please note that if you select the replace button, the current alias file will be cleared.

Alias Type shows the alias file type you want to update. There are two types of alias:

- Port & City Alias
- PD files

To update the alias file, click on the **Upload**.

To view current alias file, click on **Download**.

The alias file format is shown in Figure 55: Alias File Format. In tab 1, row 1 is the header, while column 1 lists the names that are used internally. The other columns are all aliases that map themselves to the internal names in the same row. For port/city alias file, there may be some names found in the alias table but not in the port/city table due to historical reasons. These names are shown in red. The names in the city/port table are not revealed in the alias table but are shown in tab 2.

Please note that the names in the alias file are constrained by the port/city names whereby the row with the name not in the city table or port table cannot be uploaded into the system.

	A	B	C	D	E	F	G	H	I	J	K
1	Name	Alias									
2	AACHEN										
3	AARHUS										
4	ABIDJAN	CIABJ									
5	ABU DHABI	AEAUH									
6	ACAJUTLA										
7	ACHT										
8	ADABIYA										
9	ADELAIDE										
10	ADEN										
11	AIN SUKHNA										
12	AJMAN										
13	AKITA										
14	ALCALA DE HENARES										
15	ALEXANDRIA/ALEXANDRIA EL DEKHEILA										
16	ALGECIRAS										
17	ALGER	ALGIERS									
18	ALPIGNANO										
19	ALTAMIRA										
20	ANTOFAGASTA										
21	ANTWERP	ATVWF	BEANR	ANTWERPEN	ANTWERPEN	ANTWERP	BIANWERP				
22	APAPA										
23	AQABA	AQABAH									
24	ARICA										
25	ASHDOD										
26	ASPROPIRGOS										
27	ATHENS										
28	ATLANTA										
29	AUBURN										
30	AUCKLAND	NZAKL									
31	AUGSBURG										

Figure 55: Alias File Format

Report for Actual CPI Calculation

The CPI calculation function enables the generation of the actual CPI report.

Click on the **KPI Management** Link on the main menu, and then click on the **Report for CPI Calculation** from the drop-down list to access the page shown in Figure 56: Actual CPI Calculation View.

PHILIPS BID OPTIMIZATION SOURCING SYSTEM
SEA FREIGHT (FCL)

Admin | Forwarding & Distribution | Business Unit | Carrier Welcome, lig1wim. Logout Help

FORWARDING & DISTRIBUTION

- CALL4BID MANAGEMENT
- TEMPLATE MANAGEMENT
- COLUMN MANAGEMENT
- HISTORY MANAGEMENT
- KPI MANAGEMENT**

KPI Management > Actual CPI Calculation

Report for CPI calculation <-select operations here

Download Actual CPI Report Of Shipment Data

Calculate actual CPI based on the shipment data of
year 2006 from month 1 to 12

Select Call4bid And Default Payment Term

<input checked="" type="checkbox"/> 2006 APAC APMEA	<input checked="" type="radio"/> Prepaid <input type="radio"/> Collect
<input type="checkbox"/> FCL 2006 APAC EMEA	<input checked="" type="radio"/> Prepaid <input type="radio"/> Collect
<input type="checkbox"/> FCL 2006 EMEA	<input checked="" type="radio"/> Prepaid <input type="radio"/> Collect
<input type="checkbox"/> FCL 2006 LATAM	<input checked="" type="radio"/> Prepaid <input type="radio"/> Collect
<input type="checkbox"/> FCL 2006 NAM	<input checked="" type="radio"/> Prepaid <input type="radio"/> Collect

☐ Also export actual usage into history rates as awarded volume (only take effect when select global and whole year)

Select All Calculate

Upload New Payment Mapping File

Mapping File: [current] Browse... Upload

Figure 56: Actual CPI Calculation View

For generating an actual CPI report,

1. Select the date range (**Year, Beginning Month and End Month**) in the view that is needed.

In the calculation, the function gets all the carriers' shipment file in the selected date range and forecast volume in the remaining month of the selected year.
2. Then select the required **call4bid(s)** for the actual CPI report involved and also their default payment term (PREPAID/COLLECT).
3. If you want to export the actual volume from shipment data to the history table, please check the "**Also export actual usage...**" checkbox. Please note that the export action only takes effect when you select month from 1 to 12 and all call4bids.
4. Click on **Calculate**.

Upload New Payment Mapping File

Payment term indicates which party is the payer. Since the PREPAID/COLLECT column does not exist in the forecast file, we need the mapping from column "DELIVERY TERMS" to formal payment terms (PREPAID/COLLECT). If this function cannot find a mapping, it uses the default payment term for this call4bid when specified in the calculation.

Please note that in the actual CPI report, all lanes are taken from the history table, so you must ensure a history table exists for the wanted lane.

You can also update the payment mapping file through uploading it. The file format is as shown in Figure 57: Payment Mapping File Format.

Click on the **KPI Management** Link in the main menu, and then click on the **Report for CPI Calculation** from the drop-down list to access the page shown in Figure 56: Actual CPI Calculation View.

Select the payment mapping file and click on the **Upload** button under the "Upload New Payment Mapping File" section.

	A	B	C	D	E	F	G	H	I
1									
2	EX WORKS	COLLECT							
3	EXW	COLLECT							
4	EXWORKS	COLLECT							
5	FCA	COLLECT							
6	FOB	COLLECT							
7	CFR	PREPAID							
8	CIF	PREPAID							
9	CIP	PREPAID							
10	CPT	PREPAID							
11	DDP	PREPAID							
12	DDU	PREPAID							
13									
14									
15									
16									
17									
18									
19									

Figure 57: Payment Mapping File Format

Row 1 is the header and column 1 is the description in the forecast file. Column 2 is the payment type for the report.

Actual CPI Report Format

Figure 58: Actual CPI Report Format shows a sample of an actual CPI report.

	A	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM
	ID Number	Product Division	Call4Bid Name	Group type (dest-subregion for APAC. Depends on the selected summary type)	All Inclusive rates Prepaid/C collect	Actual Volume				Actual Volume FEU	Histor y All Inclusive Spend USD	Actual All Inclusive Spend USD	Actual CPI	Forec ast volume of remain ing month s FEU	Histor y All Inclusive Spend USD	Forec ast All Inclusive Spend USD	Forec ast CPI	Annua l Volume (Actual + Forec ast) FEU	Histor y All Inclusive Spend USD	Annua l All Inclusive Spend USD	New Annua l All Inclusive Spend USD	New Annua l CPI
46	40011	3289	PLC	FCL 2006 APAC AFRICA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
47	40011	2663	PLC	FCL 2006 APAC AFRICA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
48	40011	2677	PLC	FCL 2006 APAC AFRICA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
49	40011	2695	PLC	FCL 2006 APAC AFRICA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
50	40011	2779	PLC	FCL 2006 APAC AFRICA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
51	40012	1645	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
52	40012	1911	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
53	40012	1245	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
54	40012	1795	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
55	40012	1095	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
56	40014	577	PCEC	FCL 2006 APAC INTRA ASIA	COLLECT	1	1			2	1258	942	75	0	0	0	0	2	1258	942	75	
57	40014	572	PHXXX	FCL 2006 APAC INTRA ASIA	COLLECT	4			2	4	3365	2685	80	0	0	0	0	4	3365	2685	80	
58	40014	987	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
59	40014	1227	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
60	40014	937	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
61	40014	665	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	24	18816	15953	85	24	18816	15953	85	
62	40014	1087	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
63	40014	755	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
64	40014	1337	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
65	40014	577	PLC	FCL 2006 APAC INTRA ASIA	COLLECT	2	8			9	7220	5345	74	47	36848	27105	74	56	44068	32450	74	
66	40014	572	PLC	FCL 2006 APAC INTRA ASIA	COLLECT	4			4	7	4833	3829	79	47	36848	26870	73	54	41681	30699	74	
67	40016	740	PCEC	FCL 2006 APAC INTRA ASIA	COLLECT	3	19			21	17520	15292	87	0	0	0	0	21	17520	15292	87	
68	40016	740	PHDAP	FCL 2006 APAC INTRA ASIA	PREPAID	1	3			4	3060	2630	86	0	0	0	0	4	3060	2630	86	
69	40016	740	PHXXX	FCL 2006 APAC INTRA ASIA	PREPAID	2	1			2	1950	1557	80	0	0	0	0	2	1950	1557	80	
70	40016	795	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	10	8340	7953	95	10	8340	7953	95	
71	40016	1206	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
72	40016	1440	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
73	40016	740	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	14	11676	10365	89	14	11676	10365	89	
74	40016	1125	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0
75	40016	740	PLC	FCL 2006 APAC INTRA ASIA	PREPAID	5	8			11	9462	7966	84	14	11676	10365	89	25	21138	18330	87	
76	40016	1025	PLC	FCL 2006 APAC INTRA ASIA	PREPAID					0	0	0	0	0	0	0	0	0	0	0	0	0

Figure 58: Actual CPI Report Format

Sheet 1 "CPI per lane All PDs" is the statistics for lanes.

Sheet 2 "CPI per region All PDs" is the statistics for regions.

Sheet 3 "CPI per region specified PD" is the statistics for PDs and regions.

Sheet 4 "not match shipment item" lists all non match shipment items.

In Sheet 1:

Rows are sorted by call4bid name, then by lane id, then pd, and last by carrier id. The matching method uses CITY-PORT-PORT-CITY full matching.

Column A-L is taken from the history table. That means the lane(s) that do(es) not exist in the history table will not appear in the report.

Column M is taken from the latest allocation file, please make sure that the latest allocation file is the correct and final decision in allocation before generating the report.

Column N-P are last year's average "All Bucket Inclusive Rates" of the same lane from the history table. If any volume exists for the lane in the history table, use the weighted average. Otherwise, the general average is applied. The formulae are indicated below:

$$\text{weighted average} = \frac{\sum_{\text{glad}} (\text{bidrate} \times \text{awardedvolume})}{\sum_{\text{glad}} \text{awardedvolume}}$$

$$\text{general average} = \frac{\sum_{glad} \text{bidrate}}{\sum_{glad} 1}$$

Columns Q-S specify the carriers' bid rates for the current year. They are taken from the column "All Bucket Inclusive Rates" of the history table.

Column T is taken from column "Product Division" of a carrier's shipment file after mapping to the PD alias table.

Column U "Call4bid Name" is taken from the bid file to determine which call4bid this lane belongs to.

Column V "Group type" shows dest-subregion for call4bid for APAC. Use originRegion-destRegion for other call4bids.

Column W, the order logic in determining the payment terms are as follows:

- 1) If the actual charge from the carrier's shipment file exists, and if the prepaid charge is greater than the collect charge, then the report will show "PREPAID". Otherwise, the report will show "COLLECT" Exit from this column
- 2) But if the actual charge from the carrier's shipment file does not exist, the system automatically retrieves the forecast file using the payment term table to map the "DELIVERY TERM" column to obtain the payment term.
- 3) If conditions 1 and 2 are not satisfied, then follow the specified terms on the screen

Columns X-Z are the numbers of containers in the shipment file. Determining the container size is as below:

String in the Field	Container Size
Contains "20"	20ft
Contains "40" but not contains "h" and "d96"	40ft
Contains "40" but also contains "h" or "d96"	40fthc
Others	Place to "not match" tab

Columns AA-AL are statistics of total volume, history spend, current spend, cpi in selected month range and remaining month, and the whole year.

As FEU is the unit of measurement used, and 1 20ft is equivalent to 0.5FEU, 1 40ft is equivalent to 1 FEU, 1 40hc is equivalent to 1.125FEU; the formula used to calculate total volume is as follows:

$$\text{totalVolume} = (\text{num20ft} \times 0.5) + (\text{num40ft} \times 1) + (\text{num40hc} \times 1.125)$$

"History spend" is calculated using historical rates. The formula used to calculate "history spend" is as follow:

$$\text{historySpend} = \text{histRate20ft} \times \text{num20ft} + \text{histRate40ft} \times \text{num40ft} + \text{histRate40hc} \times \text{num40hc}$$

"Current spend" is calculated using current rates. The formula used to calculate the "current spend" is as follow:

$$\text{currentSpend} = \text{currRate20ft} \times \text{num20ft} + \text{currRate40ft} \times \text{num40ft} + \text{currRate40hc} \times \text{num40hc}$$

The formula used to calculate CPI is as follows:

$$CPI = \frac{currentSpend}{historySpend} \times 100$$

In Sheet 2,

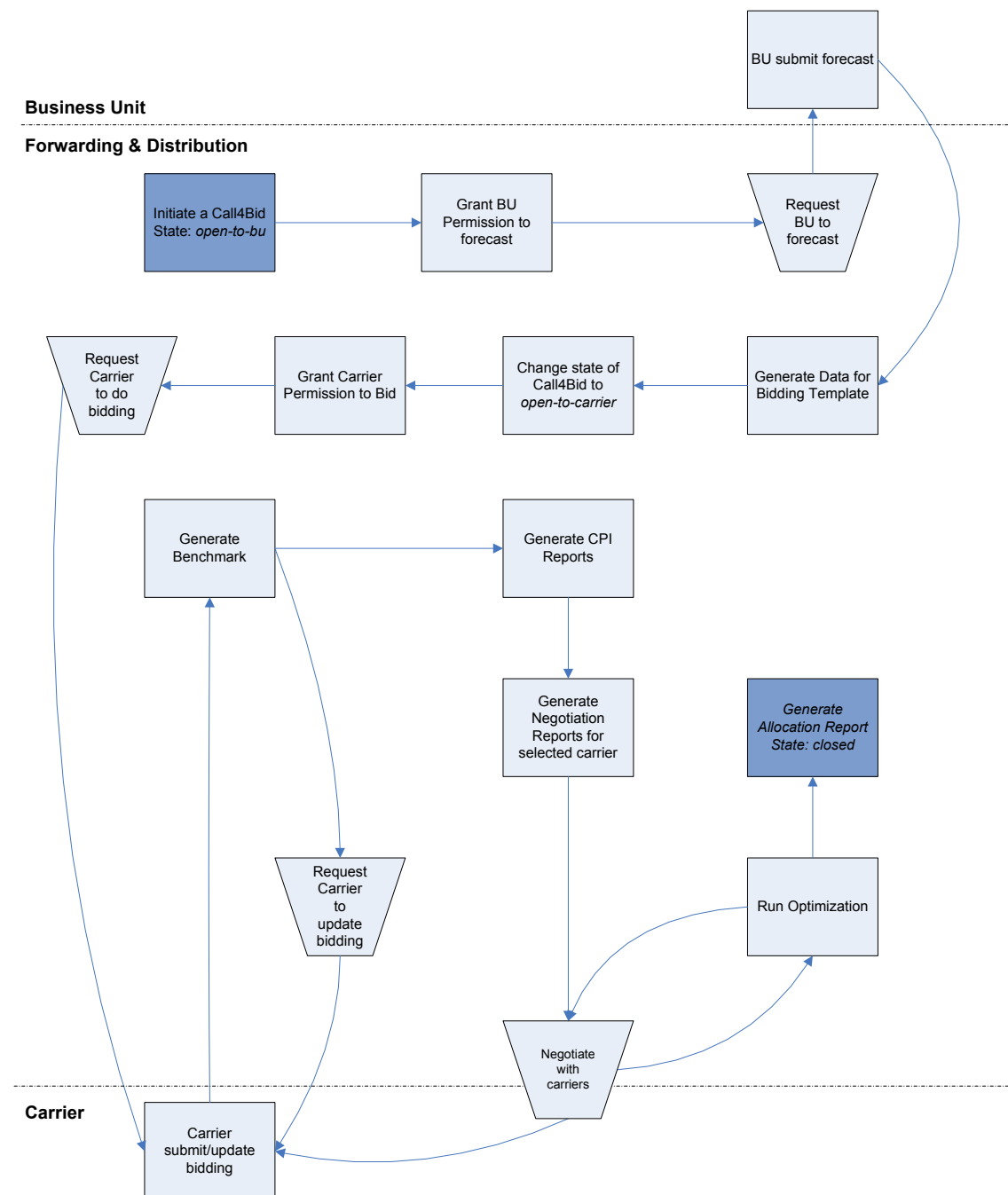
Rows are sorted by call4bid name, then by group type. It summarizes the lane, volume & spend of sheet 1.

In Sheet3,

Rows are sorted by PD, then by call4bid name, and lastly by group type. It summarizes the lane, volume & spend of sheet 1.

Sheet 4 shows all shipment items that cannot find any matching lane in the history table.

Process Flow for a Call4bid



Appendix A-1: Forecast Template

Column Name	Format	Type	Input By	Remarks
ID NUMBER	text		Template	
IF OEM - NAME	text		BU	
CUSTOMER	text		BU	
ORIGIN REGION	region		Template	BU cannot change the origin and destination information. If BU would like to forecast on new lanes, BU should approach F&D to add these new lanes into the forecasting template.
DESTINATION REGION	region		Template	
ORIGIN CITY	text		Template	
ORIGIN COUNTRY	country		Template	
ORIGIN PORT	port		Template	
DESTINATION CITY	text		Template	
DESTINATION COUNTRY	country		Template	
DESTINATION PORT	port		Template	
ORIGIN TYPE P/D	Port type		Template	
DESTINATION TYPE P/D	Port type		Template	
DELIVERY TERMS	text		BU	
PREFERRED SHIPPING DAYS	Day of week		BU	e.g. "MON, TUE" or "FRI, SUN"
TRANSIT TIME	number		BU	
TOTAL ANNUAL AMOUNT	number	mandatory	BU	row ignored by system if value entered is less than or equals zero
JAN	number		BU	
FEB	number		BU	
MAR	number		BU	
APR	number		BU	
MAY	number		BU	
JUN	number		BU	
JUL	number		BU	
AUG	number		BU	
SEP	number		BU	
OCT	number		BU	
NOV	number		BU	
DEC	number		BU	
% OF 20 CONTAINER	number	mandatory	BU	Do not include the '%' sign. These 3 values must add up to 100

Column Name	Format	Type	Input By	Remarks
% OF 40 CONTAINER	number	mandatory	BU	
% OF 40HC CONTAINER	number	mandatory	BU	
REMARKS	text		BU	

Appendix A-2: Bidding Template

Column name		Format	Type	Input By	Remarks
Id Number		Text	Read-Only	Template	
Carrier		Text	Read-Only	Template	Will be set by the system, no need to fill in
Origin Region		Text	Read-Only	Template	
Origin Country		Text	Read-Only	Template	
Origin City		Text	Read-Only	Template	
Origin Port		Text	Read-Only	Template	
Origin Type		Text	Read-Only	Template	
Destination Region		Text	Read-Only	Template	
Destination Country		Text	Read-Only	Template	
Destination City		Text	Read-Only	Template	
Destination Port		Text	Read-Only	Template	
Destination Type		Text	Read-Only	Template	
Projected Volume		Number	Read-Only	Template	
Origin Haulage	Currency	Currency Code		Carrier	Please use Philips currency code. Must be defined if <i>Origin Haulage</i> (20ft, 40ft or 40fthc) is defined
	20ft	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if origin type is "door"; Shouldn't be quoted if origin type is "port"
	40ft	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if origin type is "door" ; Shouldn't be quoted if origin type is "port"
	40fthc	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if origin type is "door" ; Shouldn't be quoted if origin type is "port"
Origin Terminal Handling	Currency	Currency Code		Carrier	Please use Philips currency code. Must be defined if <i>Origin Terminal Handling</i> (20ft, 40ft or 40fthc) is defined
	20ft	Number		Carrier	Must be defined if <i>Ocean Rate</i> 20ft is defined
	40ft	Number		Carrier	Must be defined if <i>Ocean Rate</i> 40ft is defined

Column name		Format	Type	Input By	Remarks
	40fthc	Number		Carrier	Must be defined if <i>Ocean Rate</i> 40fthc is defined
Ocean Rate	Currency	Currency Code	Read-Only	Template	defaulted to USD
	20ft	Number		Carrier	
	40ft	Number		Carrier	
	40fthc	Number		Carrier	
Destination Terminal Handling	Currency	Currency Code		Carrier	Please use Philips currency code. Must be defined if <i>Destination Terminal Handling</i> (20ft, 40ft or 40fthc) is defined
	20ft	Number		Carrier	Must be defined if <i>Ocean Rate</i> 20ft is defined
	40ft	Number		Carrier	Must be defined if <i>Ocean Rate</i> 40ft is defined
	40fthc	Number		Carrier	Must be defined if <i>Ocean Rate</i> 40fthc is defined
Destination Haulage	Currency	Currency Code		Carrier	Please use Philips currency code. Must be defined if <i>Destination Haulage</i> (20ft, 40ft or 40fthc) is defined
	20ft	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if destination type is "door" ; Shouldn't be quoted if destination type is "port"
	40ft	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if destination type is "door" ; Shouldn't be quoted if destination type is "port"
	40fthc	Number		Carrier	Leave empty if rate is not available, 0 indicates free of charge; Should be quoted if destination type is "door" ; Shouldn't be quoted if destination type is "port"
Through Rate	Currency	Currency Code	Read-Only	Template	Defaulted to USD
	20ft	Number		Carrier	Column N to AG (except V) must be blank if this is defined
	40ft	Number		Carrier	Column N to AG (except V) must be blank if this is defined
	40fthc	Number		Carrier	Column N to AG (except V) must be blank if this is defined

Column name		Format	Type	Input By	Remarks
System Calculated All Bucket Inclusive Rates (Reference Total Only)	Currency	Currency Code	Read-Only	Template	Defaulted to USD
	20ft	Number		Template	To be calculated by system, do not fill in
	40ft	Number		Template	To be calculated by system, do not fill in
	40fthc	Number		Template	To be calculated by system, do not fill in
Benchmark All Bucket Inclusive Rates	Currency	Currency Code	Read-Only	Template	Defaulted to USD
	20ft	Number	Read-Only	Template	
	40ft	Number	Read-Only	Template	
	40fthc	Number	Read-Only	Template	
Sailing Frequency per week		Number		Carrier	
Sailing Day		Day Of Week		Carrier	mo=Monday, tu=Tuesday, we=Wednesday, th=Thursday, fr=Friday, sa=Saturday, su=Sunday such as "mo,sa" means Monday and Saturday
Demurrage	Days free	Number		Carrier	
Demurrage rate	currency	Currency Code		Carrier	If you don't specify currency, USD will be used as default.
	20ft	Number		Carrier	
	40ft	Number		Carrier	
	40fthc	Number		Carrier	
Detention	Days free	Number		Carrier	
Detention rate	currency	Currency Code		Carrier	If you don't specify currency, USD will be used as default.
	20ft	Number		Carrier	
	40ft	Number		Carrier	
	40fthc	Number		Carrier	
War risk rate	currency	Currency Code		Carrier	If you don't specify currency, USD will be used as default.
	20ft	Number		Carrier	
	40ft	Number		Carrier	
	40fthc	Number		Carrier	
Transit time (Door/Port to Port/Door whichever is applicable)		Number	Mandatory	Carrier	Must be defined if <i>Ocean Rate</i> or <i>Through Rate</i> is defined; otherwise leave it blank. Fastest available. In terms of days.
Routing		Text		Carrier	Free text format. e.g. transit port, mode of transport
Rate Effective date		YYYY/MM/DD	Mandatory	Carrier	Must be defined if <i>Ocean Rate</i> or <i>Through Rate</i> is defined; otherwise leave it blank
Rate Expiry date		YYYY/MM/DD	Mandatory	Carrier	Must be defined if <i>Ocean Rate</i> or

Column name		Format	Type	Input By	Remarks
					<i>Through Rate</i> is defined; otherwise leave it blank
Remarks		Text		Carrier	
Capacity	FEU	Number		Carrier	Specify how much capacity you can provide upon this lane

Appendix A-3: KPI Template

Column name		Format	Type	Input By	Check for	Right Format
Carrier		Text	Fcl-fm:carrier-id	Carrier	ignore	
Month		Text	1-12	Carrier	error	{1/Jan/January},{2/February/February},...,{12/December/December}
Philips Entity	Shipper name	Text	Optional	Carrier	ignore	
	Consignee name	Text	Optional	Carrier	ignore	
	Product division	Text	Pd-code	Carrier	error	Can find mapping in PD alias table
Container Data	Container Number	Text	Optional	Carrier	ignore	
	Container Size	Text	Container-code	Carrier	warning	Start with 20/40
	B/L number	Text	Optional	Carrier	ignore	
Route information	Origin City	Text	Optional	Carrier	warning	Empty or can find mapping in city&port alias table
	Load Port	Text	Not-blank	Carrier	warning	Not empty and can find mapping in city&port alias table
	Destination Port	Text	Not-blank	Carrier	warning	Not empty and can find mapping in city&port alias table
	Destination City	Number	Optional	Carrier	warning	Empty or can find mapping in city&port alias table
PREPAID CHARGES	Total usd prepaid charges on BL	Number	Optional	Carrier	error	Empty or positive number
	Total non usd charges on BL	Number	Optional	Carrier	error	Empty or positive number
	Non usd prepaid currency	Currency Code	Optional	Carrier	error	Empty(if non usd prepaid charges is also empty) or Currency code in Country-Currency table
COLLECT CHARGES	Total usd collect charges on BL	Number	Optional	Carrier	error	Empty or positive number
	Total non usd charges on BL	Number	Optional	Carrier	error	Empty or positive number
	Non usd collect currency	Currency Code	Optional	Carrier	error	Empty(if non usd prepaid charges is also empty) or Currency code in Country-Currency table

Abbreviation

BOSS	Bid Optimization Sourcing System
BU	Business Unit
CPI	Contract Performance Indicator
KPI	Key Performance Indicator
F&D	Philips' Forwarding & Distribution Department
FCL	Full Container Load
LCL	Less Than Container Load