

OTM Live Tutorial : Freight Forwarding in 50 minutes

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EU OTMSIG 2014



Introduction

- **Business Scenario**
- **Mapping Business Scenario to OTM**
- **Step by Step setup of OTM Configuration**
 - **Locations**
 - **Service Provider**
 - **Equipment group**
 - **Itinerary**
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Business Scenario

(1/3)

- APL Logistics (APLL) is a 3PL which offers ocean freight forwarding services to our customers
- One of the active trade lane is Hong Kong to Hamburg
- In order to offer these services, APLL procure the following ocean services from 2 carriers

HKHKG-DEHAM	APLU (Contract No. APLU2014-001)					MAEU (Contract No. MAEU2014-024)				
Contract Effective	01 Jan 2014 – 31 Dec 2014					01 Jan 2014 – 31 Dec 2014				
Charges	Transit Time	20GP	40GP	40HC	45GP	Transit Time	20GP	40GP	40HC	45GP
OCF - Ocean Freight	29	1800	2500	2950	3200	30	2000	2550	3100	3300
BAF – Bunker Adjustment Factor		200	200	200	200		250	250	250	250
CAF – Currency Adjustment Factor		10% of OCF					8% of OCF			

- Local Handling Charges applies
- THC – Terminal Handling Fee (HKHKG) \$200 / equipment
- CIF – Custom Inspection Fee (DEHAM) \$300 / equipment



Business Scenario

(2/3)

- The Equipment capacity are as follow, utilized both by APLU and MAEU

Equipment	20GP	40GP	40HC	45GP
Max Volume	22 cbm	60 cbm	67 cbm	72 cbm
Max Weight	28,000 Kg	28,500 Kg	29,000 Kg	33,000 Kg

Business Scenario

(3/3)

- APL Logistics sells FCL services between Hong Kong and Hamburg based on the below standard tariff

HKHKG - DEHAM	APLL			
Contract Effective	01 Jan 2014 – 31 Dec 2014			
Charges	20GP	40GP	40HC	45GP
OCF - Ocean Freight	2700	3500	4300	4600

- Above rate is inclusive of BAF and CAF
- Above rate is subject to pass-through of local charges THC and CIF with no additional mark-up

Mapping Business Scenario to OTM

- Create Locations
 - ✓ HKHKG, DEHAM
- Create Service Provider
 - ✓ Maersk Line (MAEU)
 - ✓ American President Line (APL)
- Create Equipment Group
 - ✓ 20GP, 40GP, 40HC, 46GP
- Create single leg Itinerary for HK-DE Tradelane
- Create Buy Contract for MAEU and APLU
 - ✓ Rate Service
 - ✓ Rate Offer
 - ✓ Rate Record
 - ✓ Accessorial
 - Define the Accessorial code and calculation for BAF, CAF, THC, CIF
- Create SELL Contract for APLL
 - ✓ Rate Service
 - ✓ Rate Offer
 - ✓ Rate record
 - ✓ Accessorial
 - Ensure that THC and CIF are pass-thru from BUY to SELL



