

SDV International Logistics Automates Ocean Pricing and Proposal Generation with Management Dynamics' Rate Explorer

Worldwide logistics arm of the Bollore Group to boost sales efficiency and better manage buy-side transaction costs

EAST RUTHERFORD, NJ /Send2Press Newswire/ – Management Dynamics, Inc., a leading provider of on-demand solutions for global transportation and supply chain management, today announced SDV International Logistics USA has selected Rate Explorer to automate its ocean pricing operations. Its sales and operations teams use Rate Explorer ocean pricing and proposal generation tools to respond faster to customer opportunities with more accurate and customized proposals.



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Rate Explorer is a complete NVOCC solution for buy-side contract cost management and sell-side pricing automation. For its US inbound and outbound operations, SDV International Logistics will manage thirty-five contracts. In the US, over thirty sales executives across fourteen offices will use Rate Explorer to prepare customer quotations. SDV International Logistics also plans to use Rate Explorer to manage an additional fifty to sixty rate

agreements in its European and Asian trades. Complex, multi-line bids with a global scope will be handled by their operations teams who will also use Rate Explorer daily to optimize booking decisions and audit freight bills.

“Our customers’ demand for fast turnaround of rate requests that detail alternative cost-service scenarios simply could not be supported with the use of spreadsheets and paper contracts,” said Bertrand Ducasse, Maritime Manager of SDV International Logistics in the USA. “Rate Explorer empowers our sales and pricing organization to respond faster than the competition with differentiated proposals that help our customers make important cost-service tradeoff decisions.”

“SDV International Logistics has a rich tradition of applying information technologies to their operations and immediately recognized the value of Rate Explorer to boost sales results and carefully manage buy-side transaction costs,” said John Preuninger, President of Management Dynamics. “We welcome SDV International Logistics to our growing NVOCC clientele.”

About SDV International Logistics

SDV International Logistics is a worldwide provider of international freight forwarding, transportation and logistics services. With a rich history dating back to 1822 in France, The group now operates in 85 countries with 8000 employees. SDV International Logistics, a subsidiary of the Bollore Group, leads the French market and is among the top 6 logistics providers in the European market. A recognized specialist in all fields of transport and logistics, SDV International Logistics applies advanced information technologies to deliver tailor-made solutions for its customers. The group has also developed dedicated product for various sector and industries such as Aerospace, Oilfield, Express and Industrial Projects. Please visit www.sdv.com for more information.

The logo features the text "News from Send2Press® Newswire" in white serif font, centered within a blue rectangular frame. The background of the frame is a dark blue, abstract pattern resembling a globe or network connections.

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About Management Dynamics, Inc.

Management Dynamics is a leading provider of on-demand solutions that improves the performance of global supply chains for importers, exporters, logistics service providers, and carriers. The company's solutions synchronize the flow of information among trading partners, optimize supply chain execution decisions and streamline logistics processes.

Management Dynamics is the time-proven solution with over 9,000 global users at some of world's most successful 3PLs, carriers, manufacturers, retailers, and high technology companies.

For more information, please visit www.ManagementDynamics.com or call (201) 935-8588.

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