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COURSE BROCHURE

# Shipper Ocean Freight Procurement and Carrier Performance Training Course

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Registered in the United Kingdom and Saudi Arabia

# Shipper Ocean Freight Procurement and Carrier Performance Training Course

Shipper Ocean Freight Procurement and Carrier Performance is a 1-week training course for logistics buyers, supply chain planners and import-export coordinators at cargo-owning companies, and it produces an ocean freight tender and carrier scorecard pack. Volatile freight rates, shifting liner schedules and port congestion now hit landed cost and stock cover directly. Jupiter Prime Training runs this course on shipper ocean freight procurement and carrier performance.

## Why Shipper Ocean Freight Procurement Matters Now

Three forces push cargo owners to buy ocean transport more deliberately. Liner alliances reshuffle services and port rotations, so a contracted lane can lose its direct call overnight. Spot and index-linked rates swing widely, which exposes shippers who sign fixed contracts without review clauses. Finance and sales teams also expect reliable delivery dates, because every extra week at sea is cash tied up in inventory. A shipper that tenders well, splits volume sensibly and measures carriers secures space and predictable transit; one that buys on headline rate alone pays later in rollovers, detention and stockouts. The course draws on Incoterms rules and standard liner service contract practice.

## Who Gains Most from Shipper Ocean Freight Procurement

- Those who run annual and quarterly ocean freight tenders for their company
- Those who allocate container volume between carriers and forwarders
- Those who plan stock and reorder points around ocean lead times
- Those who track bookings, rollovers and arrival performance by lane
- Those who settle freight invoices, surcharges and detention charges

A manufacturer or retailer gains most when its procurement, logistics and inventory planners attend together.

## Shipper Ocean Freight Procurement Capabilities

Participants leave able to buy container capacity on terms that hold up when the market turns.

- Design an ocean freight tender with lanes, volumes and evaluation criteria — procurement lead
- Weigh carrier, forwarder and non-vessel operator options per lane — logistics manager
- Calculate total landed cost including surcharges, detention and inventory in transit — finance controller
- Specify service contract clauses on space, rates and review triggers — legal and commercial teams
- Build a carrier scorecard on schedule reliability, rollovers and invoice accuracy — carrier account managers
- Test lane allocations against port disruption and transit delays — supply chain planner

## Key Shipper Ocean Freight Procurement Terms

- Service contract — an agreement between a shipper and an ocean carrier fixing rates and minimum volume over a period.
- Non-vessel operating common carrier — a carrier that issues its own bills of lading but buys space from vessel operators.
- Rollover — cargo booked on a sailing but left behind and moved to a later vessel.
- Schedule reliability — the share of vessel arrivals that reach port within an agreed window of the published time.
- Detention and demurrage — charges for keeping a carrier's container beyond free time, outside or inside the terminal.
- Inventory in transit — goods owned but still at sea or in port, tying up working capital until delivery.

## Shipper Ocean Freight Procurement Day by Day

## Day 1: The Ocean Freight Market for Shippers

- Liner Alliances and Service Networks — Which Lanes Offer Direct Calls
- Freight Rate Indices and Surcharges — Reading Market Direction
- Incoterms Rules for Ocean Shipments — Who Buys Freight and Insurance
- Port Hinterland Links — Inland Haulage and Rail Options
- Container Flow Mapping — Volumes by Lane, Season and Equipment

## Day 2: Tendering Ocean Freight

- Tender Scope and Lane Packaging — Volume Commitments and Flexibility
- Request for Quotation Templates — Comparable Carrier Bids
- Carrier Versus Forwarder Versus NVOCC — Choosing Contracting Parties
- Bid Evaluation Matrix — Rate, Space, Transit and Service
- Negotiation and Award — Volume Splits Between Carriers

## Day 3: Contracts and Landed Cost

- Service Contract Clauses — Minimum Quantity, Rate Validity and Review
- Index-Linked Rate Mechanisms — Sharing Market Risk with Carriers
- Total Landed Cost Model — Freight, Charges, Duty and Carrying Cost
- Detention and Demurrage Free Time — Negotiated Limits and Disputes
- Freight Audit and Invoice Matching — Recovering Overcharges

## Day 4: Carrier Performance and Resilience

- Carrier Scorecard Metrics — Reliability, Rollovers and Booking Acceptance
- Quarterly Business Reviews — Holding Carriers to Agreed Service
- Transit Time Variability — Safety Stock and Reorder Points
- Port Congestion and Route Disruption Scenarios — Alternative Routings
- Dual Sourcing of Capacity — Contract and Spot Mix

## Day 5: Practising the Tender and Scorecard Pack

- Lane Volume Forecast — Applying Day 1 Flow Maps
- Tender Evaluation Exercise — Applying Day 2 Bid Matrix
- Landed Cost Comparison — Applying Day 3 Cost Model
- Disruption Stress Test — Applying Day 4 Scenarios
- Ocean Freight Tender and Carrier Scorecard Pack — Award and Review Plan

## Applying Shipper Ocean Freight Procurement After the Course

- Rebuild the next tender's lane list and bid template so carrier quotes can be compared on landed cost, not headline rate.
- Launch a monthly carrier scorecard on the top three lanes covering reliability, rollovers and detention charges.

## Shipper Ocean Freight Procurement Questions FAQ

### What is shipper ocean freight procurement and why does it matter now?

It is how a cargo owner buys container capacity from carriers and forwarders and measures their service. Volatile rates and changing services make careful tendering and performance tracking essential to cost and stock levels.

### Which roles gain most from shipper ocean freight procurement training?

Logistics buyers, supply chain planners, import-export coordinators and freight payment staff at manufacturers, retailers and distributors gain most.

### How does shipper ocean freight procurement differ from a liner shipping operations course?

It takes the cargo owner's side: tendering, contracts, landed cost and carrier scorecards. A liner operations course looks from the carrier's side at networks, vessel deployment and equipment control.

### What do you bring back from shipper ocean freight procurement training?

You bring back a tender template, landed cost model and carrier scorecard ready for your next freight award.

## Shipper Ocean Freight Procurement: The Way Forward

The ocean freight tender and carrier scorecard pack sets out lanes, bids, landed cost and service measures in one place. Its first use is deciding how to split volume at the next award, and it serves procurement, logistics and inventory planners. After the first quarter, revisit whether index-linked rates and contract-spot mix still match the market.