

Honour Lane Selects Catapult's Rate Management and Tariff Filing Solutions to Optimize Their Operations

Kansas City, KS and Hong Kong, 14 November, 2017: Catapult, an Accelya Group Company, announced today that Honour Lane Shipping has selected its rate management solutions to calculate global multi-modal freight rates confidently. Honour Lane will utilize Catapult's QMS solution for rate management, Rate-Hub for multi-party rate sharing with their agent network, and the Tariff Filing product for built in compliance checks and recommendations to mitigate risk of penalties.

"Catapult's presence in the Asia region enabled us to meet regularly and gain a good understanding of Honour Lane's business needs. We were quickly able to identify the challenges they experienced managing data over such an extensive network of offices and agents and provide actionable solutions" said Virgil Ferreira, CEO of Catapult International.

Digitizing the rate management and distribution process for Honour Lane globally will generate actionable business intelligence that shows which routes agents are searching for and what rates they use. This will allow Honour Lane to respond quickly to market conditions while optimizing their operations.

"Having local Catapult contacts in Asia has really made a significant difference to us and allowed us to receive excellent support in our own time zone" remarked Wicky Chan, Vice President, Honour Lane Shipping. "The Tariff Filing capability at Catapult is much faster and easier to use than our previous solution, cutting our filing time by more than 50%. In addition, the built-in validation is very efficient and alerts us to any potential compliance issues" stated Anthony Mok, Technology Director, Honour Lane Shipping.

"Our team were able to implement our solution at Honour Lane Shipping in short time, delivering fast ROI and speed to market. It is a great pleasure to welcome Honour Lane to Catapult" said Virgil Ferreira, CEO of Catapult International.

About Catapult

Catapult, an Accelya Group Company, provides technology-enabled solutions for freight forwarders, shippers, and carriers worldwide. Managing over 1 billion cargo rates at over a 99%

accuracy rate, Catapult combines air, ocean and ground rate contracts into one simple cloud-based system, enabling operations and sales departments to get their best carrier rate from point A to point B and realize dramatic efficiency improvements. For more information, please visit www.gocatapult.com

About Honour Lane Shipping Limited

Headquartered in Hong Kong, Honour Lane Shipping Limited is the freight forwarding Asian market specialist. Since their founding in 1997 they have rapidly expanded to 37 offices in Asia, over 1000 staff, they are moving around 400,000 TEUs of sea freight and 15,000 tons of air freight cargo per year. Offering a diverse service portfolio and strong coverage, combined with reputation for going to extra lengths for their customers make Honour Lane an industry leader. For more information, please visit www.hlsholding.com

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