



# ACCESS ZG

## CUSTOMER INFORMATION SHEET

Thank you for showing an interest in Access ZG - an international supply chain, freight and logistics management company, specialising in connecting with China & APAC markets.

COVID supply chain disruptions and then increased geopolitical disruptions to international trade have permanently changed the international logistics landscape by demonstrating an increased risk profile. This profile includes international freight operators regularly manipulating freight rates opportunistically. There's extreme volatility in international freight contract and spot rate pricing. Access ZG's Indicators from Asia Freight Forwarders which monitors shipping container freight rate pricing between Asia and Australia showed 9 out of 12 months in 2025 recording a 20% + change from the previous month.

Developing supply chain resilience is the logistics theme of the decade and a principle that underpins Access ZG's range of services that boost overseas control.

Access ZG is a fourth party logistics (4PL) operator that provides services to importers, exporters & other parties involved with international trade. .



## International Freight 'Logistics provider procurement' service

### In short:

- Access to a suit of international ocean & air freight provider options
- International freight 'Logistics provider procurement' brokerage service
- Asia based international freight broker staff
- Sourcing providers with option to bypass 3PLs (freight forwarders) for international ocean / air freight
- Go direct to overseas freight providers with more transparency instead of via a local freight forwarder / shipping agent
- Get logistics providers that have best service & cost value proposition
- See the '10 value- add' advantages below

### More detail:

Have the option to go direct to overseas freight provider instead of via a local freight forwarder / shipping agent. This results in more control and transparency

There's no need to be limited to the resources & pricing of one freight or logistics company. Access ZG will reach out to freight & logistics providers on your behalf across its supply chain & logistics partner network, as well as an ability to access hundreds of other World Cargo Alliance (WCA) qualified freight members. This reach allows providers to be chosen that have best service - cost value propositions for specific needs and is better than choosing just the one provider and merely hoping for the best. Access ZG's existing cooperating partners are along the value chain, upstream & downstream and include both Asia based logistics providers as well as Australia / New Zealand providers.



Asia based international freight brokerage service is available whereby multiple international freight options are regularly presented. This is an overseas in-country Asia based international freight brokerage service. Access services lead by an experienced Access ZG staff with connections to hundreds of freight forwarders, shipping lines & airlines. This lead staff member organises Asia international logistics networking events in China and can access vast resources and information unavailable here. This is of particular value in this rapid international freight rate change environment. Have an overseas local personal point of contact, which is of particular importance in Asia business culture, working for you.

Get matched, in a similar way to the mortgage or insurance broker business model, with 'suitable providers'. Suitable providers' for your preference area of the supply chain are independently & externally chosen based on their respective strengths and your needs & preference regarding service, pricing, speed to act.

Able to choose which aspects of international freight / supply chain to use Access ZG for and which to not. For example many clients choose to keep local freight forwarder for local needs but use Access ZG for the international freight component.

Overseas APAC providers can be the hardest part to navigate. Drop the language, cultural barriers via accessing a network of contacts and staff on the ground overseas that literally and metaphorically 'speak' the language of your import / export market. Issues with suppliers, consignees and other parties have better outcomes with access to staff on the ground overseas speaking their language, acting on your behalf. Relieving customer pain points is the priority.



Logistics offices here have limited information about what's really going on overseas regarding specific issues relevant to you. Get deep overseas source resources and insights & knowledge via Access ZG's internal & close contacts overseas.

### Pricing Structure & Options

A 'Service Offering Sheet' will be provided prior to any service agreement, making clear the services to be offered & pricing. As you can appreciate each business' situation is unique and requires a brief no obligation consultation; reach out to arrange one. Pricing is established & agreed upfront and set case by case. Pricing depends on many factors including service level, scale of your operations, time required, complexity, value provided in terms of scope, resources, relationships etc. Two pricing options may be provided with either a fixed monthly fee or lower monthly fee with a variable component based on workload & other factors.



## International logistics & supply chain management services

Consulting and / or outsourcing aspects of the international supply chain:

- International freight spot & contract rates advisory and facilitation
- Limiting international freight volatility & minimising supply chain disruptions
- International freight & supply chain integration & control
- International freight, warehousing & distribution
- Logistics software & data flows
- Inventory management control & procurement
- Support during periods of international supply chain disruptions
- China / APAC product market access
- Overseas supplier shipment coordination
- Coordinated international supply chains
- Overseas issues management
- International shipment management
- Ongoing planning & assessment, advisory
- Outsource aspects of the international supply chain to subject matter experts
- Other advisory around your parameters & needs

### Pricing Structure & Options

A 'Service Offering Sheet' will be provided prior to any engagements, making clear the services to be offered & pricing.



**10 Value-Adds**

**Access ZG comparison with the traditional model of relying on a single freight forwarder (3PL) or international freight provider**

**Resources & Expertise**

- APAC specialist with the network & connections
- Work experience in Asia: been there, know the logistics environment

**Represented**

- Reach out to logistics providers on your behalf
- Guidance: there for you every step

**Broker Type Model**

- Provide needs and matched / connect with most suitable providers
- Source specific routes, specific needs, mix & match providers

**Overseas Reach**

- Get direct access to staff and contacts on the ground overseas
- Have multiple overseas provider options

**Closer Control & Coordination**

- Coordination / immediate help, calm things in time of need
- Be on same page with suppliers / suppliers logistics provider & consignees
- Early arranging as much as possible, too much last minute in this industry

**Visibility**

- Local freight forwarder uses their overseas office / overseas agent, which is a layer you don't see. Directly see what's happening overseas behind the scenes
- More transparent

**Change / Move Flexibility**

- Logistics provider change / move / adjust options, actively explore these
- Typical single 3PL / freight provider model has greater barriers to change

**On Your Side**

- On customer's interest side - your headache is my headache
- Many parties in the supply chain behind the scenes acting in their own interests, hold them accountable

**Reduce Costs**

- Reduce your procurement / logistics / inventory staff management hours
- Outsource these to subject matter experts

**Planning / Risks**

- Early preparedness for changing market trends & rates & risks
- Vulnerable - may be okay now but things change rapidly in this industry



## Founder of Access ZG

Jeff has the advantage of having lived in Asia, knows the local logistics style & cultural business environment. He remained during harsh COVID lockdowns, whilst China was largely shut off from the world, building connections, partners & knowledge, for your benefit.

## CONTACT

### **Let's Work Together**

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