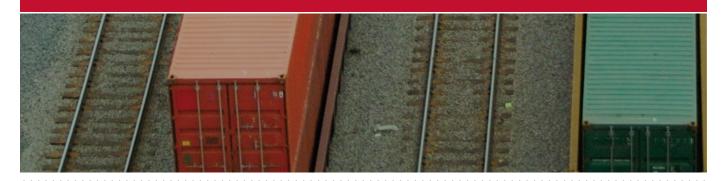# CAR HIRE RATE NEGOTIATION SELF-SERVICE

Railinc's Car Hire Rate Negotiation Self-Service (CHRNSS) application provides users with a convenient, single access point where they can participate in negotiations related to car hire, the amount of money paid for the use of a railcar.

Through features like a detailed bid and offer dashboard, CHRNSS lessens the administrative effort required to participate in bid and offer negotiations, streamlining operations and improving productivity. The application enables users to transition from legacy in-house deprescription bid and offer systems to a centralized, Railinc-supported solution, avoiding replacement and upgrade development costs associated with internal systems. CHRNSS also helps to improve decision making by providing specific information about car type and characteristics. This enables users to better define the types of cars they need, car owners to better segment their cars during the rate negotiation process and bid recipients to quickly validate that the offered cars meet their expectations.

CONVENIENT ACCESS TO CRITICAL CAR HIRE DATA

With CHRNSS, railroads, private car owners and third-party leasing companies have a single resource where they can participate in activities related to car hire, including bid and offer negotiations, without toggling from screen to screen or logging in to multiple applications. From querying bid and offer transaction details to managing notifications to viewing a new offer and responding to an open offer, CHRNSS gives users with the appropriate permission the power to access and take action on car hire rate data that are essential to making the best decisions for their business.

STREAMLINED OPERATIONS, LESS ADMINISTRATIVE EFFORT

CHRNSS offers a convenient, single access point that enables users to streamline day-to-day operations and reduce the administrative effort required to participate in bid and offer negotiations. For example, users can use CHRNSS to send bids and get immediate feedback, enabling quicker, better decision making.

POWERFUL QUERIES, CSV CAPABILITIES

Users can query CHARM rates and download up to 5,000 records via a CSV file, as well as upload a list of railcars in CSV format. With CHRNSS, users also can query bid and offer details, create or copy bid and offers and download up to 5,000 records via a CSV file.

GREATER VISIBILITY INTO OFFERS, RAILCAR DETAILS

CHRNSS gives railroads, car owners and third-party leasing companies the ability to see which offers are pending and provides visibility into offers they have sent others. Users also can view more granular data to ensure offered cars meet expectations.

COST SAVINGS WITH RAILINC-HOSTED SYSTEM

CHRNSS is a Railinc-hosted application, which means companies can avoid the cost and effort that goes into building, maintaining and upgrading their own in-house systems and applications to facilitate car hire rate negotiations.

BETTER INFORMATION, BETTER DECISIONS

With CHRNSS, users can get real-time, front-end validation prior to submitting an offer. They also can view default rate information and transaction history when creating a new offer, responding to an open offer and copying a closed or expired offer.

ACCESS CHRNSS

You must have a Railinc Single Sign-On (SSO) account to use CHRNSS. To create an SSO, go to **www.railinc.com** and follow the prompts in the login box to establish your account. Once you have established an SSO account, you must request permission to access CHRNSS after you have logged on with your SSO account at **www.railinc.com.** Once Railinc has granted you the required permission, you can begin using CHRNSS immediately.

To learn more about Railinc's Car Hire Rate Negotiation Self-Service application, visit the Railinc website at www.railinc.com or contact Railinc's Customer Support Center toll free at (877) 724-5462 or by email at csc@railinc.com.