Kale Info Solutions

Technology that Transforms

Amar More

President & CEO

- Domain Co-ordinator for **Cross Border Management** at **United Nations** (UN/CEFACT), Geneva

- On the **panel of experts for trade facilitation** at UN/CEFACT (**United Nations** Centre for Trade Facilitation and Electronic Business), Geneva

- Board member of **The International Air Cargo Association** (TIACA), Miami

- Chaired Asia Pacific region on the executive committee on **International Port Community Systems Association** (IPCSA), UK

- Member of **National Council** for Logistics with Chartered Institute of Logistics and Transport, India

- Empaneled with several **governments globally** on conceptualizing trade facilitation initiatives to usher in "Ease of Doing Business" using digital technology.

ICM#6: Strategic Developments of Global Airports – Digitization Journey

Leading Provider of Operational and Community Integration Solutions to the Government, Maritime, Aviation & Logistics Industry

14+

Years of existence

5500+ Customers across 38+ countries

Presence at the United Nations, TIACA, IPCSA, IAPH FIATA, etc.

2 Awards from United Nations and Case Study in Kellogg's Business School's publication

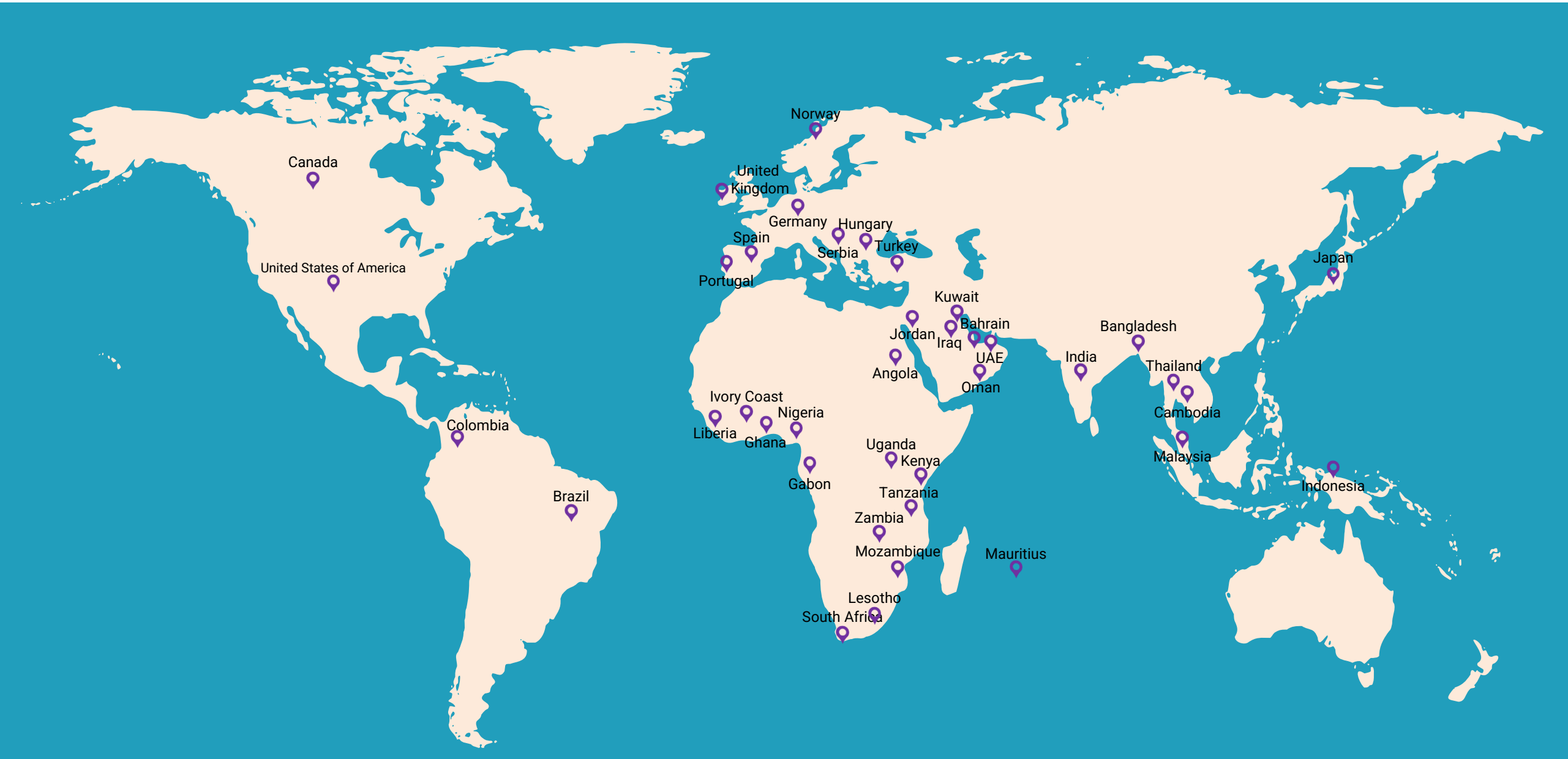Propelling India to no.6 position globally in e-AWB

Offices in 10 regions: Americas, Europe, ME, Africa, Asia with 400+ employees

100+ Global Airport/Ports

Key Issues concerning the air cargo

- o **Operational Inefficiency**
  - – Trucks arriving in bunches at the cargo terminal
  - – Trucks / Cargo waiting at the airport due to the paperwork needed
  - – No advance information to handlers at the airports about the number of trucks and cargo expected
  - – Trucks for whom cargo is not ready increasing the queues at the airport

- o **Sustainability Challenges**
  - – On average 120 copies of paper per shipment
  - – Cargo stays on the ground for 85% of the total transportation time waiting for paperwork
  - – Same cargo data is reflected and created on multiple documents

- o **Opaqueness in operations**
  - – No single location to get the consolidated and near real-time shipment status
  - – Increases inventory and storage costs

- o **Security loopholes**
  - – No information of Truck/truck Drivers & cargo therein in advance to the airport or handlers

- o **Unavailability of reliable Data**
  - – Unavailability of real-time and reliable data on cargo for strategic decision-making

- o **Unattractiveness to cargo customers**
  - – Despite being close to a vibrant port and industrial area cargo volumes are way below the potential

- o **Compliance to global best practices and standards**
  - – Best practices mentioned in ICAO Annex 9 clause 4.17.2, UN CEFACT recom. 33 not adhered to

The current state of the air cargo industry

The Airport Cargo Community System (ACS) significantly enhancing Cargo throughput

What is an ACS?

- *ACS stands for an Airport Cargo Community System. It is a common platform promoted by the airport to facilitate digital interactions between the different links involved in the air cargo business including truckers, freight forwarders, customs brokers, GHAs, airlines, exporters, importers, customs, and other regulatory authorities, as well as chambers of commerce and other supply chain participants.*
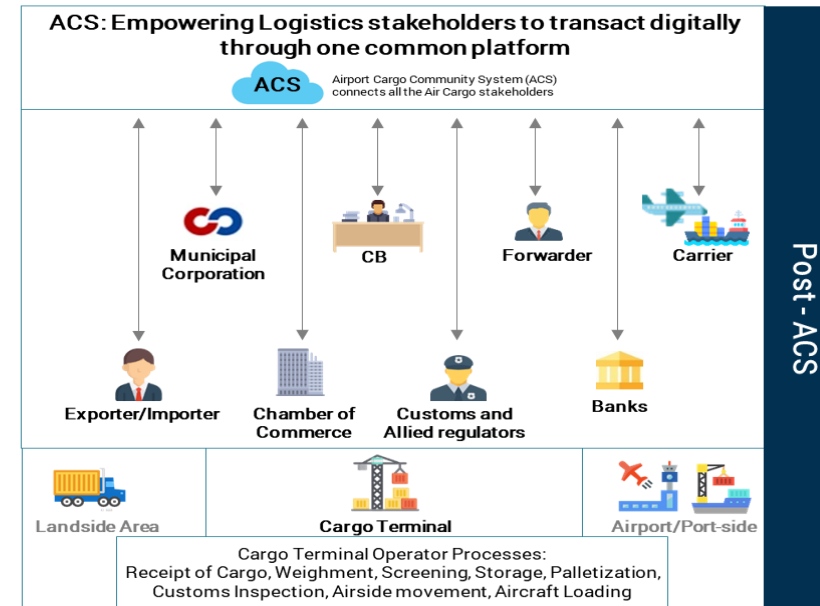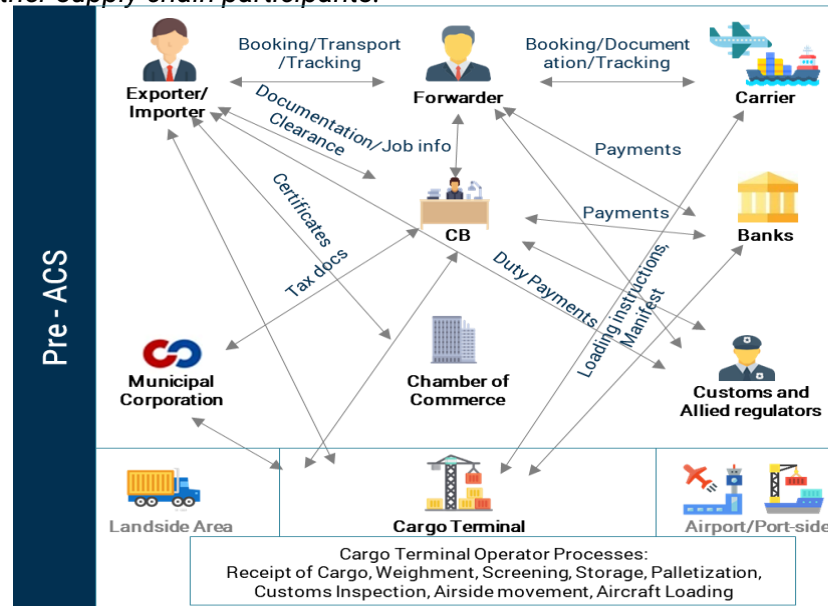
ACS – addressing the concerns and improvement areas in air cargo – Key Highlights

1. A web portal like **www.cargoabyblr.com** for the air cargo stakeholders at   that enables
2. Paperwork to be completed online before coming to the airport
3. Booking an appointment for trucks to come to the airport
4. Exchanging data on the system as opposed to on paper – eliminating several paper copies
5. Source of visibility for the shipment
6. Several other value-added digital services to the community
7. Potential e-marketplace for further optimization of air cargo
8. No duplication of work for stakeholders and customers – portal to have backend connectivity with stakeholder systems
9. Next-gen Mobile app and AI engine

Demand Generation Benefits
- Attract more cargo to the airport
- Connect with Seaport and partner airport for generating more business

Supply Chain Resiliency benefits
- Keep the cargo ops going remotely by facilitating the documentation through cloud
- reducing paper which is known to transmit viruses and infections

Marketing benefits
Create an image of a tech-savvy airport & provide a better customer satisfaction

Planning Benefits
Reliable and near real time cargo data for decision-making pertaining to:
- Infrastructure planning
- Understanding of end customers & partner airports

Economic Benefits
- Revenue generation potential through the digital services rollout to the community without significant investments and ongoing costs
- The potential economic impact of *$100 per ton of cargo handled* on an annual basis

Compliance Benefits
Compliance to the best practices prescribed in
- ICAO Annex 9 clause 4.17.2,
- UN Reco. 33,
- US CBP Green Trade Initiative

Sustainability Benefits
- Potential *4,000 gms of CO2 emissions / ton saved* annually
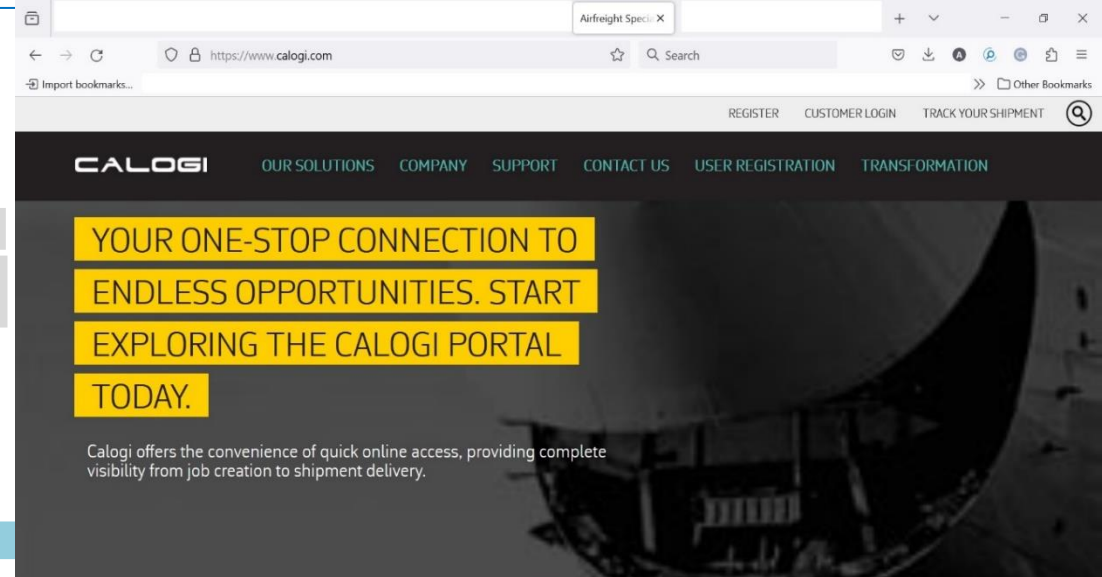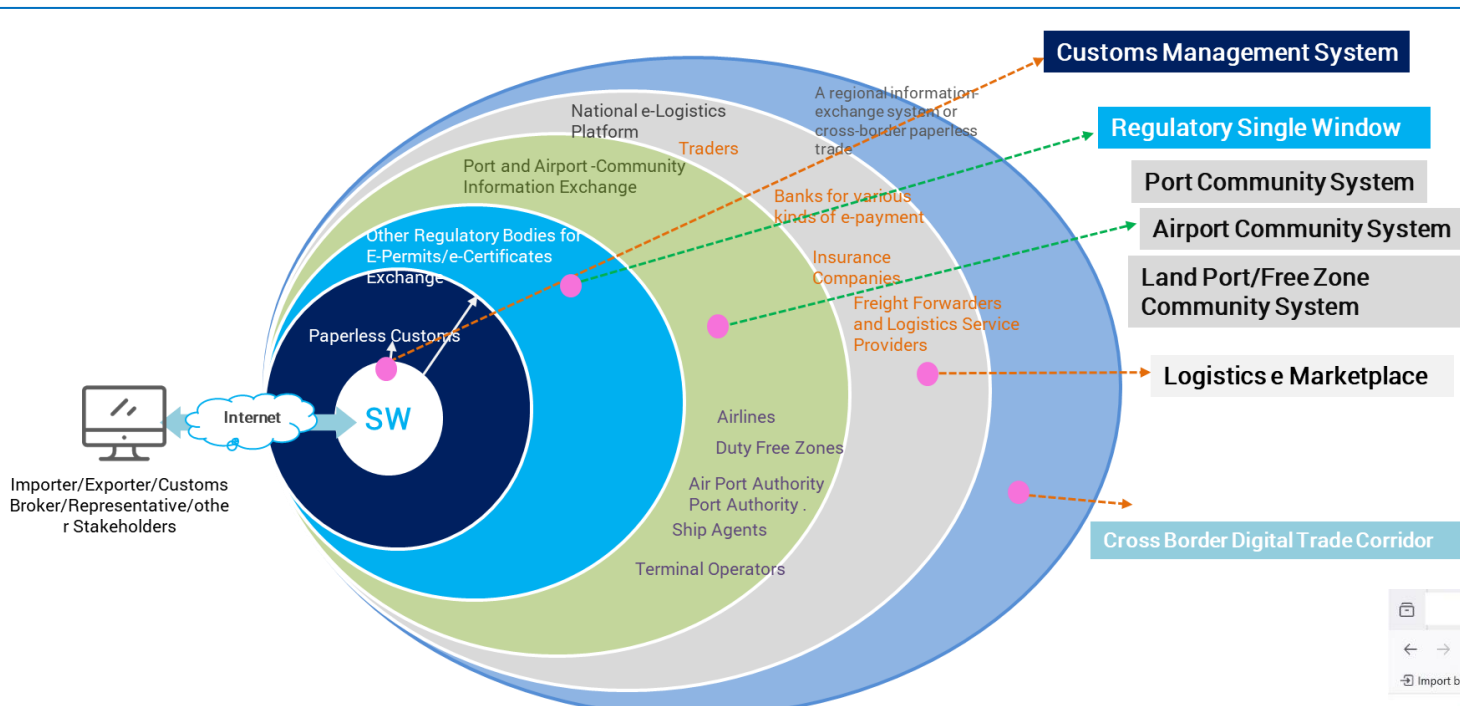- Potential *3 trees* to be saved *per thousand tons of cargo* annually by reducing paper

Security Benefits
- Advance information on Truck Drivers and cargo to be available with the airport and handlers
- Compliance to initiatives like electronic consignment security declarations, Pre-loading advance cargo information etc.
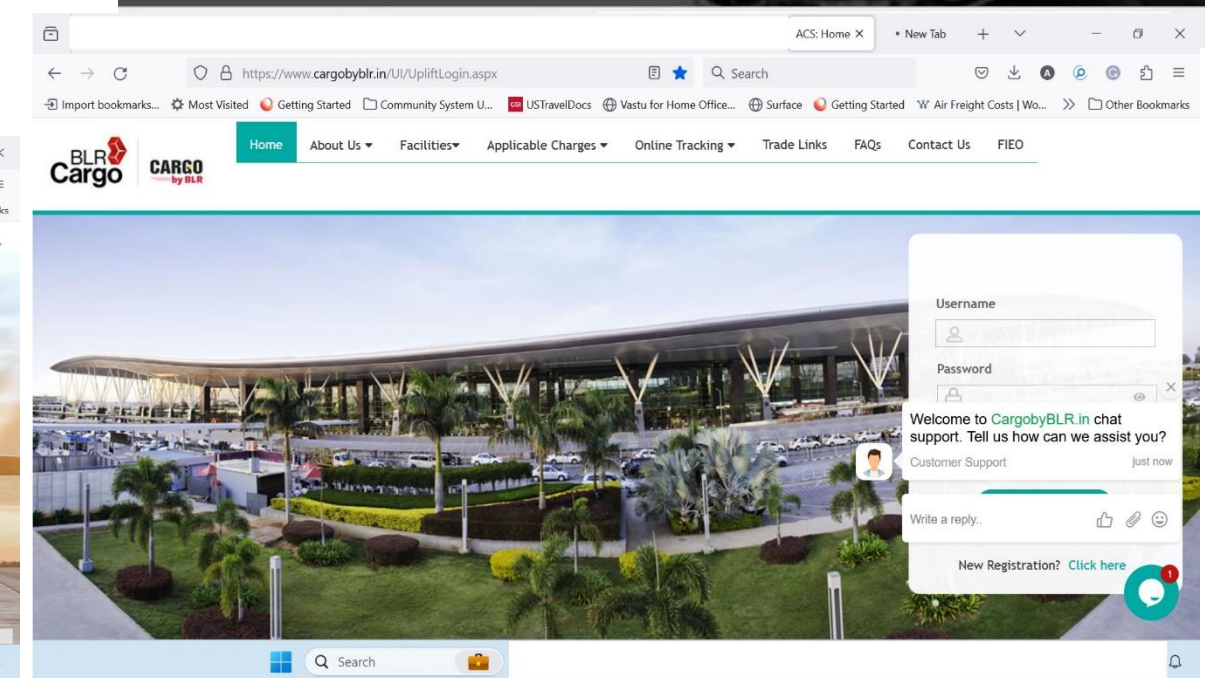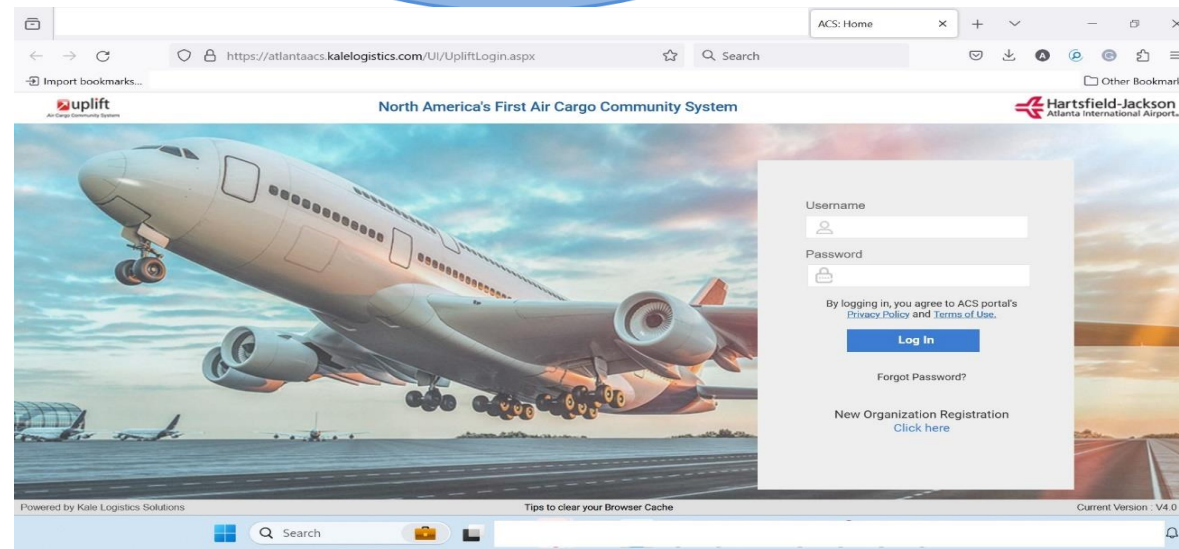
Airport Cargo Digital Differentiation Strategy
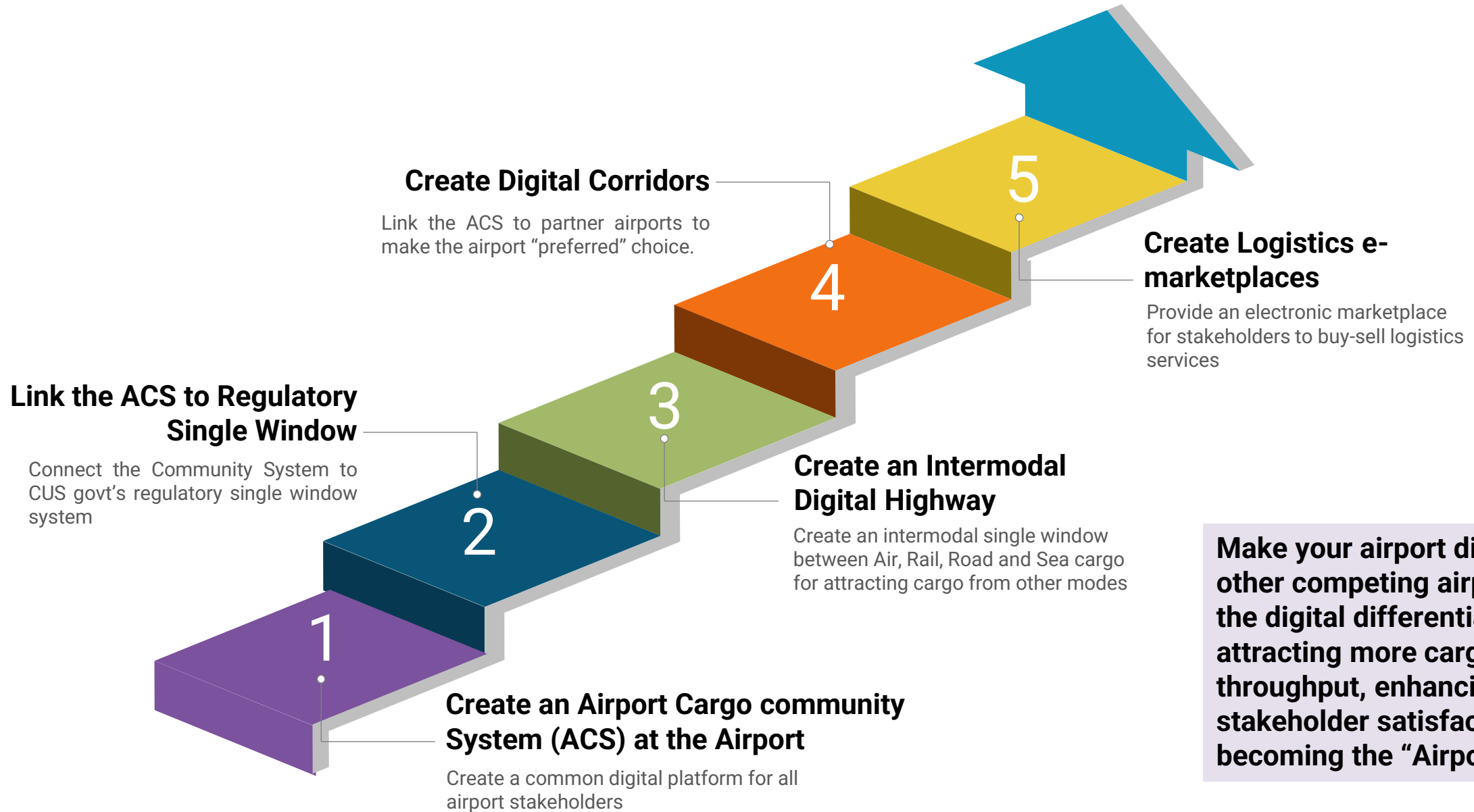
Create Digital Corridors

Link the ACS to partner airports to make the airport "preferred" choice.

5

4

Create Logistics e-marketplaces

Provide an electronic marketplace for stakeholders to buy-sell logistics services

Link the ACS to Regulatory Single Window

Connect the Community System to CUS govt's regulatory single window system

3

Create an Intermodal Digital Highway

Create an intermodal single window between Air, Rail, Road and Sea cargo for attracting cargo from other modes

2

Make your airport different from other competing airports through the digital differentiators attracting more cargo, increasing throughput, enhancing stakeholder satisfaction and becoming the "Airport of Choice"

1

Create an Airport Cargo community System (ACS) at the Airport

Create a common digital platform for all airport stakeholders

Thank You
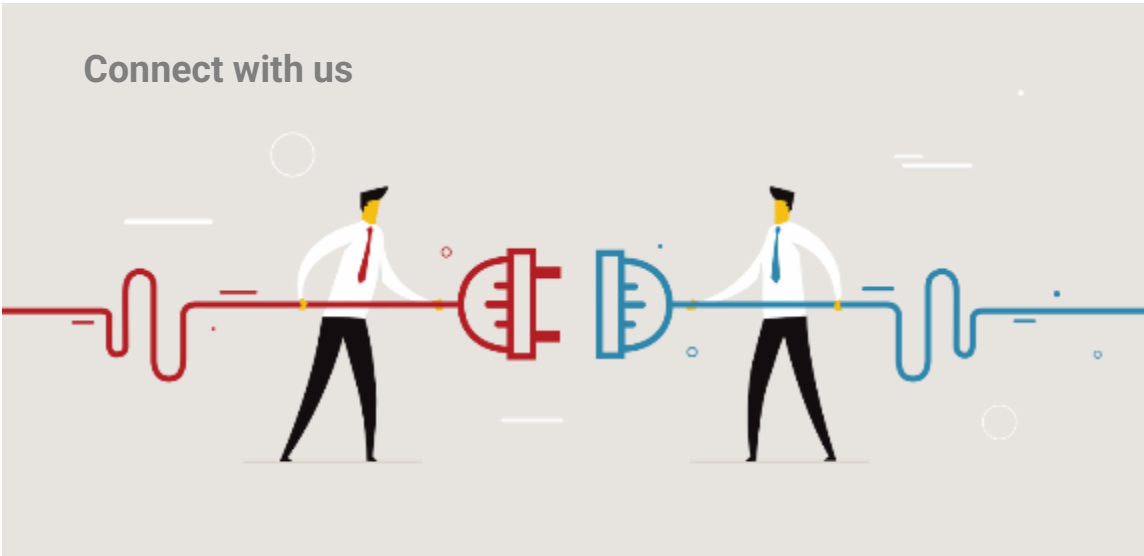
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