

11th WORLD CARGO
SYMPOSIUM

2017
14-16 MARCH
ABU DHABI





Cargo Products Workshop

TACT Net Rates

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IATA Competition Law Compliance

Do not discuss:

- ✘ Pricing, including fares, service charges, commissions, etc.
- ✘ Bids on contracts or allocation of customers
- ✘ Geographic/Product market allocations
- ✘ Marketing plans, including expanding or withdrawing from markets
- ✘ Group boycotts
- ✘ Your commercial relations with agents, airlines or other third parties
- ✘ Any discussion aimed at influencing the independent business decisions of your competitors

“In case any of the above is discussed then we may ask you to leave the meeting, or the meeting may be terminated”





Agenda

TACT

Net Rates

Effortless Air Cargo Rates Distribution



1- Introduction

2- Live demonstration

3- Questions and Answers



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The Vision

A group of airlines and forwarders met in August 2014 and analyzed the options for creating a rates distribution solution. They agree on a common vision that:

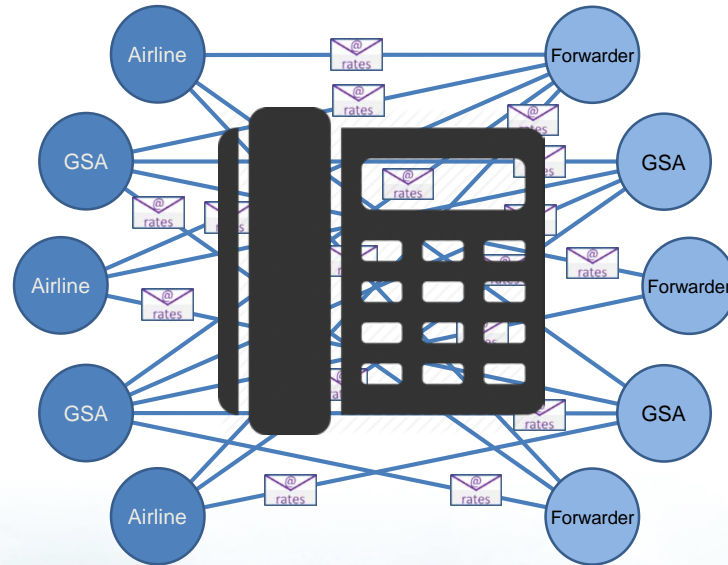


*To create a fully automated and secure
air cargo rates distribution environment*



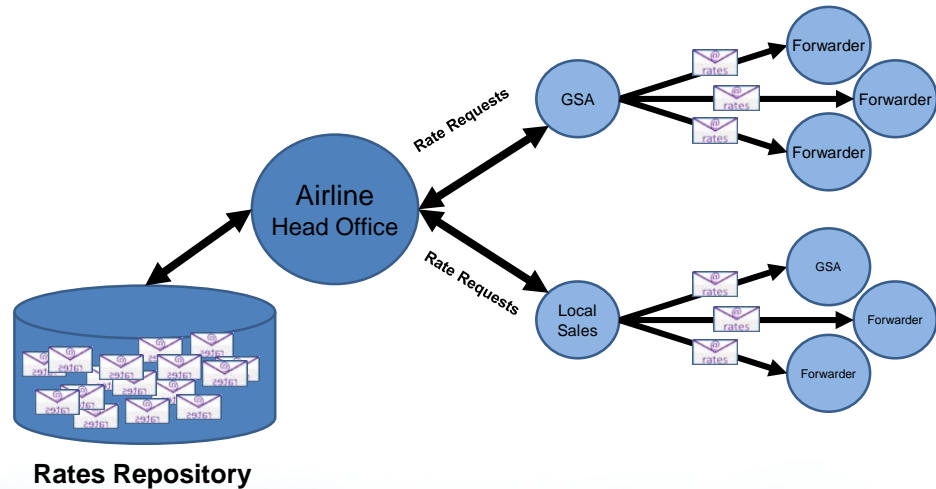
Negotiated Net Rates distribution challenge

- Net rates are confidential and require bilateral distribution
- Rates are market driven and often negotiated locally
- Rate sheets in many formats are the basis for distribution
- Inefficient processes evolving from paper based times
- Air Cargo market development requires fast rates-to-market processes



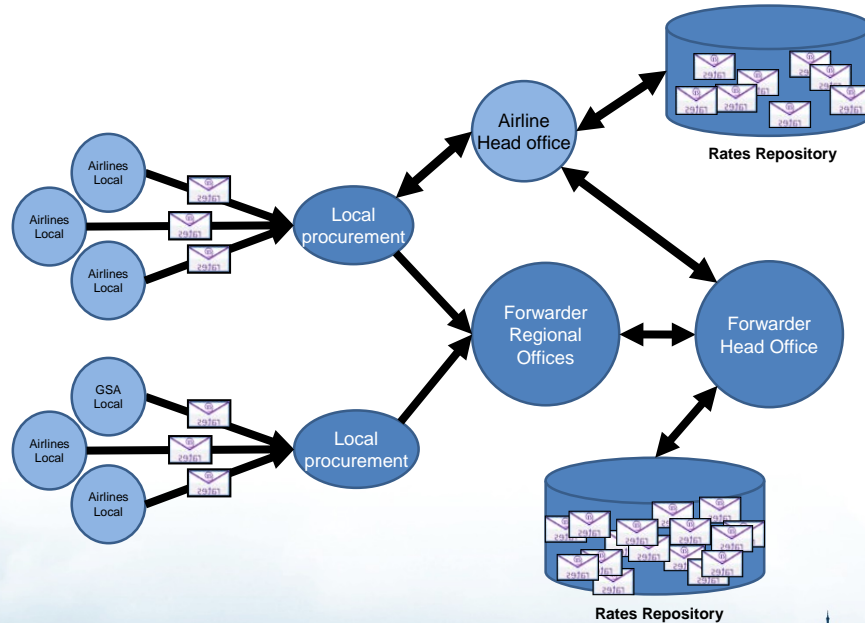
Airline problem: Local vs Global

- Rates are locally negotiated with forwarders
- But central systems need to be updated with the negotiated rates
- Often rates need to be entered in multiple systems
- This is time consuming and error prone



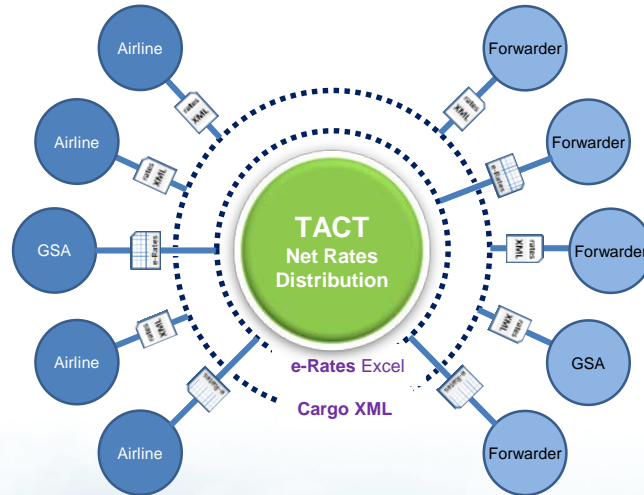
Forwarder and GSA: Many rates & formats

- Forwarders/GSA's receive rate sheets from many airlines in many sales areas in many formats
- Local offices often work with hard copies of rate sheets
- Central systems must be manually updated with the airline "buying" rates
- This is a burden prone to human mistakes



TACT Net Rates solution

- ✓ Airlines can submit their rates to the system together with distribution instructions
- ✓ They can submit in XML or in e-Rate Excel format
- ✓ The system will process the rates and package them for the designated forwarders



- ✓ The system delivers the rates to all designated forwarders in e-Rate Excel or e-Rate PDF
- ✓ Forwarders can query and consolidate rates by market, airline, rate type, zone, product, etc.
- ✓ They can choose to export rates as XML or e-Rates Excel/PDF
- ✓ Forwarders can automatically distribute rates internally



Secure airline and forwarder modules

The screenshot shows the TACT Net Rates interface for Forwarders. The page title is "TACT Net Rates". The main heading is "TACT Net Rates for Forwarders", with "for Forwarders" circled in red. Below this, a quote reads: "Effortless air cargo rates distribution". The interface lists four main functions: "Search Rates: find any of your net rates", "Distribute Rates: send your rates to your forwarders", "Industry Directory: find forwarders in the market", and "Manage Data: manage your rates and contacts". A circular diagram illustrates the flow of "automated rate distribution to all your forwarders" from "Airline" to "Forwarder", with "consolidated global rates from your airlines" being sent to the forwarder. The IATA logo is visible in the bottom right corner.



The screenshot shows the TACT Net Rates interface for Airlines. The page title is "TACT Net Rates". The main heading is "TACT Net Rates for Airlines", with "for Airlines" circled in red. Below this, a quote reads: "Effortless air cargo rates distribution". The interface lists four main functions: "Search Rates: find any of your net rates", "Distribute Rates: send your rates to your forwarders", "Industry Directory: find forwarders in the market", and "Manage Data: manage your rates and contacts". A circular diagram illustrates the flow of "automated rate distribution to all your forwarders" from "Airline" to "Forwarder", with "consolidated global rates from your airlines" being sent to the forwarder. The IATA logo is visible in the bottom right corner.



Guest speaker – The industry perspective

Kunal Bhatt

Senior Manager
Cargo Business Performance & Automation





Open Points DEMO

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>> **Thank you!** <<

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