



**11<sup>th</sup> WORLD CARGO**  
**SYMPOSIUM**  
**14-16 MARCH** **2017**  
**ABU DHABI**

**Cargo Products Workshop**

**Agenda**



## Cargo Products Workshop

### Workshop #1: IATA Dangerous Goods Regulations

- 09:00 – 09:30** Regulatory Update from IATA (Dave Brennan & Paul Horner)
- 09:30 – 09:45** Q&A Session with IATA Subject Matter Experts Dave Brennan & Paul Horner
- 09:45 – 10:00** Dangerous Goods Regulations Portfolio & Current Status  
What does IATA offer for the Dangerous Goods Industry?
- 10:00 – 10:45** Guest Speaker – Dangerous Goods Acceptance in the Industry  
Robin Jarvis – Etihad, Dennis Kampman - KLM
- 10:45 - 11:15** Networking Break
- 11:15 – 12:00** DG AutoCheck: Concept & Live Demonstration
- 12:00 - 12:30** DG AutoCheck: Next Steps/Q&A
- 12:30 – 14:00** Networking Lunch

### Workshop #2: Getting ready for tomorrow's air cargo with CargoIS market intelligence

- 14:00 – 14:30** The role of data in your air cargo business intelligence strategy: What use cases tell us.
- 14:30 – 15:00** The best data without the right organization is worthless: Best practices to put business intelligence at the heart of decision making and performance management. Presented by Kunal Bhatt, Senior Manager, Cargo Business Performance & Automation at Qatar Airways.
- 15:00 – 15:30** Looking into the future, how is CargoIS Direct Data going to change air cargo business intelligence in the coming 12 months and beyond?
- 15:30 - 16:00** Networking Break



## Workshop #3: Efficient Net Rate distribution with TACT Net Rates

**16:00 – 16:30** Introduction to TACT Net Rates

**16:30 – 17:15** Live Demonstration with Q&A

**17:15 – 17:30** Plenary Discussion: Further development of TACT Net Rates

**18:30 – 20:00** Welcome Reception

