Webinar: Managing Cargo Digital Connectivity using IATA EPIC

24 August 2021  https://epic.iata.org/
Webinar Presenters

Sam Okpro
Owner & Managing Director, PRO Air Cargo Consulting

Tahir Syed
Manager TACT Operations, IATA

Rani George
Senior Manager Customs & Authorities, Lufthansa Cargo

Klaas Kurz
Carrier Connectivity Manager, Schenker AG

Filippo Passeggeri
Senior Manager, Head of Cargo IT, Cargo Start srl

Ouassim Gahbiche
Team Lead ASYCUDA WORLD, UNCTAD
<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>15:00 – 15:05</td>
<td>Welcome &amp; Opening Remarks</td>
<td>Sam Okpro, Owner &amp; Managing Director, PRO Air Cargo Consulting</td>
</tr>
<tr>
<td>15:05 – 15:15</td>
<td>Setting the Scene</td>
<td>Tahir Syed, Manager TACT Operations, IATA</td>
</tr>
<tr>
<td>15:15 – 15:30</td>
<td>Airline Digital Connectivity &amp; where does EPIC fit in?</td>
<td>Rani George, Senior Manager Customs &amp; Authorities, Lufthansa Cargo</td>
</tr>
<tr>
<td>15:30 – 15:45</td>
<td>Where can I find the technical capabilities of my business partners and reach out to the right contact for establishing digital connectivity?</td>
<td>Klaas Kurz, Carrier Connectivity Manager, Schenker AG</td>
</tr>
<tr>
<td>15:45 – 16:00</td>
<td>How EPIC is helping the IT Companies/Cargo Community System providers to streamline partner registration and distribution processes?</td>
<td>Filippo Passeggieri, Senior Manager, Head of Cargo IT, Cargo Start srl</td>
</tr>
<tr>
<td>16:00 – 16:15</td>
<td>How EPIC is contributing in successful implementation of Customs/Governments ACI/PLACI initiatives?</td>
<td>Ouassim Gahbiche, Team Lead ASYCUDA WORLD, UNCTAD</td>
</tr>
<tr>
<td>16:15 – 16:30</td>
<td>Q&amp;A and Closing Remarks</td>
<td></td>
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</tbody>
</table>
Welcome &
Opening
Remarks

sokpro@procargoconsulting.com
Setting the Scene

syedt@iata.org
# Reliance on Digital Data Exchange

<table>
<thead>
<tr>
<th>Air Cargo Stakeholders</th>
<th>Business Functions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freight Forwarder &lt;-&gt; Freight Forwarders</td>
<td>Commercial Invoice, Packing list, Certificate of Origin, Shipper Letter of Instructions etc.</td>
</tr>
<tr>
<td>Freight Forwarder(FF) &lt;-&gt; Airline</td>
<td>Flight Schedule, Air Waybill Stock, Rates, Capacity, Booking, Tracking, Declarations (Security, DG), ULD Manifest, Shipment Tender etc.</td>
</tr>
<tr>
<td>Postal Operators &lt;-&gt; Airline</td>
<td>Postal Mail (Receptacles), Security Declarations, Tracking, data filing etc.</td>
</tr>
<tr>
<td>FF/Airline &lt;-&gt; Customs/Govt</td>
<td>Advance Cargo Information (Master/House), Security Declaration, Custom Notifications (hold, DNL, OK) etc.</td>
</tr>
<tr>
<td>Airline &lt;-&gt; Airline</td>
<td>Interline booking, Special Prorate Agreements etc.</td>
</tr>
<tr>
<td>FF/Airline &lt;-&gt; IT Companies</td>
<td>Message routing, translation and customs connectivity</td>
</tr>
</tbody>
</table>
Common Questions about Digital Connectivity

- How can I connect with my partners?
- How would I know my partners use which data standards?
- How can I share my preferences with my partners?
- Am I connected with partners using the most effective & feasible method?
- Who is the contact at my partner e.g. UK Customs?
- Which IT companies provide messaging services & how should I contact them?
3 Pillars of Digital Data Exchange

Pillar - I
Identification and Addressing

Pillar - II
Connectivity Method

Pillar - III
Messaging/Data Standards

Digital Data Exchange Framework
Identification Schemes

- Tele Type Addressing (TTY)
- Auxiliary Codes Addressing (AUX)
- Participant Identification and Message Addressing (PIMA)
- Third Party Reference (TPR)
- Cargo Account Settlement Systems (CASS)
- D-U-N-S Number
- Postal Operator Identifications (IMPC Codes)

Do all stakeholders have permanent Identification globally?
Connectivity Methods

- **FTP** File Transfer Protocol
- **SMTP** Simple Mail Transfer Protocol
- **HTTP(S)** (Secure) Hyper Text Transfer Protocol
- **SFTP** Secure File Transfer Protocol
- **POP** Post Office Protocol
- **Web Services** HTTP-based web services
- **SOAP** Simple Object Access Protocol
- **MATIP** Mapping of Airline Traffic over Internet Protocol
- **AS1/AS2/AS4** Applicability Statement 1/2/4
- **Type B/X** SITA’s Type B/X Messaging/Distribution Service
- **MQ Series** messaging middleware
- **3rd Party** IT Companies/CCS providers
Standards

- IATA Standards
- WCO Standards
- UPU Standards
- UN Standards
- Customized data standards by individual governments
What is IATA EPIC?

“ A Global database for maintaining & distributing air cargo stakeholders’ digital connectivity setups”

Accessible through a web portal and webservice

1. **Search** IDs, connectivity options, supported standards & contacts
2. **Distribute** your details through a robust mechanism to partners
3. **Generate permanent IDs** for each stakeholder
4. **Share Capabilities**, supported data standards e.g. C-IMP, Cargo-XML
5. **Establish** Business Partnerships
6. **Setup Lookup Service** to obtain partners IDs and routing information
7. **Access Control**, Full authority over your data

Enhanced Partner Identification and Connectivity (EPIC) System

https://epic.iata.org
IATA EPIC Functionalities

- Setup Profile
- Add Connectivity and Capabilities
- Search Business Partners
- Initiate Digital Handshake
- Manage Partnerships

- Contacts
- Notifications
- Access Control
- Supported Comm. Channels, Messaging stds.
- Search Airlines, FF, GHA, IT Companies, Customs, Post
- Distribute Connectivity Info with Selected Partners
- Initiate Partnership requests with the business partners
How It Works?

IATA EPIC Web Portal

EPIC Centralized Repository

IATA EPIC Lookup Service
Web Service/API,
XML Registration for Cargo Partner (XRCP) Message
Email Alerts, Data Download etc.

Airlines, FFs, GHAs etc.

Airports, IT Departments, IT Companies etc.

CCS(s)

Airlines IT Dept, FFs, IT Companies etc.
### EPIC Benefits

<table>
<thead>
<tr>
<th>Cost Reduction</th>
<th>Time Gain</th>
<th>Digital Cargo Acceleration</th>
<th>Improving Efficiency in the Movement of Goods</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Quality Improvements</td>
<td>Advancing Automation Technology</td>
<td>Process Optimization</td>
<td></td>
</tr>
</tbody>
</table>

Advancing Automation Technology

Process Optimization

Improving Efficiency in the Movement of Goods
Airline Digital Connectivity

rani-samantha.ramanayake@dlh.de
Airline Digital Connectivity Outlook

The epitome of diversity

- As Cargo carrier we digitally connect to
  - 5000+ Freight forwarders
  - About 200 GHAs at different stations, GSAs
  - 100+ Postal Operators
  - About 100 Airlines (Interline & CAL)
  - Several Customs Authorities

- Connectivity options challenge us with
  - Multiple CCSs
  - 5 different communication protocols
  - Many messaging standards such as CIMP, CXML, UPU, WCO etc.
  - Different versions within the messaging standards such as FWB 9, FWB 16
Current process and challenges
Has anyone seen the phone directory?

- Identify contact
- Exchange on options via phone/Email
- Decide on option
- Set-up/testing
- ............

- Up to date?
- Outdated profiles
- Unnecessary messages sent
Digital Connectivity

What are requirements

- Efficiency
- Push principle: be informed of changes proactively
- Single process/source of information
- Detailed information (e.g. including message version)
The EPIC solution – functionalities

What it can do

- Maintain your capabilities
- Contact/technical contact
- Search
- Distribute
- Measure SLA through Dashboard
The EPIC solution – functionalities

What it can do

- Search partners not only by name, but by capability
The EPIC solution – functionalities

What it can do

- Distribute information easily
The EPIC solution - benefits

Why EPIC

- Easy to set up
- Visibility
- Full control over data (choose who sees what)
- Distribution function (inform your contact about changes with one click)
- „Phone Directory“
- Entire Cargo Community at your fingertips (Airlines, FF, GHAs, CCSs, Customs....)
Freight Forwarder
Digital Connectivity

klaas.kurz@dbschenker.com
Global IT Management
Air / Ocean

EPIC Webinar
Enhanced Partner Identification and Connectivity

24-Aug-2021
Common Challenges for Freight Forwarders.

The entire industry is not operating with the same messaging standards.
Freight Forwarders Role in digital connectivity.

Stakeholders

Information Exchange

Document Exchange
How DB Schenker is benefitting from EPIC

Common place for PIMA details
Capabilities of Business Partners
Contact details
Distribution (EPIC and Non-EPIC users)
Full Control over your data
Fact and Figures.

- Airlines: < 100
- Branch Locations: < 250
- Active Shippers: < 1000
- Customs/Govts: 1 (self-filing)
Epic Dashboard.
Location of Branches.

<table>
<thead>
<tr>
<th>Type</th>
<th>Office (Location)</th>
<th>Country</th>
<th>City</th>
<th>Address</th>
<th>CASS Number</th>
<th>Local Contact</th>
<th>Connectivity</th>
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<tbody>
<tr>
<td>SCHENKER INDIA PVT LTD</td>
<td>IN</td>
<td>DEL</td>
<td>L-SC, PT, Jagan Nath Complex, Anand Bhawan, Mahipalpur</td>
<td>14-3 017B/6</td>
<td>SHOW DETAILS</td>
<td>2.</td>
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<tr>
<td>SCHENKER INDIA PVT LTD</td>
<td>IN</td>
<td>HYD</td>
<td>PG Road, Secunderabad, Andra Pradesh, 1-9 305/40 2nd Floor Raul Plaza</td>
<td>14-3 017B/6</td>
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<tr>
<td>SCHENKER INDIA PVT LTD</td>
<td>IN</td>
<td>MAA</td>
<td>1st Floor, M/s. Chambers, 42, Kotambakkam High Rd, Nungambakkam</td>
<td>14-3 017B/6</td>
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<tr>
<td>SCHENKER INTERNATIONAL</td>
<td>NL</td>
<td>TIV</td>
<td>Northern Industrial Zone Ltd, 8 Ramachandra Street</td>
<td>35-4 7003/8L</td>
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<tr>
<td>SCHENKER INTERNATIONAL</td>
<td>HK</td>
<td>HNS</td>
<td>3BB, China Resources Building, 26 Harbour Road, Wan Chai</td>
<td>33-1 195/13</td>
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<td>3.</td>
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</tr>
</tbody>
</table>
General & Location Contact details.
Search functionality.
Capabilities of the Business Partner.
Any Questions?

Take customers further
Push limits
Win together
Play fair, be honest
Walk the talk
Be one team with one goal

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Connectivity Manager

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45128 Essen

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#ProudtodeliverexcellenceEverytimeEverywhere
Thank you
CCS Providers and Digital Connectivity

f.passeggieri@cargostart.net
EPIC WEBINAR
August 24, 2021

“How EPIC is helping the IT Companies/Cargo Community System providers to streamline partner registration and distribution processes?”
CargoStart in Pills

Our Mission: Guiding air cargo players through the digital transformation journey

About US
A leading Cargo Community System provider (CCS) supplying advanced solutions to the air cargo industry.

Our Services
- CargoGate
- Handler Gate
- Start City
- StarTracking

Some Figures
- 180+ Connected FFW
- 20+ Countries
- 3.8M+ Yearly Electronic msgs
- 120+ Airlines
- 30+ interfaced SW Vendors

We are part of the IATA working groups

CDCWG
Cargo Digital Connectivity Working Group

CARGOiQ

CMWG
Cargo Messaging Working Group

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About ME

Filippo Passeggieri
Senior Manager, Head of Cargo IT at Cargo Start srl
My EPIC Timeline

2018
THE IDEA

2019
THE DEVELOPMENT

2020
THE USAGE

2021
THE FEEDBACK

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HOW DO WE USE EPIC?

(As an IT Provider)
Some of our **duties**

- Registration & Distribution
- Partner Registration
- Others
Registration

I knight thee, Cargo Start

Now....
Registration

I knight thee, Cargo Start

Now....

WHEN
AM I GOING
TO START EXCHANGING
eMESSAGES?
& DISTRIBUTION (PROPRIETARY)
How we use **EPIC** as an **IT Provider**

- **Distribution**
- **Partner Registration**
DISTRIBUTION VIA EPIC
DISTRIBUTION VIA EPIC

The Good

• ONE SINGLE SOURCE OF TRUTH
DISTRIBUTION VIA EPIC

Improvement Area

• CCS Friendly (the actual workflow relies too much only on FFs)
• Granted Partner Reaction Time
Partner Registration VIA EPIC
Partner Registration VIA EPIC

The Good

- Updated and reliable Contact List
- Updated Messaging Capabilities
Partner Registration VIA EPIC

**Improvement Area**

- Limited Adoption
- Special Cases (P.O.A.)
The **PROS** in a slide

**Distribution**

- ONE SINGLE SOURCE OF TRUTH

**Partner Registration**

- Updated and reliable Contact List
- Updated Messaging Capabilities
Customs/Govts and Digital Connectivity

ouassim.gahbiche@unctad.org
Ouassim Gahbiche / August 2021
1 ASYCUDA Programme
2 IATA Partnership
3 EPIC in ASYCUDA
To provide technical assistance, develop advanced software applications and strengthen institutional capacity for Customs with emphasis on the special needs of the least developed countries.

Public Administrations are implementing e-Government strategies. Revenue agencies such as Customs can contribute to these processes together with trade partners and other public agencies.

• Vehicle for UN core values
• Search for Excellence
• Reliability
• Client Orientation
• Technological Awareness
• Creativity
• Innovation
• Development-oriented
ASYCUDA Programme

Provide technical assistance, develop advanced software applications and strengthen institutional capacity for Customs

ASYCUDA CLIENTS

Member States

100+ Countries and territories

Current operations in 50+ countries

Main Contributors

- Beneficiary countries
- European Union
- WORLD BANK
- TMEA
- ADB
- Australia
- Germany
- New Zealand
- etc...

Main Partners

15 MoUs

ASYCUDA 40 YEARS

OF EXPERIENCE

4 Generations of IT solution for Customs

Human Resources

150

90%

ASYCUDA World
ASYCUDA Programme

Full Customs Business Coverage

Selectivity & Risk Management

Pre-arrival
- Manifest
- Cargo arrival, CUSCAR, DCI
- Transit & transhipment

Transit shed
- Storage of goods

Declaration
- CUSDEC, DTI
- Suspense Procedures
  - Temporary Admission
  - Customs Warehouse
  - Temporary Export
  - Inward/Outward Processing

Accounting
- Payment
  - e-Payment
  - Deferred payment
  - Pre-payment, Cash
- Cargo release

Trade balance, Data mining...

Statistics & Audit

Pre-departure
- Transit shed
1 ASYCUDA Programme

2 IATA Partnership

3 EPIC in ASYCUDA
IATA Partnership

Signed MoU in 2015

- Ongoing cooperation between IATA and the ASYCUDA Programme for Air Manifests integration in IATA XML format
- Airlines, freight forwarders and shippers are using this global standard to exchange air cargo electronic information with customs authorities with ASYCUDAWorld (AW)

First implementation of Cargo-XML on 2017

- Jamaica Revenue Commission (July 2017)
- Angola General Tax Administration (August 2018)
August 2021
UNCTAD & IATA extend partnership

- Focus on enabling ASYCUDAWorld to manage e-commerce shipments more efficiently. It will include adding risk assessment for mail & express shipments and facilitating access to the IATA enhanced partner identification and connectivity (EPIC) platform.

- Customs authorities will be able to share advance cargo/mail information requirements across the digitized supply chain (airlines, freight forwarders, ground handlers and third-party messaging service providers).

- For the 100 countries choosing to deploy the latest version of ASYCUDAWorld, this enables more efficient processing of air cargo shipments.
1 ASYCUDA Programme

2 IATA Partnership

3 EPIC in ASYCUDA
EPIC in ASYCUDA

Boosting Connection with EPIC

- Two countries running EPIC, Rwanda & Jamaica. Bangladesh & Barbados joining before the end of the year.
- Easy connect with cargo partners thanks to the Enhanced Partner Identification & Connectivity
- Quick Updates and follow up
- All new IATA Cargo XML Implementations in ASYCUDAWorld will involve EPIC
EPIC in ASYCUDA

4 Fully Integrated Messages

- XFFM for flight manifest
- XFWB, a complete set of data related to an Air waybill to customs
- XFZB will define the house waybills
- XFNMT response message is an acknowledgement to the airlines that customs will send when receiving & processing XFFM, XFWB & XFZB or transmitting the errors if any

Communication through

- Secure E-Mails Exchanges (Asynchronous)
- Web services (real time responses)
EPIC in ASYCUDA

Facilitated follow-up

- Customs receive alerts from EPIC for any new/update filer’s details
- Customs can gradually enable filers ready to exchange with them
EPIC in ASYCUDA

Express Consignments

**Special Handling Information**

![Image showing special handling information in ASYCUDA]

**Express Waybills Highlighted & Cleared**

![Image showing highlighted waybills in ASYCUDA]

1. Documents found. Please select a document and select an action from the local menu.
2. Waybill number: CUC11
3. Consignment: [Details]
4. Status: Cleared
5. Date of clearance: [Date]
6. HSE: [Details]
7. Customers: [Details]
8. Agent: [Details]
9. Description of goods: [Details]
10. Phone protectors: [Details]
11. Manifested packages: [Details]
12. Remaining packages: [Details]
13. Manifested gross weight: [Details]
14. Remaining gross weight: [Details]
15. Volume (CBM): [Details]

Note: These features and information are part of the ASYCUDA system for handling and processing express consignments.
EPIC in ASYCUDA

Risk Assessment

HS Compliance

Waybill - HS Compliance

Commodity Codes

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Description</th>
<th>Package Number</th>
<th>Package Code</th>
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<tbody>
<tr>
<td>140450</td>
<td>VEGETABLES PRODUCTS</td>
<td>11</td>
<td>21</td>
</tr>
<tr>
<td>380230</td>
<td>VACCINS</td>
<td>11</td>
<td>21</td>
</tr>
</tbody>
</table>

AS / Risk
EPIC in ASYCUDA

Key Benefits

- EPIC is open for use by airlines (IATA members and non-members), freight forwarders and any third party, intermediary or IT provider in the air cargo business.

- TIN details for consignors/exporters can be easily identified for express operators & respective business partners.

- Reduction of required resources & costs.

- Express Operators involved & air waybills automatically cleared. Further reduction of clearance times & accelerated customs controls.

- Standard Procedure for Preloading Advance Cargo Information; Submission and clearance before arrival by customs brokers.
THANK YOU!

QUESTIONS & ANSWERS
IATA EPIC Adoption

- Airlines (32)
- Freight Forwarders (94)
- Customs (10)
- Ground Handlers (2)
- CCS’s/ IT (14)
- Intl Org. (5)

- Connections: 117
- Connectivity Methods: 2522
- Messaging Capabilities: 268
32 Airlines have joined EPIC
10 Customs & 5 Intl. Org. have joined EPIC
14 CCS/IT Companies have joined Cargoport CCS
Global Freight Forwarders have joined EPIC with their 1000+ branches.
For More Information

• www.iata.org/epic