Digital Cargo Webinars 2020
15 September – 1 October

Episode 3: Digital Connectivity

https://www.iata.org/en/events/e-cargo/

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<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Speaker</th>
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<tbody>
<tr>
<td>14h00</td>
<td>Simplify your cargo connectivity</td>
<td>Tahir Syed, IATA</td>
</tr>
<tr>
<td>14h30</td>
<td>Collaborate to Boost Digital Connectivity</td>
<td>Ouassim Gahbiche, UNCTAD</td>
</tr>
<tr>
<td>14h45</td>
<td>Postal Operators and Airline Connectivity, why, when &amp; how?</td>
<td>Stephane Herrmann UPU</td>
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<td>15h00</td>
<td>Messaging/CCS Service Providers and Digital Connectivity</td>
<td>Laurent Jossa, CHAMP Cargo Systems</td>
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<td>15h15</td>
<td>Unleashing the potential of EPIC platform</td>
<td>Scott McCorquodale, Wisetech Global</td>
</tr>
</tbody>
</table>
“It could easily take up to 6 weeks to setup a digital connectivity between an airline and a freight forwarder”

By: Swiss World Cargo, Qatar Airways and Panalpina
Simplify your cargo connectivity
Tahir Syed, Manager Cargo Technology
syedt@iata.org

22 Sept 2020
https://epic.iata.org/
Digital Connectivity Hurdles

- Less Visibility
- No Transparency
- Additional Cost
- Data Loss
- Poor Coordination
- Manual Interventions
- Process Inefficiency
Meet Jean.

He is one of the 15000 IATA CASS Associates.

Jean has 23 branch offices worldwide.
Jean is considering contracting a new \textit{Messaging Partner} for exchanging data with \textit{126 airlines}.
Once, the new partner is selected, Jean needs to:
Get and distribute new Identities for
23 branch offices to 126 airlines
Jean’s team and his new CCS partner are now busy
Making phone calls,
Writing emails,
Personal meetings and
Sending Reminders

The overall process spans over months and requires dedicated resources on both Freight Forwarders and Airlines’ end.
Meet Roxane

She is one of the 280 IATA Airline Members and must inform 7000 Freight Forwarders about her new CCS partner.
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 IDs** through a robust mechanism to partners
3. **Generate permanent IDs** for each stakeholder
4. **Share Capabilities**, supported data standard e.g. C-IMP, Cargo-XML
5. **Setup Lookup Service** to obtain partners IDs and routing information
6. **Access Control**, Full authority over your data

Enhanced Partner Identification and Connectivity (EPIC) System

https://epic.iata.org
How Will It Work?

EPIC Web Portal

Airlines, FFs, GHAs etc.

EPIC Centralized Repository

Airlines IT Dept, FFs, IT Companies etc.

CCS(s)

EPIC Lookup Service

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

EPIC Centralized Repository

EPIC Web Portal
EPIC Features

1. Registration
2. Setup Profiles (HDQ, Branch Office, Technical Contacts, Partner CCSs etc.)
3. Setup Access Control, Distribution Channel & Alert Mechanism
4. Setup IDs (Upload/add existing IDs)
5. Assign IDs (parameters include branch offices, carrier etc.)
6. Define Messaging Capabilities
7. Publish IDs and Messaging Capabilities
8. Dashboard
9. Identify and Establish Partnership
10. Search & Download Partner IDs & Messaging Capabilities
11. Distribution IDs (branch level) and Messaging Capabilities to Partners
12. Message Board with Partners
13. Reporting
14. Billing
15. Lookup Service
# IATA 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>
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<tbody>
<tr>
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<tr>
<td>Data Quality Improvements</td>
<td>Advancing Automation Technology</td>
<td>Process Optimization</td>
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25 Airlines have joined EPIC

https://www.iata.org/epic
11 Customs/Intl. Org. have joined EPIC

https://www.iata.org/epic
7 IT/CCS Providers have joined

https://www.iata.org/epic
IATA EPIC Demo

www.iata.org/epic
1 ASYCUDA Programme
2 IATA Partnership
3 IATA C-XML & EPIC in ASYCUDA
4 Project Strategy
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
40+ years of experience

Human Resources
150

Generations of IT solution for Customs

100+ Countries and territories

Current operations in 50 countries

75%

Main Contributors
- Beneficiary countries
- European Union
- WORLD BANK
- TMEA
- AfDB
- Australia
- Germany
- New Zealand
- etc...

Main Partners
15 MoUs

ASYCUDA CLIENTS

IATA
ASYCUDA Programme

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

Transit shed
- Cargo release

Pre-departure

Statistics & Audit
- Trade balance, Data mining...
1 ASYCUDA Programme

2 IATA Partnership

3 IATA C-XML & EPIC in ASYCUDA

4 Project Strategy
IATA Partnership

The beginning, 2013

- E-Manifest implementation in Seychelles Islands and three other countries based on IATA EDI messages FFM, FWB, FZB & FHL

- Although communication between customs authorities and airlines were only based on e-mail exchanges, the clearance process was shortened & customs controls were accelerated
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 can now use 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)
1 ASYCUDA Programme

2 IATA Partnership

3 IATA C-XML & EPIC in ASYCUDA

4 Project Strategy
IATA C-XML & 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 & specify
- XFNFM 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)

Two Main filers / legal authorized filers

Airlines

- XFFM
- XFWB
- XFZB

Freight forwarders

- XFZB

ASYCUDA WORLD
Facilitated follow-up

- Message monitoring
- Customs can gradually enable filers ready to exchange with them
IATA C-XML & EPIC in ASYCUDA

Real time alerts for Manifest registration

**FLIGHT REGISTRATION: EK334 ON 2018-05-31**

From: <support.iata.agt@minfin.gov.ac>
To: <luzath.guela@minfin.gov.ac>, <ouassim.gahbiche@unctad.org>, <emailTest@ccn.com.sg>

For your kind attention:
Flight EK334 on 2018-05-31 was successfully registered.
Office: SDLTC
Registration year: 2018
Registration number: 2
Registration date: 2018-06-05
Registration time: 10:35:50
IATA C-XML & EPIC in ASYCUDA

Statistics for Management

Messages By Statuses

Messages By Types
IATA C-XML & EPIC in ASYCUDA

Express Consignments

Special Handling Information

Express Waybills Highlighted & Cleared
IATA C-XML & EPIC in ASYCUDA

Risk Assessment

HS Compliance

Waybill - HS Compliance

Manifest - Waybills

Commodity Codes

IATA C-XML & EPIC in ASYCUDA

Risk Assessment

HS Compliance

Waybill - HS Compliance

Manifest - Waybills

Commodity Codes
IATA C-XML & EPIC in ASYCUDA

Boosting Connection with EPIC

- Two countries running EPIC, Rwanda & Jamaica
- 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
IATA C-XML & EPIC in ASYCUDA

**Key Benefits**

- **Trade Facilitation**
- **Manifests are available for Imports & Exports**
- **Reduction of required resources & costs**
- **Further reduction of clearance times & accelerated customs controls**
- **Express Operators involved & air waybills automatically cleared**
- **Submission and clearance before arrival by customs brokers**
By avoiding manual capture, we also avoid:

- **Bottlenecks** in goods clearance, the manifest is the first step of goods clearance. Without manifest, the clearance cannot go through.

- **Time loss** & big delays especially when reporting big cargos.

- Errors during data submission to customs. Longer control process.

- Brokers **unable** to submit their declarations in advance.

  - Economic operators & customs brokers under pressure to submit their declarations.

- Increased costs for importing goods.
1 ASYCUDA Programme

2 IATA Partnership

3 IATA C-XML & EPIC in ASYCUDA

4 Project Strategy
Project Strategy

Countries currently using C-XML

- Jamaica in the Caribbean (+EPIC)
- Lebanon in the Middle east
- Angola, Rwanda (+EPIC) & Uganda in Africa
- CARICOM Impacs (14 countries)

In the pipe, going live soon

- Albania, Bosnia and Herzegovina & Kosovo
- Barbados
- Bangladesh

Many countries coming on board…
Project Strategy

Assessment & Analysis
- National Customs contacts UNCTAD & IATA at technical and policy level
- Define Pre requisites

Prepare Environment & Prototype
- Emails accounts setup
- ASYCUDA upgrade with IATA components
- Preparing prototype environment
- Getting C XML Manuals and Toolkit ready for customs training
- Finalizing User manuals for Airlines and freight forwarders
- Official communication from National customs to be addressed for airlines and freight forwarders in regards of seminar attendance and training enrolment

Seminar & Customs Trainings
- Seminar with airlines & freight forwarders
- Training for customs functional team in charge of IATA C XML support, setup and application forms submissions
- Training for customs Technical team in charger of IATA C XML maintenance and troubleshooting
- Prototype for filing data Started
- Official communication about prototype and enforcement dates

Prototype & Deployment
- Airlines filing data, ideally parallel run of real data
- Solution stabilization
- Training for airports customs officers
- Training for airlines, their legal representatives and freight forwarders
- Engage industry, raise awareness and strengthen commitments

Roll-out
- Replicate Solution on live environments
- Engage
- Solution stabilization if required
Partnership with UPU

- Development of interface between ASYCUDA & UPU's electronic system for real time data exchange
- IATA XFHL message will be the link between UPU CUSITM & Master air waybills XFWB
Postal Operators and Airline Connectivity, why, when and how?

Stéphane Herrmann, Lead Technical Account manager

IATA - Digital Connectivity Webinar, 2020.09.22
Scale of the regulatory challenge

Universal Postal Union
Data transfer to be mandatory. Changes to the remuneration structures.

GDPR. EU General Data Protection Regulations legislation.

EU Regulation on cross-border parcel delivery services. EU digital strategy.

Import Control System 2. Pre-departure data requirements for aviation security.

E-privacy. Defining the need to “opt in” or “out” and its impact on DM.

Modernising VAT. EU legislation shifting the tax liability to the sender.

USO. Redefining the regulation in EU and how to finance the USO.

Multiplication of new regulations worldwide

Different answers to common challenges

Security
Fiscal revenues
New customs rules
Global Postal Model
(Transport – flows 5-8)

1 - CN23 data

4+ Referral acted upon (as required)

4 - Referral / Assessment complete

5 - Dispatch data

6 - Receptacle ID and Item ID list

7 - Consignment data (including EAD flag)

8 - Manifest

2 - CN23 data to border agency

3 – Assessment complete / Referral notification

CUSRSP V2 / ENS response / MRN / bespoke

CUSITM V1 / ENS (EU) / bespoke

Destination Territory

ITMAT

ITMREF

REF RSP

PREDE

REF

RSP

Destination Post

Source Post

Air Carrier

Destination Customs

CARDIT
Mail is no more exempted from advance data filing and therefore digital connectivity between postal operators and airlines is very critical.

Under the new EU regulation, postal operators must file electronic advance data to destination customs by March 2021, while airlines must provide flight level data for mail consignments by March 2023.

How EPIC is facilitating Postal Operators and Airlines compliance to this new regulation...
Key EAD milestones for Posts (Transport)

**New legislation**
- US - Stop Act - 70% of all incoming items containing goods by 31 Dec 2018 and 100% by 1 Jan 2021.
- Changes to UPU Regulations (article 8)
- EU - ICS2, ...

**ITU capturing, compliance and reporting tools development**

**S9/S10 linking**
- S9/S10 linking (nested PREDES) will be required for all items (including non-tracked letter-post items containing goods)

**Mandatory ITMATT**
- Mandatory ITMATT for all postal items containing goods

**PLACI - ICS-2 R1** (pre-departure)
- EU Post at destination. Pre-loading item-receptacle level info needed for ICS2 (flows 1–7 of EAD model – pre-departure data sent by the origin Post, and relayed to ICS-2 by EU Post at destination)

**CARDIT conversion**
- CARDIT message must be converted to the cargo message XFNB and XPHL before filing to the Customs (F42) from 2023

**STOP Act, ACAS, PLACI, ICS2, UPU Regulations**

**S9/S10 linking** (nested PREDES) for non-registered (EU-F44)

**PLACI ICS-2 (pre-departure)**
- (no transit) CARDIT optional

**CARDIT conversion to cargo messages**
- AR flag in CARDIT mandatory?

**PLACI ICS-2 R2** (pre-arrival)
- (by air) and transit (EU-F42)

**PLACI ICS-2 R2**
- Pre-arrival consignment level, for ICS2 from 2023 after air mail and from 2024 for rail, maritime and road (flow 8 of EAD model – pre-arrival data sent by carriers)

**CARDIT conversion**
- Pre-arrival (by air) and transit (EU-F42)

**S9/S10 linking** (nested PREDES) will be required for all items (including non-tracked letter-post items containing goods)

**UPU Reg (EU-F43)**

**CARDIT conversion**
- CARDIT message must be converted to the cargo message XFNB and XPHL before filing to the Customs (F42) from 2023

**ITU capturing, compliance and reporting tools development**
The UPU’s Postal Technical Centre has developed International Postal System (IPS), a mail management solution deployed in 178 countries.

IPS allows posts to execute mail operations, to perform international accounting and to exchange EDI between posts and between posts and airlines.

Each new version of CARDIT and RESDIT messages is implemented in the latest version of IPS.
POST*Net is the EDI network hosted and managed by the Universal Postal Union (UPU).

POST*Net has been designed for managing EDI address for posts, airlines and customs authorities. The network allows the exchange of EDI messages between all these supply chain entities.
Post*Net added-value services:
Set of services offered to posts and airlines by the POST*Net network.

CARDIT/RESDIT to XFHL/XFWB converter
Automatic conversion of CARDIT and RESDIT messages into XFHL and XFWB messages.
Conversion is done by the UPU and the XFHL/XFWB can be retrieved by airlines via APIs
Four alternatives for CARDIT conversions prepared for piloting

**Flow 7 – Consignment data (including AR flag)**

Alternatives:

1. Conversion done by airlines
2. Conversion done by Posts
3. Conversion done by PTC tool (alt. 3a and 3b)

Filing with Customs done by airlines for all four alternatives
Four alternatives for CARDIT conversions prepared for piloting

One obligation for all alternative:
the carrier must forward the XFWB and WFHL to the Customs authorities.

pilot prepared between La Poste France, Qatar airways and PTC
Pilot prepared between Swiss Post and Swiss airlines
➢ Difficulties to find the rights contacts to discuss and agree on the EDI exchanges

➢ Superseded versions of CARDIT and RESDIT are still exchanged between posts and airlines

➢ How many airlines are aware of the services offered by the UPU?
Overall airline connectivity
(based on EDI exchanges in January 2020)

- Information limited to exchanges with partner DOs on POST*Net network (166 DOs)
- 52 airlines actively exchanging CARDIT/RESDIT (just the airlines exchanging the messages with the DOs using POST*Net)
- 485 active links but 361 passive/pending/refused by airlines even if the Posts are ready!

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<tr>
<th></th>
<th>Total</th>
<th>Avg. per airline</th>
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<td>Active RESDIT links</td>
<td>485</td>
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<tr>
<td>Passive links</td>
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<td></td>
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<td>CARDIT received but never answered</td>
<td>90</td>
<td>1.7</td>
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<tr>
<td>Pending links</td>
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<tr>
<td>Links not yet approved, pending agreement from airline</td>
<td>135</td>
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<tr>
<td>Refused links</td>
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<tr>
<td>Airline has confirmed it does not want to exchange with the partner on this link</td>
<td>136</td>
<td>2.6</td>
</tr>
</tbody>
</table>

+75% could be visible
✓ One central repository for contacts and technical information

✓ New capabilities of software applications are immediately shared across all partners

✓ Easy management with the dashboard of activities
Thank you!

Stéphane Herrmann, Lead Technical Account manager
stephane.herrmann@upu.int
Introduction

Laurent Jossa
Head of Sales – Distribution Services
CHAMP Cargosystems

Introduction & Agenda

- Introduction
- History Lesson on the Future
- The Value of a Modern Cargo Community System (CCS)
- Effect of the Pandemic to the Digitalization
- Summary
History Lesson on the Future

From the requirements of the ‘90s to today

From CIMP to cargoJSON™

Transitions of the Technology
The value of a modern Cargo Community System
Managing Connectivity
Data Distribution as a Service

Increasing the data exchange

Forwarder/Airline/Software Partners

Quality Improvement
The value of a modern CCS
Managing Connectivity - Data Distribution as a Service

- Everybody can stay in business regardless of technology used
- Support for partners as their “ONE Record”
- Enablers
The Value of a modern CCS
Managing Connectivity
Data Distribution as a Service

Collaboration

Global Network – feeding local communities
The value of a Modern CCS

API solutions
- Registration API’s
- Premium Tracking
Effect of the Pandemic to the Digitalization

- Projects raising out of the pandemic situation
- Digital Transactions versus handover of paper
  - Increase of eAWB
  - Need for global connectivity
- Changes in the way of working
- Digital Contracts
Thank you for your attention!

Summary:

• Collaboration
• Data Sharing
• Evolution of the Digitalization

Contact information:
Laurent Jossa
traxonsales@champ.aero
Phone: +49 69 66906 222
Unleashing the potential of EPIC platform

Scott McCorquodale
Chief Automation Officer, Air Cargo

22 September 2020
Data exchange - at the centre of air cargo

- Data exchange continues to be central to the operation and success of the air cargo industry.
- Current connectivity process between forwarder and airline remains very manual, very time consuming. A change is long overdue.
- As air cargo continues to evolve and further advance, the criticality of data exchange will only grow further.

- Into the future, changes will occur in data exchange, (eg ONE Record) and will have an impact and provide benefits, but in reality, this will take a number of years to impact broadly.

- In the mean-time, the industry should continue to improve efficiency and the existing process as much as possible.
Where could EPIC lead in the future?

- What will industry needs be into the future?
  - Forwarders
    - Revenue growth
    - Cost & efficiency savings
      - Cargo buy rates & integrated eBooking processes
      - Multiple processes that rely on data exchange
    - Focus on Regulatory compliance
  - Airlines
    - Revenue growth
    - Cost savings
    - Efficiency gains
    - Focus on Regulatory compliance

- Moving forward, the industry will need to continue to strive to do more with less. COVID crisis has changed the landscape.
<table>
<thead>
<tr>
<th>General contact</th>
<th>Technical contact</th>
</tr>
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<tbody>
<tr>
<td>Rani George, Senior Manager Customs &amp; Authorities</td>
<td>Deepak Jeswani, Business Analyst Messaging Connectivity</td>
</tr>
<tr>
<td>Tel +496969695068</td>
<td>Tel +496969695068</td>
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<tr>
<td><a href="mailto:rani.ramanayake@dlh.de">rani.ramanayake@dlh.de</a></td>
<td><a href="mailto:deepak.jeswani@dlh.de">deepak.jeswani@dlh.de</a></td>
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Lufthansa Cargo
Tor 21, Bldg. 322, FRA, Germany
lufthansa-cargo.com
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Where could EPIC lead in the future?

- EPIC as a facility to create, arrange and manage a more transparent identification process for new forwarders. An IATA generic PIMA is under consideration within the IATA Digital Connectivity Working Group
  - Would allow forwarders more flexibility in migration between data transfer providers, and provide new forwarders with a simplified process to commence with data exchange.
  - Would provide benefit to airlines by a reduction in configuration effort when changes occur
  - A valuable tool for GHA’s to strengthen their information on airline capabilities
  - A valuable tool for regulators to share their requirements and process for industry

- Further expansion of EPIC features to further enhance information sharing across industry on connectivity process.
  - API’s for rates & bookings
    - Airline capabilities and process for API’s
  - Ultimately, full management of the ONE Record capabilities and configuration process
Making the most of a mature process

• A mature and structured program helps air cargo
  • Defining the standards for industry to follow through defined working groups.
  • Ensuring standards remain relevant & making modifications where necessary
  • However, is industry participation adequate?

• Substantial benefits of a collaborative approach, that other transport modes do not benefit from
  • Bringing the think-tank together

• Through collaboration, further benefits will be achieved

• Airlines urged to support and maintain their initial information in EPIC as a starting point
Questions or comments

Thankyou
# Q&A Session

## Episode 3: Digital Connectivity, 22 September 2020

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Speaker(s)</th>
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<tbody>
<tr>
<td>14h00</td>
<td>Simplify your cargo connectivity</td>
<td>Tahir Syed, IATA</td>
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<td>14h30</td>
<td>Collaborate to Boost Digital Connectivity</td>
<td>Ouassim Gahbiche, UNCTAD</td>
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<td>14h45</td>
<td>Postal Operators and Airline Connectivity, why, when &amp; how?</td>
<td>Stephane Herrmann &amp; Ján Bojnanský, UPU</td>
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<td>15h00</td>
<td>Messaging/CCS Service Providers and Digital Connectivity</td>
<td>Laurent Jossa, CHAMP Cargo Systems</td>
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<td>15h15</td>
<td>Unleashing the potential of EPIC platform</td>
<td>Scott McCorquodale, Wisetech Global</td>
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