



# Role of airports in digital transformation

IATA 2025 Cargo Experts Conference

# Airports connect communities

We're not:

- Handlers
- Forwarders
- Airlines
- IT companies

We're located between all these parties, and benefit from close and effective collaboration between the community.



# Airports are (digital) enablers

With unique access to:

- (Cargo) communities
- Governments
- Markets
- Knowledge

Airports are in a unique position to enable and facilitate (digital) transformation.

# Define: Digital Transformation

Let's agree on a definition!

The strategic use of technology to create value for one or more stakeholders.

- **New software/apps** to improve a process
- **Back-end software** to change your business
- **Middleware** to help prepare you for the future
- **New interfaces** (apps, websites, APIs)
- **Digital products** sold to customers, enabling stakeholders
- **Hardware** (robots?)



- **New revenue**
- **Cross- or upsell**
- **Reduce costs**
- **Indirect revenue**

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- This will likely mean:
- Challenging the status quo
  - Implementing change mgmt.
  - Reinventing yourself

# Focusing on the value story

Creating value revolves around where how your digitalization strategy will evolve, and aligning your team efforts to support this.

## The four phases of Digitalization



### Organized

Get the basics and core values of the project running.  
Start collecting **basic informative data**.



### Digitized

Start offering products and services to stakeholders and customers.  
Advance towards **advanced informative data**.



### Connected

Link your datapoints together, uncover insights and value creating offers.  
Start creating **predictive data**.

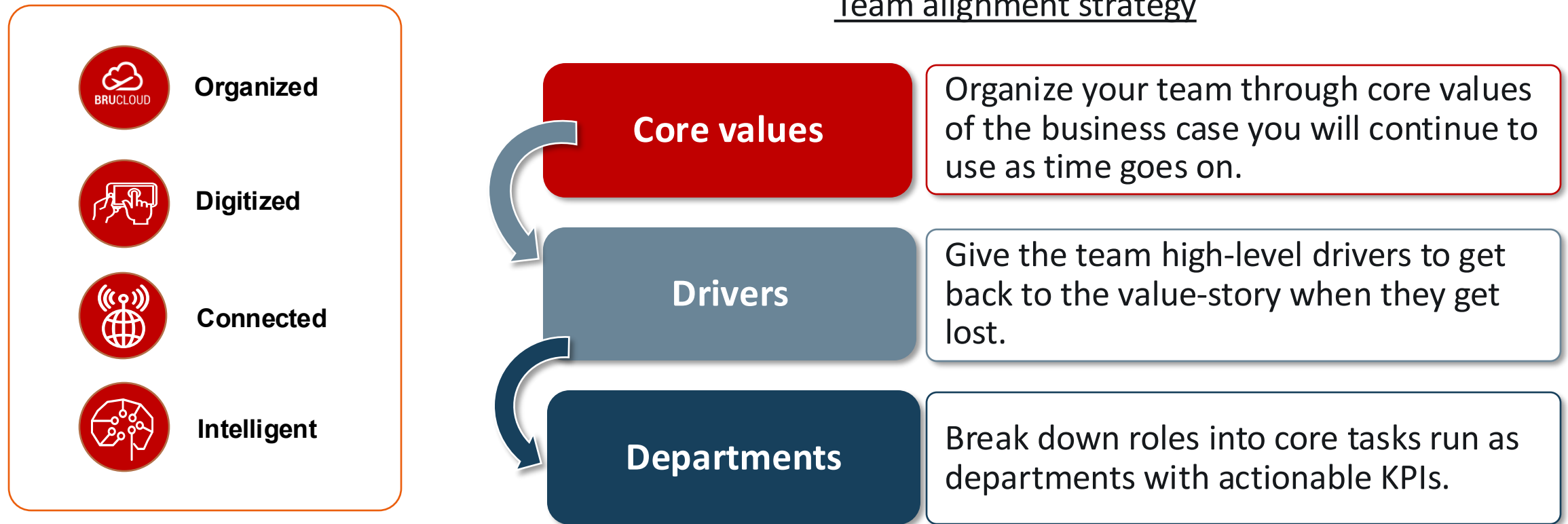


### Intelligent

With insights, patterns, data, and stakeholders, involve advanced topics like AI.  
Deliver **prescriptive data**.

# Focusing on the value story

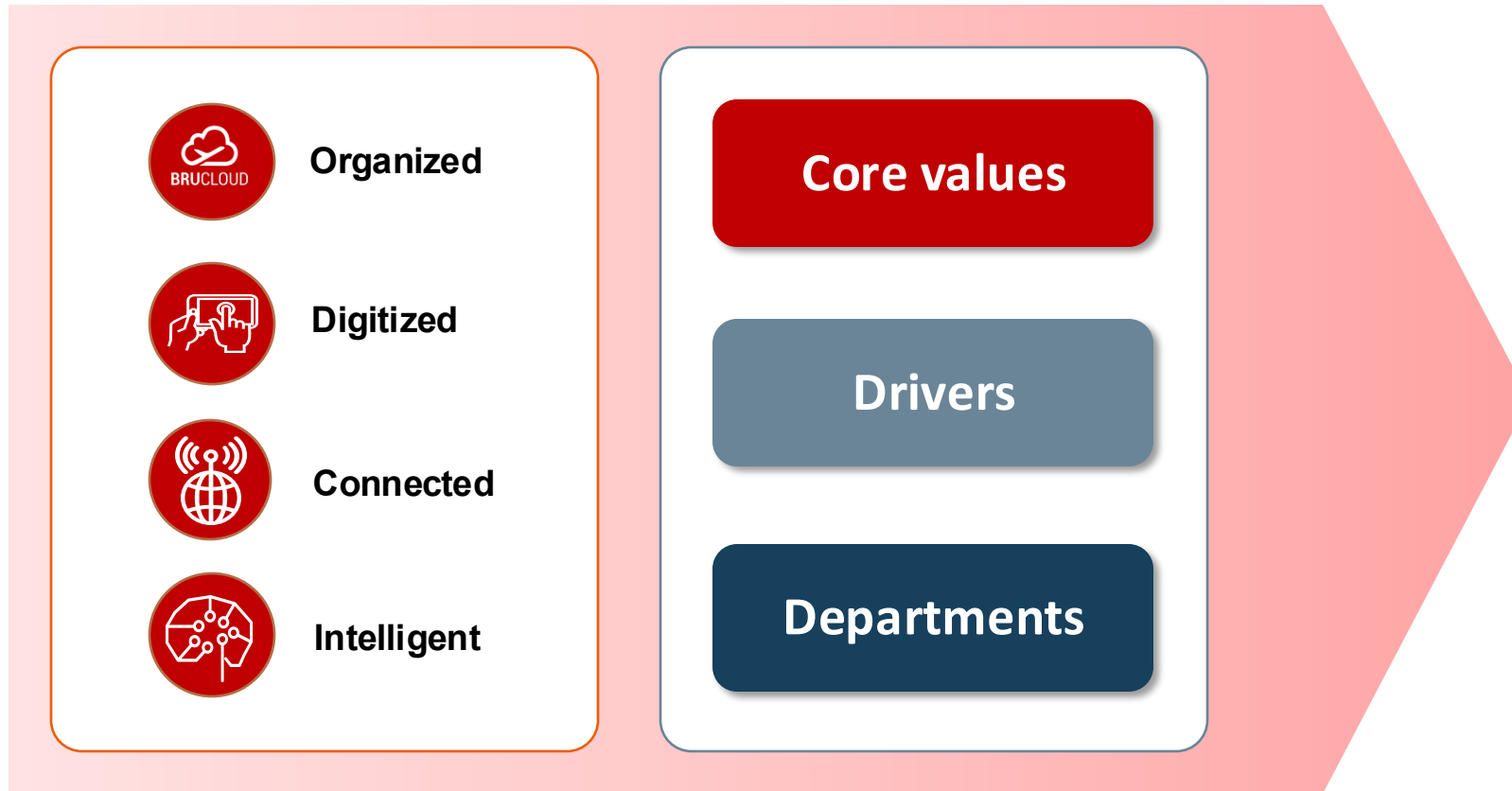
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# Focusing on the value story

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The PCS of the Brucargo community  
since 2015.

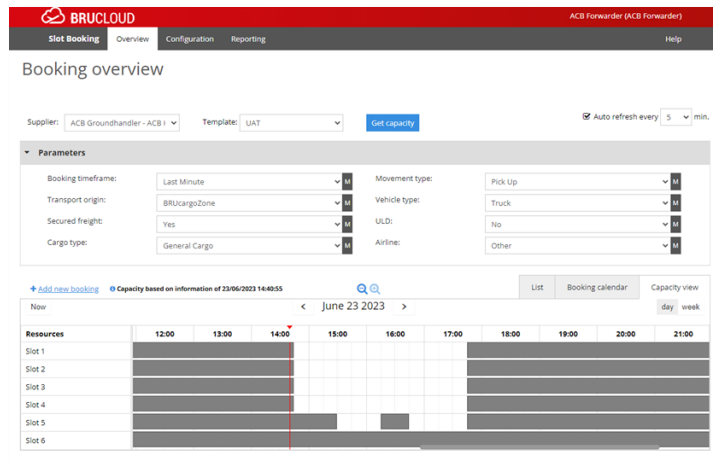


# Digital Green Lane

Connecting Ground Handlers and Freight Forwarders, the slot booking tool enhances transparency between both parties leading to operational improvements.

DGL has been fully adopted by the community, and enables:

- ✓ Less truck idle time
- ✓ Flattened peaks
- ✓ Potential for operational efficiencies
- ✓ Severely reduced paper trail

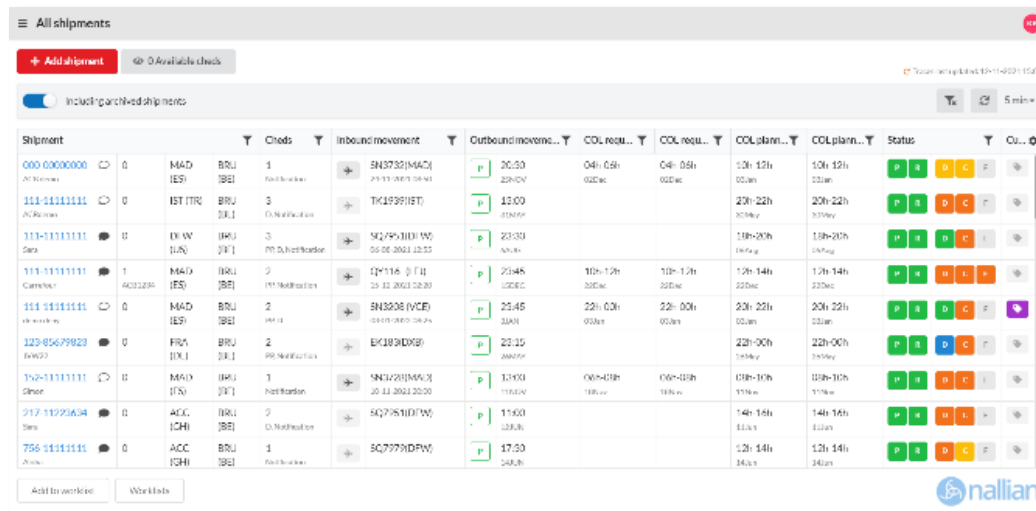


# Inspection Management App

Linking the Federal agency for the Safety of the Food Chain and Freight Forwarders, IMA facilitates documentation and inspection planning for perishable shipments.

Close collaboration among the Brucargo community has led to:

- ✓ Faster perishable shipment processing
- ✓ Better operational planning
- ✓ More efficient communication between the FASFC and Forwarders



Shipment	Chets	Inbound movement	Outbound movement	COL requ.	COL plan.	Status	Out
000 00000000	MAD (ES)	1	20:30	04h 05h	10h 12h	P A	
111 11111111	IST (TR)	3	15:00	02h 02h	20h 22h	P A	
111 11111111	DE W (DE)	3	23:30	02h 02h	18h 20h	P A	
111 11111111	MAD (ES)	2	23:45	10h 12h	12h 14h	P A	
111 11111111	MAD (ES)	2	25:45	22h 02h	20h 22h	P A	
123 85678923	FRM (DE)	2	23:30	02h 02h	22h 00h	P A	
123 11111111	MAD (ES)	1	13:00	04h 05h	10h 12h	P A	
217 11232324	ACC (CH)	2	15:00	02h 02h	14h 16h	P A	
756 11111111	ACC (CH)	1	12:30	02h 02h	12h 14h	P A	



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# MASP-C Customs Application

BAC is currently closely working with the Brucargo community towards developing a universal application that will make all Belgian forwarders and ground handlers compliant with the new EU customs regulations.

The eventual goal of the multi-year project will bring the entire Belgian air cargo community in compliance with the EU's MASP-C compliance.

Acting as a central platform it will greatly level the playing field:

- ✓ Uniform customs processing processes among all ground handlers
- ✓ Standardized customs processing in Belgium
- ✓ Less human errors in declarations
- ✓ Faster customs clearance
- ✓ Better compliance with future regulations

The final application will benefit future customs approaches towards, for example, high-volume e-commerce traffic.

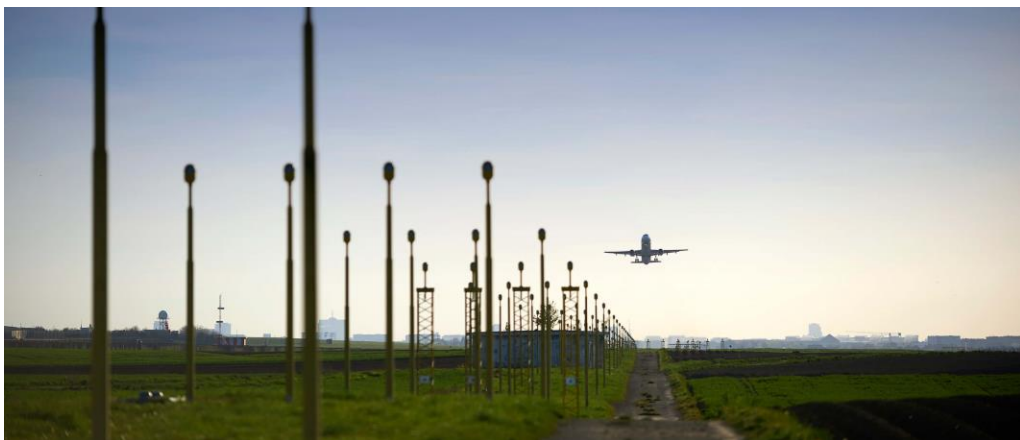
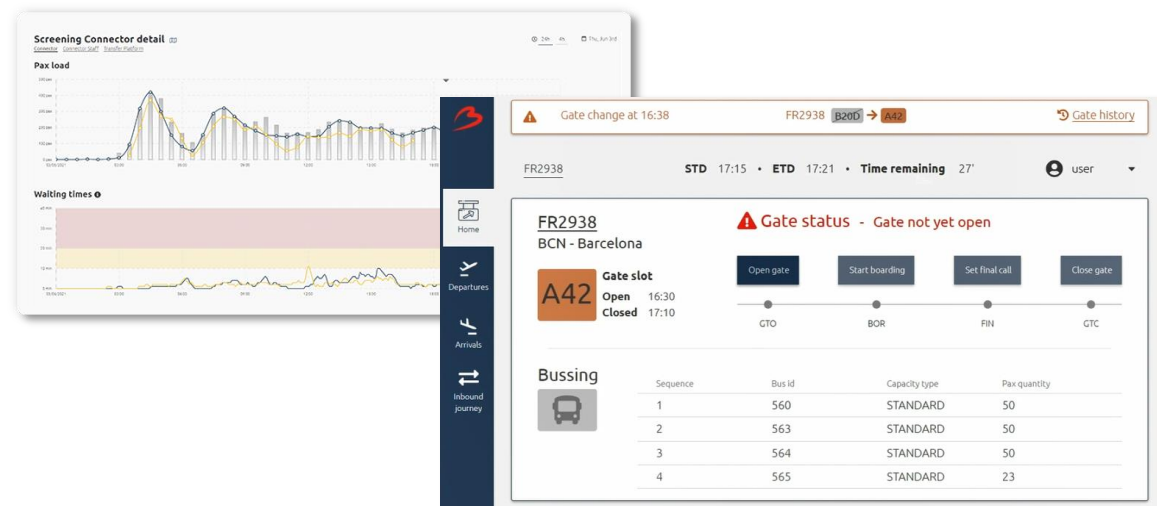


# Taking digital transformation further

## Heli and APOC

The Brussels Airport APOC runs on the insights the Heli platform provides.

These insights help manage air traffic on the ground, and are shared with many stakeholders including Belgian Customs, baggage personnel, etc.



## Digital Trade Lanes

Extending the benefits gained from BRUcloud at Brucargo, we're now looking to expand to other airports across the world to share in operational efficiencies on routes:

- Standardized digital data
- End-to-end visibility
- Regulatory alignment
- Faster, more efficient flow





# Thank you

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