Unlocking ONE Record – From Theory to Real Production Benefits

Cargo Experts Conference

Brussels – 24.09.2025

ibssoftware

We teamed up.

ibssoftware

- Largest airline IT platform with over 40+ airlines & GHAs using iCargo system

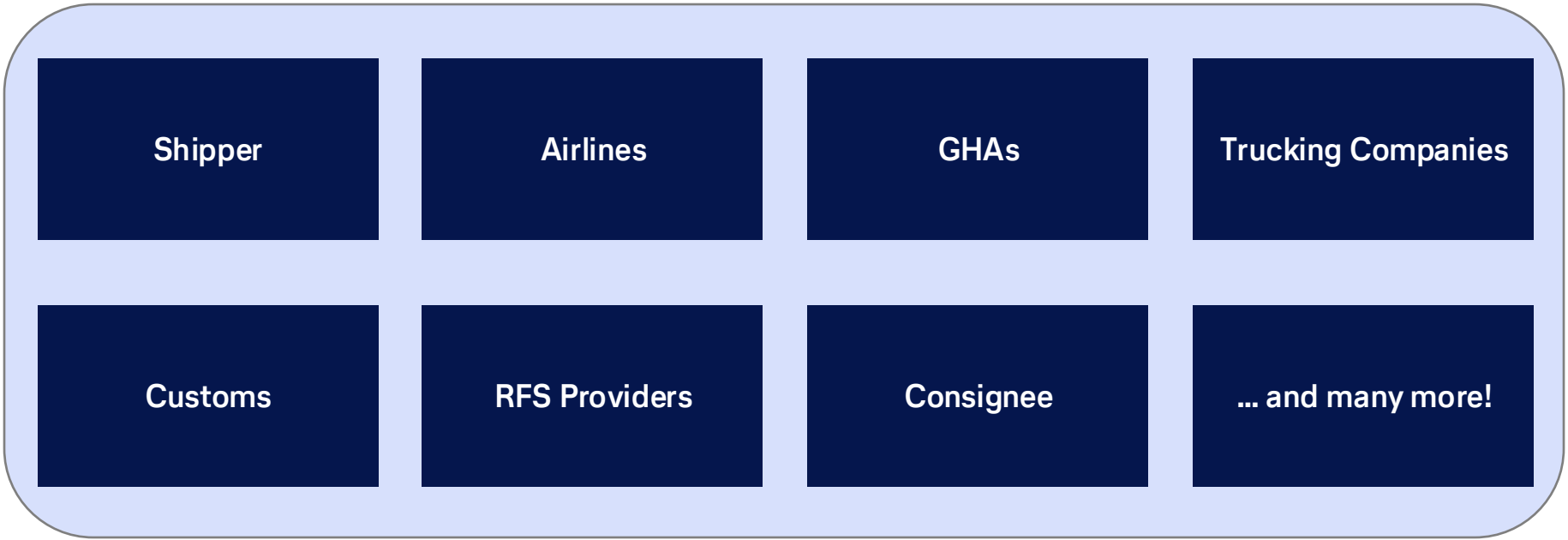
wisetech global

- Largest forwarder IT platform used by 17.000 logistic companies in 190 countries

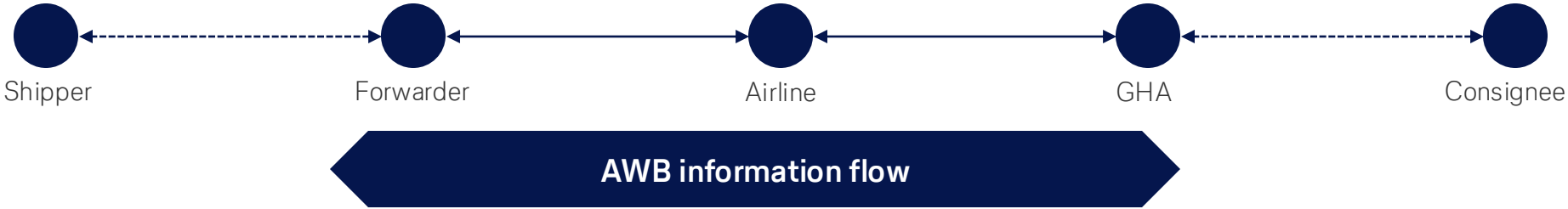
Lufthansa Cargo
Networking the world.

- Global cargo airline with 300 Stations in over 100 countries and 1.5 Mio AWBs per year

To successfully move a shipment, many players are involved – each generating, sharing and modifying information.



Shipment Record: The perfect entry point into the world of ONE Record – Scalable with additional elements.



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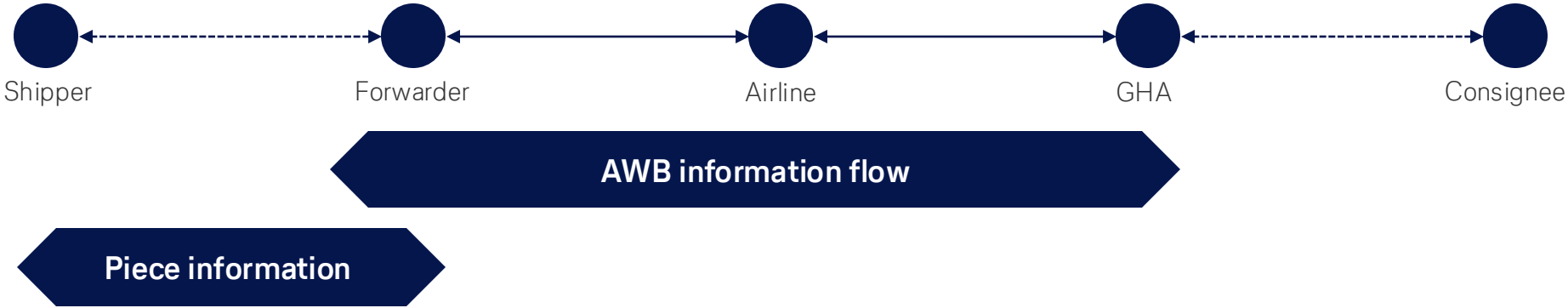

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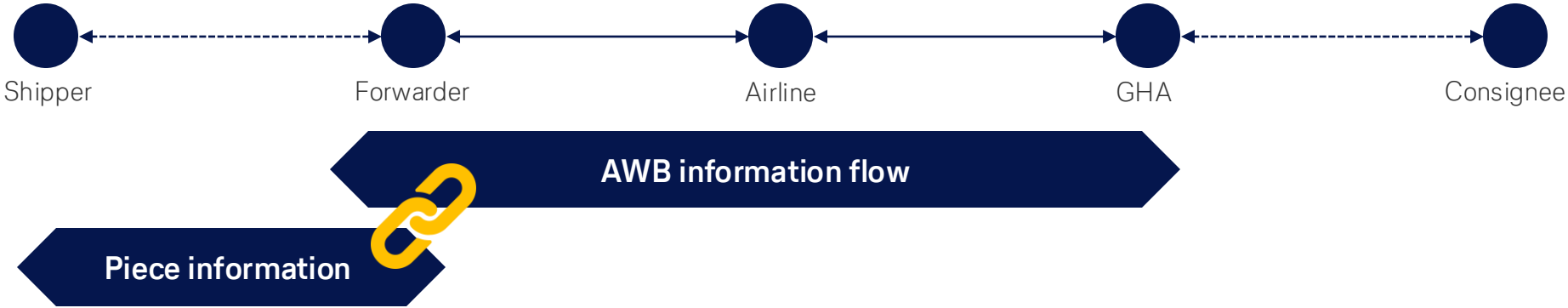

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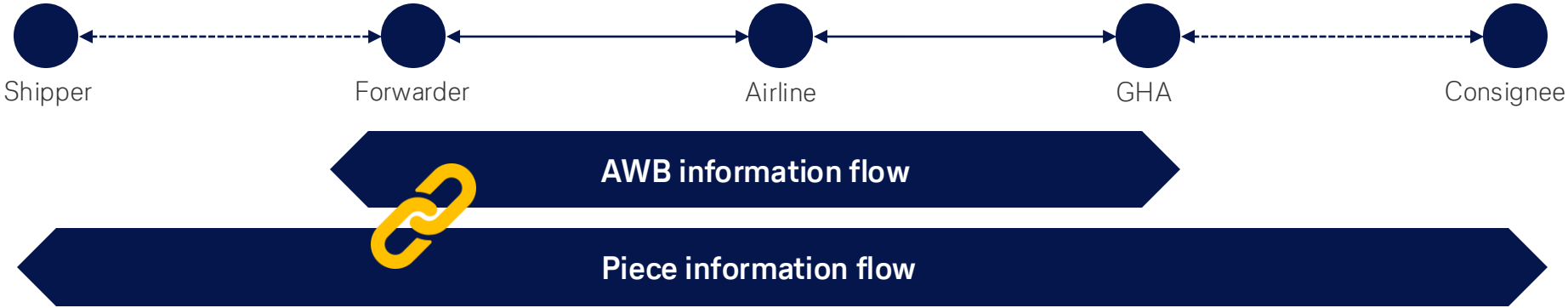

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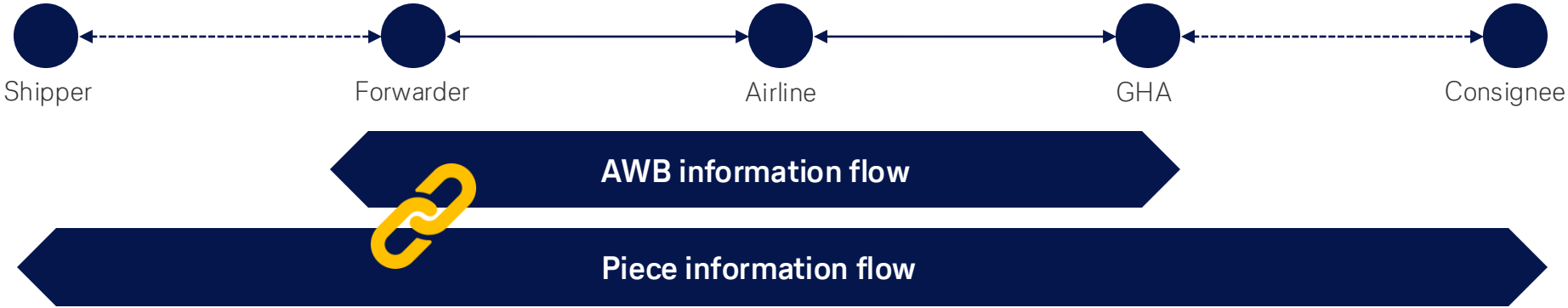


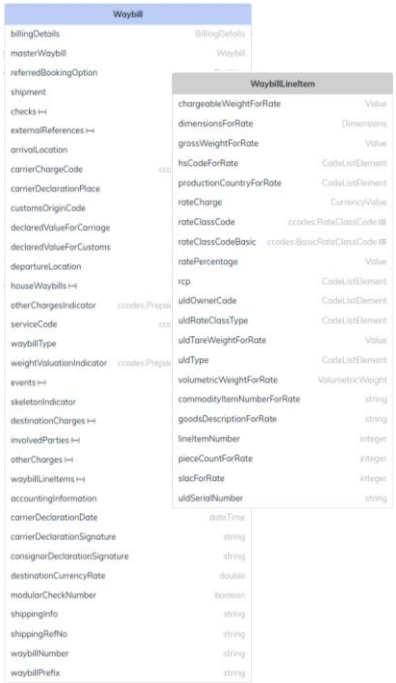
Easier AWB data handling **reduces operational resources**.

Seamless **sharing of piece-level information** (e.g. tracking, customs).

Implementation possible **without modifications to warehouse** processes.

Taking Shipment Record to Production: Early Data Model versions came with both pros and cons

Data Model 3.0 (Jan 2024 release)



- ✓ Allowed most shipment data to be passed at waybill level
- Supported only single dimension group, ULD type shipments
- Piece centricity could be bypassed

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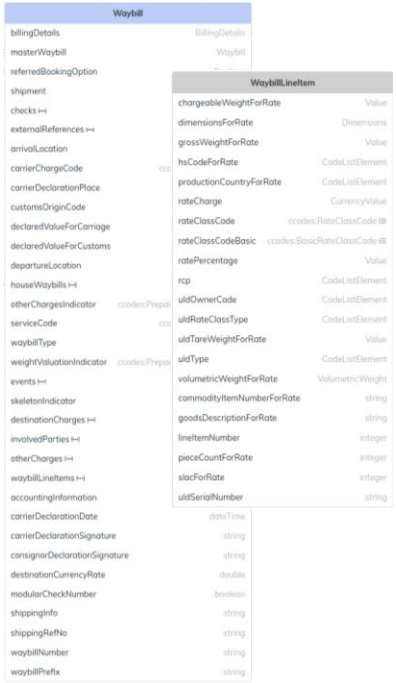

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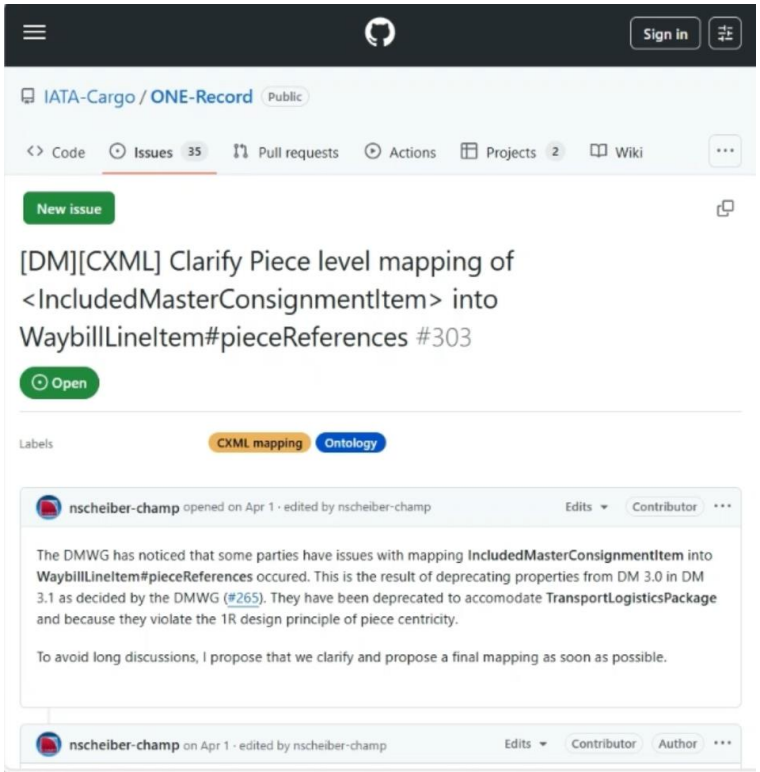
Data Model 3.1 (Jan 2025 release)

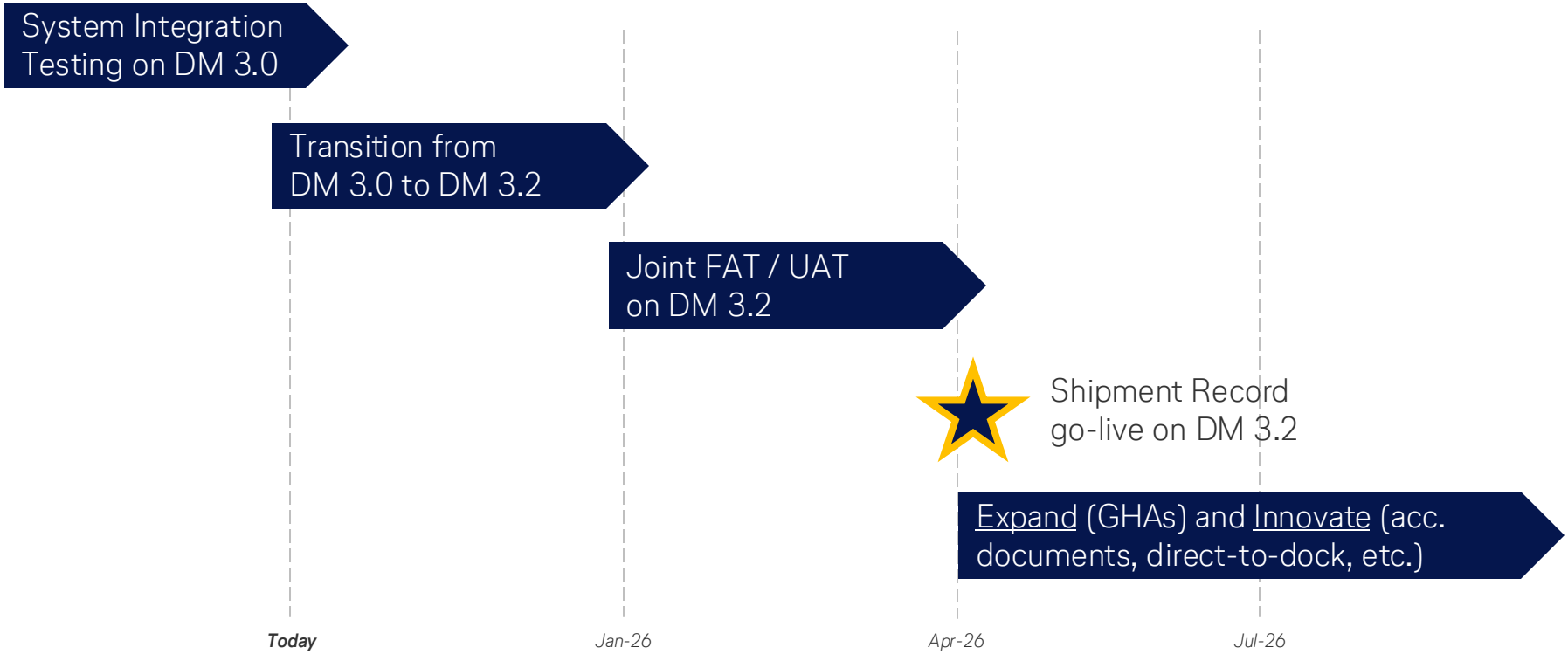
- ✓ Piece-centric; critical shipment data moved to piece LO
- ✓ Supported multi-dimension group, ULD type shipments
- \- But bulk of air cargo business processes are still at shipment level globally today

The Breakthrough : Data Model 3.2 – Co-creation and collaboration between IATA, Lufthansa Cargo and IBS Software



- **80+** Days, **20+** GitHub interactions, **15+** participants, many more virtual & in-person + internal & external workshops…
- Key outcomes achieved in DM 3.2 (Aug 2025 release) -
    1. Piece-centricity retained – by having right balance of properties in waybill and piece LOs
    2. Existing shipment level business processes can be supported but with certain assumptions;
    3. Bi-directional, multi-party flow of data between forwarder, airline and GHA could be managed
    4. Most hybrid (legacy + ONE Record) scenarios handled

Implementation Roadmap: Use Shipment Record on DM 3.2 as foundation to bring innovations that were previously difficult to scale



Potential ONE Record Roadmap: Multi-party innovative use cases that leverage built on Shipment Record

E2E Visibility

Triggering tracking events from GHAs, airlines on shipment record objects

Accompanying Documents

Attaching rich cargo e-pouch documents to enable direct-to-dock

Upfront Billing Reconciliation

Conveying the applied cargo rates and freightage at “rate audit” stage

Special Cargo Handling

IOT data feeds to automate value added services in special cargo

Workflows / Tasks

Distributing handling tasks / SOPs for special product shipments

Digital Check Sheets

Capturing digital check sheets across station network

Outlook & Call to Action: To work towards building a self-sustaining ONE Record ecosystem for the air cargo industry

The Way Forward -

1. Achieve scalable shipment record exchange across three of the largest ecosystems in air cargo
2. Become reference implementation for shipment record + new use cases
3. Create momentum for best practice setting and standard evolution globally

Thank You!