Cargo Products Workshop
- Presentations -
Monday 11th March 2019
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 10:00</td>
<td>Future Air Postal Accounts Settlement System</td>
</tr>
<tr>
<td></td>
<td>How collaboration between airlines and postal operators ease financial challenges and generate new opportunities.</td>
</tr>
<tr>
<td>10:00 – 10:45</td>
<td>IATA Net Rates – simply integrated!</td>
</tr>
<tr>
<td></td>
<td>Ajay Manoharan, Cargo Projects Manager, Qatar Airways</td>
</tr>
<tr>
<td></td>
<td>Learn firsthand from an airline's perspective about the onboarding process, testing, integration and benefits of IATA Net Rates.</td>
</tr>
<tr>
<td>10:45 - 11:15</td>
<td>Networking break</td>
</tr>
<tr>
<td>11:15 - 12:30</td>
<td>Stay ahead of global trade trends and outperform the market with CargoIS Direct Data</td>
</tr>
<tr>
<td></td>
<td>Abilash Kurien, Vice President of Marketing, Revenue Management &amp; Network Planning, Polar Air Cargo Worldwide</td>
</tr>
<tr>
<td>12:30 - 13:30</td>
<td>Lunch</td>
</tr>
<tr>
<td>Time</td>
<td>Session</td>
</tr>
<tr>
<td>--------</td>
<td>--------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>13:30</td>
<td><strong>DG AutoCheck: Opening remarks and product update</strong>&lt;br&gt;Performing dangerous goods acceptance checks with confidence, reducing human errors and improving efficiency.</td>
</tr>
<tr>
<td>14:00</td>
<td><strong>DG AutoCheck: Demo and Q &amp; A</strong>&lt;br&gt;See how Dangerous Goods AutoCheck can significantly decrease DG checking process time, become paperless and reduce rejections from airlines.</td>
</tr>
<tr>
<td>15:00</td>
<td><strong>DG AutoCheck: PACTL operational experience with DG AutoCheck</strong>&lt;br&gt;Christian Haug, Vice President, PACTL</td>
</tr>
<tr>
<td>15:30</td>
<td>Networking break</td>
</tr>
<tr>
<td>16:00</td>
<td><strong>DG AutoCheck: OCR &amp; XML DGR</strong>&lt;br&gt;Dave Brennan, Assistant Director Cargo, Safety and Standards</td>
</tr>
<tr>
<td>16:45</td>
<td><strong>DG AutoCheck: KLM: Automated NOTOC use case</strong></td>
</tr>
<tr>
<td>17:15</td>
<td><strong>Closing Remarks</strong></td>
</tr>
</tbody>
</table>
What is PASS?

A global digital platform to simplify billing and settlement between airlines and postal operators.
Click **here** to find out More about PASS!
From manual one-to-one to a global common process and digital platform

Automatic creation of improved quality bills due to data and duplicated invoice verification

Airlines

Billing data

Service

Payment

Data validation

PASS

Account reconciliation Online disputes

Operational data

Invoice with supporting data

Postal operators

Standardized, structured invoices support streamlined data reconciliation resulting in minimal disputes

Accounting system

Payment validation and automation of settlements in preferred currency
PASS – Specification

- **Standardization** and use of unique identification to the transactions and participants.

- **Choice of data sources**: accept different data sources, especially for parties who have no data for invoicing (including airlines, postal operators or IPC).

- **Data quality validation** – at receptacle and dispatch/consignment level.

- Fixed timetable of reporting deadlines (x2 monthly) and **fixed schedule to generate regular invoices**.

- Provide **standard invoicing** and data format at CN51/66 layout, various formats.

- Optional **account reconciliation** for the postal operators.

- Tax compliance (if applicable).

- Choices of settlement: **Flexibility of payment terms and conditions**.

- **Online disputes process**.

- **Consolidated output/data format**.

- Archive period - 1 to 10 years.
Benefits

- **Single platform** to produce, distribute and receive data electronically
- **Automate and digitalize** air postal account billing and settlement process
- **Consolidated billings to simplify** air postal accounting process, **paperless**
- Standardization and automation = **save time in reconciliation**
- **Better reconciliation function** available to postal operators

- Improve quality of invoices and data (**reduced discrepancies and errors**)
- **Fewer disputes improve collection rates**
- Streamlined payment procedures = **more on-time settlements**
- Facilitate the management of disputes with an on-line collaboration platform
- **Stronger partnerships**, better business decision making with air postal industry statistics available
Achievements to Date

• Kicked off the project in January 2018.
• Set up an industry joint working group (composed currently of 18 key airlines, 10 important postal operators, UPU and IPC).
• Completed industry business requirement - signed off by the airlines and posts joint working group.
• Presented PASS demo to the joint working group.
• Obtained the support from the postal industry.
• Started PASS system development.
• Seven airlines and six postal operators committed to be in the pilot testing.
Pilot Testing Participants

La Poste France
China Post
AIR CHINA CARGO
SAS
QATAR AIRWAYS CARGO
ÖSTERREICHISCHE POST AG
AIR CANADA CARGO
POSTNORD
SWISS POST
Saudia CARGO
CROATIA AIRLINES
IATA
Project Plan and Next Steps

2017 Research
- Market research
- Concept validation
- Business case approved by the industry (Completed)

2018 Q1 – Q2 Setup Phase
- Industry engagement
- Developed industry business requirement
- Market analysis
- Signed off the industry business requirement (Completed)

From 2018 Q3 Execution Phase
- System Development
- Pilot Testing around 2019 Q2*
- Global engagement campaign

2019 Q4* Go live

*Subject to the readiness of PASS platform

Work in progress!
Highlight of PASS Platform
PASS Workflow Overview (1/2)

1. Data input services
2. Processing
3. Output services
4. Postal account reconciliation
5. Online disputes
6. Invoice approval by the posts
7. Settlement
8. Reports
PASS Workflow Overview (2/2)

1. Data Input Services
   Sales Reporting cut off date X

2. Processing 3. Output Services
   All the transactions plus resolved disputes from previous billing

Bilateral Payment Terms between the airlines and postal operators, due date should be indicated either in billing data or master file

4. Post upload the file to PASS for reconciliation or Posts download the file for its own reconciliation

5. Online Disputes (either data entry in PASS or upload the bulk adjustment to PASS)

6. Post approved the invoices. The approved invoice should be settled before/on the due date

Post-Settlement Online Disputes (resolved disputes will go to the next billing period)

Billing Date
PASS generates the billing (X + 1 Day = Y)

Transactions/Invoices Status in the system

Action by postal operators

Paid via IATA = Paid
Bilateral settlement = Bilateral
No payment on due date = Overdue

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Airlines
Log in
Postal Accounts Settlement System
Master File Setup - Airlines (1/4)
Master File Setup - Airlines (4/4)

Select Airline

Airline Specific settings
Input - Handling:
- Load only if no errors exist
- Load all valid records

Frequency of billing:
- Monthly
- Per period (14 days)

Show VAT on Invoice:
- No

Liable to VAT:
- No

VAT rate:
- No
Sales Reporting Cut-off Date

• Fixed 2 cycles per month:
  – Cycle 1: Sales Period: 1st to 15th, proposed sales reporting cut-off date: 25th of each month.
  – Cycle 2: Sales Period: 16th to 30th, proposed sales reporting cut-off date: 10th of next month.

• Invoice date is Sales Reporting Cutoff Date plus 1 or 2 days.
## Airlines Upload Billing File and History

### Input History

- **Airline numeric code:**
- **From:** 2018-01-01  
  **To:** 2018-12-31

**Found 0 matches.**

<table>
<thead>
<tr>
<th>Airline</th>
<th>EndDate</th>
<th>Rec</th>
<th>Err</th>
<th>Warn</th>
<th>Status</th>
<th>Load/Reject</th>
<th>More Info</th>
<th>View PDF</th>
<th>Input File</th>
</tr>
</thead>
<tbody>
<tr>
<td>111</td>
<td>2018-01-31</td>
<td>4</td>
<td>0</td>
<td>0</td>
<td>Loaded</td>
<td></td>
<td>More Info</td>
<td>View PDF</td>
<td>Download</td>
</tr>
<tr>
<td>111</td>
<td>2018-01-31</td>
<td>4</td>
<td>1</td>
<td>1</td>
<td>Loading</td>
<td></td>
<td>More Info</td>
<td></td>
<td>Download</td>
</tr>
<tr>
<td>111</td>
<td>2018-01-31</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>Loading</td>
<td></td>
<td>More Info</td>
<td></td>
<td>Download</td>
</tr>
<tr>
<td>111</td>
<td>2018-01-31</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>Loading</td>
<td></td>
<td>More Info</td>
<td></td>
<td>Download</td>
</tr>
<tr>
<td>111</td>
<td>2018-01-31</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>Loading</td>
<td></td>
<td>More Info</td>
<td></td>
<td>Download</td>
</tr>
</tbody>
</table>

**Actions:**
- Load
- Reject
- Select all
- Unselect all
Processing

- Preform the input file validation - 2 checks (see next slides)
- Total amount calculation
- VAT calculation (if applicable)
Input Billing File Validation (1/2)

Business Rule: It is flexible for the data uploader to indicate how the file error or warning should be treated.

Examples:
1. File header check
2. Billing file number is not duplicated.
3. Airline exists in Master Tables.
4. Trailer check

Business Rules:
1. If there is no error, PASS will load the billing file for further process.
2. Warning error – can be processed, however, it is subject from the data uploader.
3. Rejected error – cannot be processed, the data uploader need to reload the data.

1st Check (1st check ok)
2nd Check (2nd check ok)

See separate slide

Loading the billing file by the airlines

Validation Irregularity Report, available in document and electric form

*** Warning ***

*** Rejection ***

Take corrective action
Input Billing File Validation (2/2)

- Check duplicated Receptacle ID
- Syntax validation:
  - Invalid currency code
  - Invalid date
  - Inactive airline
  - Invalid origin/destination code
  - Invalid mail category
  - Invalid mail sub class
- If VAT applies, VAT code validation, VAT rules validation
- Mandatory fields missing
- Mandatory record type missing
- Invalid currency for the country
- Invalid record identifier
- Weight charge must be filled
## Output Airlines

Shows billing periods for chosen airline.

Choose Airline: 111 - Best Airlines

<table>
<thead>
<tr>
<th>BillingRemPeriod</th>
<th>Period Nr</th>
<th>Period Total - EUR</th>
<th>View Details</th>
<th>View PDF</th>
<th>View HOT</th>
<th>View XLS</th>
</tr>
</thead>
<tbody>
<tr>
<td>201803</td>
<td>1</td>
<td>246.50</td>
<td>View PDF</td>
<td>Save HOT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>201801</td>
<td>1</td>
<td>13968.45</td>
<td>View PDF</td>
<td>Save HOT</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Airlines Account Summary

**User:** Airline

### Airlines Account Summary

**Select Airline:** 111 - Best Airlines  
**Airline Name:** Best Airlines  
**Airline Code:** 111

**From:** 2017-11-01  
**To:** 2018-11-30  
**Search**

<table>
<thead>
<tr>
<th>Billing Period</th>
<th>Doc Date</th>
<th>Status</th>
<th>Currency</th>
<th>Original Amount Billed</th>
<th>Accepted Amount</th>
<th>Amount Paid</th>
<th>Balance Due</th>
<th>By Post</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018-04</td>
<td>2018-03-31</td>
<td>INITIATED</td>
<td>DKK</td>
<td>197.20</td>
<td>197.20</td>
<td>0.00</td>
<td>197.20</td>
<td>By Post</td>
</tr>
<tr>
<td>2018-03</td>
<td>2018-03-30</td>
<td>PAID</td>
<td>DKK</td>
<td>197.20</td>
<td>221.85</td>
<td>221.85</td>
<td>24.65</td>
<td>By Post</td>
</tr>
<tr>
<td>2018-02</td>
<td>2018-03-28</td>
<td>PAID</td>
<td>EUR</td>
<td>9312.30</td>
<td>9312.30</td>
<td>0.00</td>
<td>9312.30</td>
<td>By Post</td>
</tr>
<tr>
<td>2018-02</td>
<td>2018-03-31</td>
<td>PAID</td>
<td>EUR</td>
<td>10624.60</td>
<td>10624.60</td>
<td>0.00</td>
<td>10624.60</td>
<td>By Post</td>
</tr>
<tr>
<td>2018-01</td>
<td>2018-02-28</td>
<td>BILLED</td>
<td>EUR</td>
<td>12968.45</td>
<td>0.00</td>
<td>0.00</td>
<td>12968.45</td>
<td>By Post</td>
</tr>
</tbody>
</table>
**Standard Invoice & Consolidated Billing File**

- The PDF invoice is shown at the despatch level. The records at the receptacle level will be included in the HOT (consolidated billing file) provided that the data is available.

- Contain the billing data from multiple posts at the consignment, dispatch and/or receptacle level (if the data is available).
Postal Operator

Log in

Postal Accounts Settlement System
Master File Setup – Postal Operators

- Prepopulate the information which is provided via the on boarding process.
- Create your users group and access rights.
- Set up the “Options” for the file requirement and “Post Specific”.
- Once the data element file is confirmed, changing the mandatory fields to optional fields can be done in the master file.
- Account Reconciliation subscription.
Master File Setup – Postal Operators (1/3)
Master File Setup – Postal Operators (2/3)
Postal Operator Account Summary

Overview at the highest level

<table>
<thead>
<tr>
<th>Billing Period</th>
<th>Due Date</th>
<th>Status</th>
<th>Currency</th>
<th>Original Amount Dilled</th>
<th>Accepted Amount</th>
<th>Amount Paid</th>
<th>Balance Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019-05</td>
<td>2019-06-30</td>
<td>APPROVED</td>
<td>EUR</td>
<td>4656.15</td>
<td>4656.15</td>
<td>0.00</td>
<td>4656.15</td>
</tr>
<tr>
<td>2019-05</td>
<td>2019-06-30</td>
<td>INITIATED</td>
<td>EUR</td>
<td>4656.15</td>
<td>4656.15</td>
<td>0.00</td>
<td>4656.15</td>
</tr>
<tr>
<td>2019-04</td>
<td>2019-05-31</td>
<td>PAID</td>
<td>EUR</td>
<td>4656.15</td>
<td>4656.15</td>
<td>4656.15</td>
<td>0.00</td>
</tr>
<tr>
<td>2019-03</td>
<td>2019-04-30</td>
<td>PAID</td>
<td>EUR</td>
<td>13968.45</td>
<td>13968.45</td>
<td>13968.45</td>
<td>0.00</td>
</tr>
<tr>
<td>2019-02</td>
<td>2019-03-31</td>
<td>PAID</td>
<td>EUR</td>
<td>18624.60</td>
<td>18624.60</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>2019-01</td>
<td>2019-02-28</td>
<td>BILLED</td>
<td>EUR</td>
<td>18624.60</td>
<td>0.00</td>
<td>0.00</td>
<td>18624.60</td>
</tr>
</tbody>
</table>
Account Reconciliation Function

During the Correction Period, the postal operator can upload its data to PASS to perform the transactions reconciliation automatically by applying the following rules:

• Map “Consignment ID”, “Weight”, “Billing Currency”, “Billing Value”. (weight can be slightly different, we may want to provide a threshold for this check)

• If there is any discrepancy, map the “Receptacle ID”, “Mail From”, “Mail To”, “Rate per Receptacle”, “Weight”, “Billing Value”, “VAT”, “Billing Currency”.

• By default, PASS will automatically make the match record as “APPROVED” and will automatically make the unmatched record as “UNAPPROVED” unless the post set it up in the master file and require to have the notification and approve manually.

• For the “UNAPPROVED” records, those transactions can be viewed/disputed under the online dispute function. The postal operator then will trigger the disputes process.

• PASS will generate the reconciliation report for the Postal Operators.
Postal Operator Account Reconciliation

Reconciliation history

Post numeric code: 

From: 2018-01-01  To: 2018-12-31  Search

Found 0 matches.

<table>
<thead>
<tr>
<th>Post</th>
<th>EndDate</th>
<th>Recs</th>
<th>Err</th>
<th>Warnings</th>
<th>Status</th>
<th>Load/Reject</th>
<th>More Info</th>
<th>View PDF</th>
<th>Input File</th>
</tr>
</thead>
<tbody>
<tr>
<td>2222222-2222</td>
<td>2018-01-15</td>
<td>4</td>
<td>0</td>
<td>0</td>
<td>Loaded</td>
<td></td>
<td>More Info</td>
<td>View PDF</td>
<td>Download</td>
</tr>
</tbody>
</table>

Load  Reject  Select all  Unselect all
Postal Operator Account Summary 2 (1/2)

User: **Postal Operator**

**Post Sales Statements By Airline**

Post Name: Leisure Post

Billing Period: 2018-01

Post Code: 2222222


Due Date: 2018-02-20

### Overview at the airlines level

<table>
<thead>
<tr>
<th>Airline Prefix</th>
<th>Airline Name</th>
<th>Status</th>
<th>Currency</th>
<th>Original Amount Billed</th>
<th>Accepted Amount</th>
<th>Amount Paid</th>
<th>Balance Due</th>
<th>Matched</th>
<th>Approve</th>
</tr>
</thead>
<tbody>
<tr>
<td>111</td>
<td>Best Airlines</td>
<td>BILLED</td>
<td>EUR</td>
<td>9312.30</td>
<td>0.00</td>
<td>0.00</td>
<td>9312.30</td>
<td></td>
<td></td>
</tr>
<tr>
<td>222</td>
<td>Second Best Airlines</td>
<td>BILLED</td>
<td>EUR</td>
<td>9312.30</td>
<td>0.00</td>
<td>0.00</td>
<td>9312.30</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>
**Postal Operator Account Summary 2 (2/2)**

**User:** Postal Operator

### Post Sales Statements By Airline

**Post Name:** Leisure Post  
**Billing Period:** 2018-01  
**Airline Name:** Best Airlines  
**Post Code:** 222222 - 2222 BR Leisure Post  
**Billing Dates:** 2018-01-01 / 2018-01-31  
**Airline Code:** 111-Best Airlines  
**Due Date:** 2018-02-28

---

<table>
<thead>
<tr>
<th>ID</th>
<th>Category</th>
<th>Sub Class</th>
<th>From/To</th>
<th>Total Weight (kg)</th>
<th>Currency</th>
<th>VAT</th>
<th>Rate</th>
<th>Amount</th>
<th>Status</th>
<th>Matched</th>
<th>Approve</th>
</tr>
</thead>
<tbody>
<tr>
<td>301</td>
<td>A</td>
<td>CN</td>
<td>CPH - AKL</td>
<td>246.8</td>
<td>EUR</td>
<td>N</td>
<td>4</td>
<td>1119.60</td>
<td>BILLED</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>302</td>
<td>A</td>
<td>EC</td>
<td>CPH - AKL</td>
<td>297.6</td>
<td>EUR</td>
<td>N</td>
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<tr>
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<td>□</td>
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<tr>
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<td>EN</td>
<td>CPH - AKL</td>
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<td>4</td>
<td>2450.80</td>
<td>BILLED</td>
<td>□</td>
<td>□</td>
</tr>
</tbody>
</table>

---

**Overview at the transaction level**

---

IATA
## Postal Operator Disputes (1/2)

**Postal Operator**

### Post Sales Statements By Airline

**Post Name**: Leisure Post  
**Billing Period**: 2018-01  
**Airline Name**: Best Airlines  
**Post Code**: 2222222 - 2222 BR Leisure Post  
**Billing Dates**: 2018-01-01 / 2018-01-31  
**Airline Code**: 111-Best Airlines  
**Due Date**: 2018-02-28

<table>
<thead>
<tr>
<th>Despatch Number</th>
<th>Billing Route</th>
<th>Category</th>
<th>Sub Class</th>
<th>Flight</th>
<th>Flight Date</th>
<th>Weight</th>
<th>Rate</th>
<th>Amount</th>
<th>Currency</th>
<th>Matched</th>
<th>Approve</th>
<th>Disputes</th>
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</thead>
<tbody>
<tr>
<td>0121</td>
<td>CPH - AKL</td>
<td>A</td>
<td>CN</td>
<td>A0123</td>
<td>2018-01-01</td>
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<td>309.60</td>
<td>EUR</td>
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<td></td>
</tr>
<tr>
<td>0132</td>
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<td>CN</td>
<td>A0123</td>
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<td>CN</td>
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<td></td>
</tr>
</tbody>
</table>

**IATA**

39
Postal Operator Disputes (2/2)

User: **Postal Operator**

---

**Despatch Dispute**

<table>
<thead>
<tr>
<th>Post Name</th>
<th>Leisure Post</th>
<th>Billing Period</th>
<th>2018-01</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airline Number</td>
<td>111</td>
<td>Due Date</td>
<td>2018-02-28</td>
</tr>
<tr>
<td>Airline Name</td>
<td>Best Airlines</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CN66 Status</td>
<td>Label</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Process Date</td>
<td>2018-10-09</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Origin / Destination</td>
<td>CPH - AKL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Reason Code**: Select a reason

**CN66 Information & Charges**

<table>
<thead>
<tr>
<th>CN66 Information &amp; Charges</th>
<th>Original</th>
<th>Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight (kg)</td>
<td>68.0</td>
<td>68.8</td>
</tr>
<tr>
<td>Rate</td>
<td>4.5</td>
<td>4.50</td>
</tr>
<tr>
<td>Amount</td>
<td>309.6</td>
<td>309.60</td>
</tr>
</tbody>
</table>

**Comment**
Airlines Disputes (1/2)

User: Airline

Post disputes for Airline

111-Best Airlines

<table>
<thead>
<tr>
<th>CN 51 Number</th>
<th>CN66 number</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>301</td>
<td>944</td>
<td>Opened</td>
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</table>
### Airlines Disputes (2/2)

#### User: Airline

- **Input Services**
- **Output Services**
- **Account Summary**
- **Dispute**
- **Master Files**

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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<td>Origin / Destination</td>
<td>CPH - AKL</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Reason Code: 1 - Duplicated invoice

<table>
<thead>
<tr>
<th>CN66 Information &amp; Charges</th>
<th>Original</th>
<th>Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
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<td>4.50</td>
</tr>
<tr>
<td>Amount</td>
<td>309.6</td>
<td>309.60</td>
</tr>
</tbody>
</table>

**Comment:** Already billed as invoice #154871.
Thank you

For further information, visit www.iata.org/pass

and contact us for the demo: Camille Chan
Chanc@iata.org
IATA Net Rates

Simply integrated!

World Cargo Symposium 2019 – Singapore -
Agenda

• Introduction
• TACT, where we are headed?
• IATA Net Rates: Simply integrated
• Airline Perspective – Qatar Airways –
• IATA Net Rates: platform overview
• Q&A
Competition Law Guidelines

Follow the prepared agenda and the guidelines distributed to you. Do not discuss:

- Pricing, including rates, service charges, commissions, etc.
- Costs
- Bids on contracts or allocation of customers
- Geographic/Product market allocations and marketing plans, including
  - Expanding or withdrawing from markets
  - Your commercial relations with freight forwarders, airlines or other third parties
- Any discussion aimed at influencing the independent business decisions of your competitors

Remember: All discussions count, even informal ones outside the meeting room!
TACT
Where we are headed
"Modernizing air cargo and making digital the new business as usual is an imperative. Digitalization is a key enabler for the development of new innovative services and solutions, thus increasing the value of the air freight to shippers."
– IATA Cargo Strategy 2018

TACT is well underway in its digital transformation with current digital product offerings and planned product pipeline to support the IATA Cargo Strategy.
Our Mission

Working towards operational integration in the industry
Our statements of strategic intent

The following factors have been identified as critical to the future success of TACT’s mission via further digital transformation over the next 5 years...

- Increase TACT Relevance
- Increase industry participation
- New & Clearer role for TACT
- Robust, Automated & Scalable operations
IATA Net Rates
Simply integrated
The rates distribution challenge

- Net rates are confidential and require bilateral distribution
- Rates are market driven and mostly negotiated locally
- Rate sheets are the basis of distribution
- Inefficient processes evolved from paper based times

Air Cargo market development requires fast rates-to-market processes
The Airline versus Forwarder view

- Rates are locally negotiated with forwarders
- Central systems need to be updated with the negotiated rates
- Often rates need to be entered in multiple systems
- Limited visibility of central revenue management functions on local pricing
- Limited effectiveness reaching the market with new pricing

Airlines need to generate full visibility via a less time consuming, automated approach

- Forwarders receive rate sheets from many airlines in many sales areas in many formats
- Local offices often work with hard copies of rate sheets
- Central pricing functions have limited visibility over locally procured rates
- Central systems must be manually updated with the airline “buying” rates
- Business opportunities are lost due to a lack of visibility

Forwarders need a full overview over their buying rates via a less cumbersome and error-prone approach
IATA Net Rates solution

Effortless and secure air cargo rates distribution

- Airlines can submit their rates to the system together with distribution instructions.
- The system will process the rates and package them for the designated forwarders.
- Forwarders can query and consolidate rates by market, airline, rate type, zone, product, etc.
- Forwarders can automatically distribute rates internally.
IATA Net Rates solution

Product features

With Net Rates forwarders and airlines facilitate their contract rate management through one interface and format, benefiting equally from efficiency gains and secure file transfers

- Airlines are provided with a web interface that allows them to upload all rates for their customers in one format
- Forwarders receive only their respective rates through the web interface or by scheduled distribution jobs

Customer benefits

- Accelerate the distribution of rates to market
- Improve your efficiency and cut costs
- Reduce processing errors and rate disputes
- Secure, electronic rates transfer
- One-stop-shop for both parties
IATA Net Rates
The Airline Perspective
IATA Net Rates – Qatar Airways Implementation

Mr. Ajay Manoharan
Manager e-AWB and e-freight implementation
11th March 2019
Journey from WCS 2017 to now

QR piloted the tool with 3 customers

Top 5 Highlights:
- One time data mapping effort
- Accommodates variants of pricing – products, contracts, promo, surcharges etc.
- Interface possibility to populate real time pricing data
- Flexible on centralised and decentralised pricing approach
- Strong technical and functional support

Few Learnings:
- Standardize pricing remarks for customer understanding
- Data Quality discipline within network

Challenges:
- Standardize airline special handling codes (SHC)
- Data element alignment
- System enhancement challenges
IATA Net Rates – The Rate Distribution Journey

- Initiation
- Testing
- Resolution
- Integration
Initiation & Testing
Initiation & Testing

Initiation
- Review of Process
- Internal stake holder identification
- Timelines and commitments
- Agreements

Testing
- Sharing formats / templates
- Establish connectivity
- Data Extraction
- Preliminary Uploads
- Customer feedback
Resolution & Integration
Resolution & Integration

Resolution

- Data Validation, Correction and Cleansing
- Gap and change request analysis
- Rate Uploads

Integration

- Production data upload
- Go live
Top Benefits – QR experience

- Accelerated rate distribution to market
- Improved efficiency and manpower utilisation
- Reduced processing errors and rate disputes
- One-stop access for rate queries
- Convenience to QR and its customers
- Enhanced e-engagement with QR Cargo customers
THANK YOU
IATA Net Rates

IATA Net Rates: platform overview
## Search Rates

### General

- Dangerous Goods

### Application

- SPH Codes
  - PEF
  - Flowers

### Restrictions

- View Commodity Rates
  - SPH Codes Excluded
  - Deck Type
  - Temperature Control

### Routing

- Days of Week: Mo, Tu, We, Th, Fr, Sa, Su,
- General Cargo Rates, ULD Rates,
- Include Addons, Include Surcharges
### General Rates (11) - ULD Rates (1) - Add-ons (0) - Surcharges (168)

11 routes

**Origin:** Singapore (SIN), Singapore (City)  
**Days of Week:** Mo, Tu, We, Th, Fr, Sa, Su  
**General Cargo Rates, ULD Rates, Include Addons, Include Surcharges**

<table>
<thead>
<tr>
<th>ROUTE</th>
<th>HEADER</th>
<th>RATE (Kgs)</th>
<th>FUEL SURCHARGE</th>
<th>SECURITY SURCHARGE</th>
<th>APPLICATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>From</td>
<td>To</td>
<td>Agent Group</td>
<td>Cur</td>
<td>M</td>
<td>N</td>
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<tr>
<td>SIN</td>
<td>SG</td>
<td>AMS NL</td>
<td>USD</td>
<td>500.00</td>
<td>22.00</td>
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<tr>
<td>SIN</td>
<td>SG</td>
<td>BGY IT</td>
<td>GEN</td>
<td>SGD</td>
<td>76.00</td>
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</tbody>
</table>

**Filing**

- **Name:** Test 1055
- **Origin(s):** SIN
- **Destination(s):** BGY
- **Agent Details:** nrt@nrt.com
- **Product:** General (GEN)

**Weights**

- **Weight Units:** Kgs
- **Weight Indicator Type:** Chargeable

**General**

- **Currency:** SGD
- **Expiry Date:** 31 Jan 19
- **Active Date:** 01 Jan 19

**Surcharges**

- **Type:** MY
- **Price Type:** CWT
- **Min:** 0.00
- **Max:** 0.00
- **Currency:** USD
- **Local Charge:** Carrier

**Specific Restrictions**

- SPH Code Exclude: Flowers (PEF)
- Infectious Substance (RIS)
- Fully Regulated Lithium Ion Batteries (Class 9) (RLI)
- Pharmaceuticals (PIL)
- Explosives 1.4S (RXS) Meat (PEM)
- Miscellaneous Dangerous Goods (RDM)
- Toxic Substance (RPB) Corrosive (RCM)
- Flammable Solid (RFS)
- Explosives 1.4C (RXC)
- Diplomatic Mail (DFP) Dry Ice (ICE)
- Munitions of War (MWU)
- Nuclear & Radioactive Materials (NRW)

**Days Of The Week**

- Mon, Tues, Wed, Thurs, Fri, Sat, Sun

---

**IATA**

[Logo]
Sign up for a demo during the WCS!
Questions and Answers
Thank you

IATA TACT Team

netrates@iata.org

www.iata.org/netrates
Stay ahead of global trade trends and outperform the market with CargoIS Direct Data

11th March 2019
Speakers:

Abilash Kurien - Vice President of Marketing, Revenue Management & Network Planning, Polar Air Cargo World Wide

JC Rossand - Product Manager, CargoIS

Shi Da – Product development manager, CargoIS
Agenda

• The experience of Polar Air Cargo
  – Turning a leaf by using market data to drive our decision making process

• Outperform the market with CargoIS Market Intelligence

• CargoIS Direct Data (CDD) for even better market insights
Before we start…
Follow the prepared agenda and the guidelines distributed to you.
Do not discuss:
  • Pricing, including rates, service charges, commissions, etc.
  • Costs
  • Bids on contracts or allocation of customers
  • Geographic/Product market allocations and marketing plans, including
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Any discussion aimed at influencing the independent business decisions of your competitors

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  – Turning a leaf by using market data to drive our decision making process

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Polar Air Cargo
Leveraging World Market Data

Abilash Kurien
A Subsidiary of Atlas Air Worldwide

- We manage diverse, complex and time-definite global networks
- We deliver superior performance and value-added solutions across our business segments
- We manage a world-class fleet to service multiple market segments
- We are strategically positioned in a strengthening market and focused on new opportunities to continue to deliver future growth
Fleet

- US $1.2 billion invested
- Modern, fuel-efficient fleet
- Average age of 7.7 years
Our Global Sales Network

Interline: C & S America
MIA – EZE – SCL – MIA
MIA – VCP – SCL – MIA
MIA – MAO – UIO – MIA
MIA – VCP – UIO – MIA
MIA – SCL – MIA
MIA – BOG – MIA

Interline-IA
Asia-US
Intra-Asia
Australia
Asia Middle East Europe (OAL)
Interline-C & S America

Proprietary and Confidential
Serving the Growing Global Markets

Air cargo competitive advantages: speed, reliability, and security

- 1% of reported world trade tonnage is carried by air cargo

- 35% of reported world trade value is carried by air cargo

<table>
<thead>
<tr>
<th>Machinery</th>
<th>Pharmaceuticals</th>
<th>Express</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronics</td>
<td>Livestock</td>
<td>Capital Equipment</td>
</tr>
<tr>
<td>Automotive</td>
<td>Fashion</td>
<td>Perishables</td>
</tr>
</tbody>
</table>

Our Strengths

- Worldwide network connections, created and supported by 5th freedom traffic rights
- Exceptional On Time Performance and network reliability, a distinct competitive advantage
- Worldwide sales coverage; direct and via General Sales Agents
- Flexible and timely capacity deployment that meets the changing needs of forwarders and trade flows
- Modern Boeing aircraft and fuel efficient GE engines
With extensive growth Polar as an organization is relying increasingly on market data as opposed to industry knowledge and experience.
How Does Market Data Help Us?

“Greater efficiency benefits everyone”

–IATA

Market data sheds crucial light upon untapped markets which may seamlessly integrate into our network, broaden our catchment area, and improve our service value to the customer.

**Benchmarking is Key**

The ability to keep a finger on the pulse of our global trade lanes is paramount.

- Data on all levels allows us to review our sales strategy
- Leverage share-of-market data for better support & Load factor
- Analyze market opportunities and growth trends towards network expansion

Commodity level data is required.
Implementation Outlook

Data Source varies by provider (Transactional, Projections & Carrier Reported)

- We aim to explore & leverage multiple formats in order to create the clearest insight to our network

- Over 25,000 Freight Forwarders, 100,000+ Trade lanes in CargoIS alone

Align the granularity that is made available across different Data sets

Free-format data files provide us with ultimate flexibility

- We operate on a live data, dynamic reporting structure
- In-meeting, ad hoc analysis with forwarders on the spot
How Does Market Data Help Us?

Polar is a Carrier relatively new to using Market data insights. **Our goal is to weave market data into our existing reporting structure through interactive dashboarding.**

Air Cargo as an industry is inherently time-sensitive with a high level of seasonality. **The ability to analyze virtually any market KPI on the fly via report dashboards increases the effectiveness** in which we can make informed decisions and harness dynamic opportunities.
Year-over-Year Performance is achieved through service excellence.

Year-over-Year Growth is achieved through innovation.
Agenda

• The experience of Polar Air Cargo
  – Turning a leaf by using the market data to drive our decision making process

• Outperform the market with CargoIS Market Intelligence

• CargoIS Direct Data (CDD) for even better market insights
Air cargo outperformed 2018 sluggish world trade

Indices (SA, 3m ended Jan 2012 =100)

- Global FTKs
- World trade volumes
- Ratio of FTKs to world trade volumes
- Increasing FTK share

Source: IATA statistics

©2019 International Air Transport Association
2018 continued the 2017 trends but softer

Source: IATA statistics, IATA CargoIS
2018 Air Freight Performance – growth despite challenging trade conditions

- Air freight demand 2018 up 3.5%, despite softening late 2018.
- Freight capacity up 5.4%, outpacing annual demand growth
- Rates were robust (up 9.2%)
- Strong disparities across regions

Source: IATA statistics
FTKs growth has been declining throughout 2018 and now negative

IATA Economics FTK
growth forecast for 2019:
As of Jan 2019: 3.7%
Will be revised at WCS plenary session!

Source: IATA statistics
2018 Air Freight Performance – Drivers

Source: IATA, Markit, Thomson Reuters Datastream
North American carriers are gaining market share

Asia Pacific Airlines flew the largest share of total FTK at 35% - 2018

North American airlines registered the fastest growth at 6.8% - 2018

Source: IATA Monthly Statistics

©2019 International Air Transport Association
Different country pairs show different dynamics for large tradelanes
Digging into Japan exports

Japan to w/w % growth YoY 2018 vs. 2017

Source: IATA CargoIS
What is the dynamic of the most important airport pairs JP to US?
Can you rely only on experience with such market dynamics?
Having data is only part of the equation
Air Cargo processes at the core of CargoIS

Market strategy

Account Management

Sales and Procurement Strategy

Operations Optimization

Performance Management
The complete air cargo chain uses CargoIS

Airlines
GSA
GSSA

Shippers

Aircraft manufacturers

Freight forwarders

GHA, Airports

Statistics offices
How do we work with the industry?

CargoIS Airline User Group

CargoIS Freight Forwarder subscribers

CargoIS User Forum
CDD is designed with the industry:
CargoIS Airline User Group membership

Europe: 10 airlines
North Asia: 6 airlines
ASPAC: 4 airlines
MENA: 5 airlines
Americas: 5 airlines
Agenda

• The experience of Polar Air Cargo
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• Outperform the market with CargoIS Market Intelligence

  • CargoIS Direct Data (CDD) for even better market insights
What is CDD?

CDD is the additional source for CargoIS based on airlines’ voluntary data submission.

CDD is live since 2018.
There are 3 levels of commodity breakdown:

**High-level breakdown**
- General vs. special cargo

**Mid-level breakdown**
- 11 commodity categories.
  - Example: Perishable, pharma, etc.

**Commodity item breakdown**
- 30+ specific commodity or service items.
  - Example: Fish, fruit and vegetable, Pharma temp-control etc.
Key findings from CDD contributions

Analysis of CDD Data – 2018 full year data

Sample Profile:
network data from various carriers involved, 3 IATA regions, 2 with high CASS penetration, 1 lower CASS penetration

The 3 x 20%*! CDD enriches CargoIS with:

• >20% shipments (non-CASS)
• >20% business partners (non-CASS forwarders)
• >20% market revenue

More business opportunities for CDD subscribers!

*Based on approximate reconciliation of Non-CASS Freight Forwarders (Non-CASS freight forwarders with matching origin country and name merged)

Request the full commodity and service market analysis by the IATA CargoIS team (shid@iata.org)
Join the new generation of air cargo market intelligence!

<table>
<thead>
<tr>
<th>Features</th>
<th>CASS based CargoIS</th>
<th>CDD-enhanced CargoIS</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASS data</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Direct data</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>No limitation to markets with CASS operation</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Access to non CASS transactions (including greater Freight Forwarder coverage)</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Commodity information</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Other information for future releases (Routing, Density)</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
Thank you

cargo-is@iata.org
www.iata.org/cargois
Do not discuss:
1. Pricing, including fares, service charges, commissions, etc.
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3. Geographic/ Product market allocations
4. Marketing plans, including expanding or withdrawing from markets
5. Group boycotts
6. Your commercial relations with airlines, agents or other third parties
7. Any discussion aimed at influencing the independent business decision of your competitors
13:30 – 14:00  
DG AutoCheck opening remarks and product update

- **Frédéric Léger**: Director Airport, Passenger, Cargo & Security Products
- **Christophe Gevrey**: DG AutoCheck Product Manager
- **Nick Carlone**: Product Manager, Cargo publications
Transport of dangerous goods by air

How is it done today?

Due to the potential safety risks posed by dangerous goods (e.g. flammable liquid, biological substances, explosives...) their transport by air is subject to official international regulations.

To ship dangerous goods, shippers are required to prepare a form certifying that the cargo has been packed, labeled and declared according to the IATA Dangerous Goods Regulations (DGR).

Before accepting dangerous goods consignments, ground handlers and airlines must verify that all regulations have been complied with. (Forwarders often perform this verification too).

These checks are performed manually by certified Category 6 trained personnel to accept or reject consignments using IATA checklists.

DG AutoCheck is an IATA solution built to assist users during the acceptance process. It is designed to improve safety thanks to quality.
Today’s Checklist

Dangerous Goods Regulations

- Standardized Checklist as per IATA DGR for DG shipment, non-radioactive/radioactive
- Some stakeholders add questions, carrier specific
- Manual process where all questions must be answered
- Checklist archived as well as sent back to shippers when rejections occur
Benefits

- Acceptance Check **quality** is guaranteed and consistent with the DGR, safety is enhanced
- Improved regulatory **compliance** and automation will reduce airlines rejection and therefore reduce regulatory fines
- Personnel is directed to **focus** on exceptions rather than routine
- Addendums to the DGR are **immediately** applied to the checks
- DG Checking process **accelerated**; estimated: 50% less time
- Ability to send check results electronically to internal and external stakeholders such as message to the **NOTOC** or error reports to the shippers
- Ability to manage all check processes and reporting globally within the organization – less paper (all DGD are scanned)
- **Business Intelligence** to improve efficiency in managing DG shipments
Working Group members
Pilot participants
Product journey

From inception to launch

Preparation
- Project business case (May 2016)
- Industry requirements gathering (working group)
- Business requirements specification
- Vendor selection (RFP)

Implementation
- System development (Q3 2017)
- System testing (Q1 2018)
- Pilot launch (Q2 2018)
- Feedback Integration (Q3 2018)

Product Launch (Q4 2018)
- Commercial Development

Today
Change Management

DG AutoCheck centralizes the entire DG acceptance process and relies on accurate data.

1. **OCR of scanned Shipper’s Declaration must be verified**: centralized non-qualified back-office. **This is solved when adopting e-DGD format.**

2. **Documentation checks**: All stations documentation can, and should be, centralized. Category 6 users.

3. **Packaging checks**: Visual inspection is performed in the warehouse using the tablet app. Category 6 users.

Digitized information does not need to be re-keyed in: can be sent downstream (e.g. NOTOC) – acceptance issues are sent digitally to the shipper/forwarder.

All the data collected gives visibility on DG shipment handling to the customer.

User management (certifications) is centralized and monitored.
Customers testimonials

PACTL
“I am glad to tell you we did very good tests last weekend. My colleagues are confident that they can run the system by themselves as of 17th Dec. During the tests, they find DG Auto Check has improved a lot, they feel the system is more comfortable than before.”

DHL Global Forwarding
“Since we use DG AutoCheck we have much less rejections by the airlines.”

EgyptAir Cargo
“DG AutoCheck maintains safety, efficiency and absolute accuracy, which will generate an economic return for Egypt.”

Expeditors
“I think the functionality is spot on - completely hit the mark. The UI looks even better than I imagined. Being able to look at the DGD throughout the whole process, having the pertinent DGR reference material assessable while checking, etc. are things that really simplifies the flow of the DG check process.

The tool itself is also fairly intuitive and seems to require little in-depth training.

On average they are reporting that DG checks that were taking them about 10-15 minutes is now taking them 3-5 minutes with high confidence on the correctness of the check.”
Pricing Model

- An agreement has to be signed
- Customers are charged based on number of checks
- Range of Check Packages offered (prices based on volume, and 3 years commitment)
- Customer must decide which Check Package they wish to procure at the beginning of the agreement
- Customer pays annual fee corresponding with their Check Package
- Price/check can range from USD $4.00 to USD $0.87 per check
- Plan to offer a platform for players with reduced checks quantities via eCommerce soon
Customers and Prospects - Status

Customers
- PACTL
- DHL Global Forwarding
- EgyptAir Cargo
- WFS
- KLM

Prospects
- LOT
- Cargogate
- Cargolux
- Swissport
- Lufthansa
- Air Service Cargo
- Turkish Cargo
- Expeditors
- United Airlines
- Air Canada
- Emirates
- Qatar
- Air China Cargo
- Cathay Pacific
- Korean Air
Demo and Q&A

14:00 – 15:00
FAQ

Q: What options are available to familiarize myself with DG AutoCheck before I commit to subscribing?

Q: Can we extend access to our DG AutoCheck subscription to our ground handlers? (Then, who pays?)

Q: As a GHA can I use my DG AutoCheck subscription to perform checks for multiple airlines? (Then who pays?)

Q: I have 50 checks per month, can I subscribe on a pay-as-you-go model rather than purchasing a check package?

Q: How do I cancel my subscription? What happens if I exceed my check package?

Q: What kind of implementation support does IATA offer?
15:00 – 15:30    DG AutoCheck speaker

• Christian Haug: Vice President, PACTL
13th IATA World Cargo Symposium
Singapore

Track: Cargo Products Workshop
Session: DG AutoCheck
Date: Monday, March 11, 2019

Christian Haug, Lu Min
PACTL
Shanghai Pudong International Airport Cargo Terminal
christian.haug@pactl.com
Introduction

PACTL founded in 1999:

- Shanghai Airport Group Co. Ltd. (51%)
- Lufthansa Cargo AG (29%)
- JHJ Logistic Management (20%)

PACTL West founded in 2008:

- PACTL (56%)
- Air China (39%)
- SHK Logistic (5%)

PACTL Nantong founded in 2016:

- PACTL (49%)
- Nantong Xingdong Airport Co. Ltd. (51%)

*managed by PACTL
Introduction
Introduction

PACTL Terminal 1
- 750,000 tons Capacity/a
- 50,000 m² warehouse
- 8 A/C positions
- Volume 2018: 660,000 tons
- Cool Center 3500 m² (CEIV !)

PACTL Terminal 2
- 250,000 tons Capacity/a
- 26,000 m² warehouse
- 12 A/C positions
- Volume 2018: 238,000 tons

PACTL (W) Terminal 3
- 1,000,000 tons Capacity/a
- 121,000 m² warehouse
- 38 A/C positions
- Volume 2018: 1,014,000 tons

What you need to know about us..
- PVG TOP 3 airfreight airport of the world
- 52 % Market Share
- 61 Airline customers
- BUP Forwarder Warehouse
- 1º (Asia) and only (China) CEIV certified GHA
- Provider of an ePlatform for the PVG airfreight community
- 20 years of experience
- Launching User of IATA Auto DG check software
Outbound DG Handling at PACTL

• Total outbound volume of PACTL in 2018: 1.052.000 tons / 17.300 tons DGR

• Total outbound AWBs of PACTL in 2018: 1.036.977 shpts / 22.874 DGR shpts

• Total outbound volume of PACTL Jan 2019: 82.900 tons / 2.032 tons DGR

• Total outbound AWBs of PACTL Jan 2019: 86.255 shpts / 2.584 DGR shpts 3%

• 397 PACTL staff hold valid DG CAT 6 certificate
• 1322 PACTL staff hold valid DG CAT 7&8 certificate (no overlap with the a.m. 397)
• PACTL has a DG double-check policy (independent)

➢ 2018 starts project to invest in a tool that supports DGR Handling
Trial period to test and compare 2 different tools

<table>
<thead>
<tr>
<th>Criteria</th>
<th>IATA DG Autocheck</th>
<th>Alternative</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. DGD data import method</td>
<td>automatic</td>
<td>manual</td>
</tr>
<tr>
<td>2. Automatic error correction</td>
<td>system supports</td>
<td>system supports</td>
</tr>
<tr>
<td>3. Difference clause judgement</td>
<td>Automatic screening, automatic judgement</td>
<td>Automatic screening, human judgement</td>
</tr>
<tr>
<td>4. DGR updates</td>
<td>self-updating and authoritative</td>
<td>updated but no guarantee</td>
</tr>
<tr>
<td>5. Fits current operational process</td>
<td>Yes</td>
<td>changes necessary</td>
</tr>
<tr>
<td>6. Operation time</td>
<td>approx. 30 minutes / ticket improvements possible</td>
<td>approx. 30 minutes, but data input manual</td>
</tr>
<tr>
<td>7. Operation coverage</td>
<td>Supports outbound DGR acceptance and transportation</td>
<td>Supports outbound DGR acceptance and transportation</td>
</tr>
<tr>
<td>8. System bug fixing</td>
<td>less bugs, timely feedback and fix</td>
<td>more bugs, harder to fix</td>
</tr>
<tr>
<td>9. Pricing</td>
<td>don’t tell you</td>
<td>don’t tell you</td>
</tr>
</tbody>
</table>

➢ Based on the trial result and the feedback of our staff we decided to go for the IATA DG AutoCheck software!
IATA DG AutoCheck in PACTL – first summary

• 1.762 DGR shipments have been checked (ytd Feb 17, 2019)

• 140 users (DGR CAT 6)

➢ The IATA DG AUTOCHECK software covers all contents of the DGR books, employees do not need to carry heavy paper DGR books with them for on-site check

➢ After uploading DGD data, the software can immediately provide the results, applicable terms, and the corresponding transport requirements

➢ IATA DG AUTOCHECK software can automatically generate graphical package, shipping mark and label tips, which is very helpful to conduct the physical check

➢ Both desktop computer and mobile device can be used to run IATA DG AUTOCHECK software

➢ IATA authorized and timely updates guaranteed
Thank you
15:30 – 16:00 - Networking Break
16:00 – 16:45  DG AutoCheck: OCR, e-DGD and XML DGR

• Dave Brennan: Assistant Director, Cargo Safety and Standards
16:45 – 17:15  DG AutoCheck speaker

- **Arnoud Wink**: Manager Compliance & Safety Execution, KLM Cargo
DG AutoCheck

From Pilot to Go Live

Arnoud Wink
Manager Compliance & Safety Execution KLM Cargo
Head of KLM Cargo Dangerous Goods Competence Center
Numbers

- KLM Cargo operating from AMS > 13,000 shipments
- AF Cargo operating from CDG > 6,500 shipments

- Able to ship to 469 destinations in 159 countries
Pilot phase: >12 months

- Collaboration with IATA and Skyward Staff on site for optimum insight in operations and operational use and feasibility
- Key users assigned for direct feedback loop
- Lively discussions with more than 100 years experience in DG competence
Pilot phase: >12 months

- In AMS KLM Cargo Staff tested with DG AutoCheck for more than 12 months
- Improvements on the tool suggested and implemented by Skyward
- In CDG AF Cargo – IT staff concentrated on the parallel track of E-DGD
- E-DGD is ready for production and can be used live to feed DG AutoCheck
- Joint AFKL approach on implementation of the tool since S&D and outstations are jointly operated
Benefits: SAFETY

- Acceptance Check quality is guaranteed and consistent with the DGR
- Personnel is directed to focus on exceptions such as state or operation variations
- Addendums to the DGR are immediately applied to the checks
- Personnel Cat. 6 certification is verified and if expired, access is blocked
- Automated output to notoc systems
- By standardizing the check and guidance through DG AutoCheck, even on outstations with limited operational experience flight safety will increase
Benefits: Process Improvement

- DG Checking process significantly accelerated; estimated: 50% less time
- Ability to use electronic and paper formats allow for efficient processes
- Ability to send check results electronically to internal and external stakeholders such as message to the NOTOC or error reports to the shippers
- Ability to manage all check processes and reporting globally within your organization
- Reduced acceptance check times to allow for an overall reduction in shipment handling time
EXPECTATIONS

- Implementation of the tool in both AMS & CDG
- Including adjusting procedures and manuals
- Re-negotiate GHA contracts starting Q3 2019 with DG AutoCheck as a prerequisite.
- Starting most likely with GHA’s who participated in the DG Autocheck Workinggroup
DG AutoCheck

From Pilot to go Live
Thanks.
DG AutoCheck will make your life easier and safer.

Frédéric Leger: Director APCS
Christophe Gevrey: Product Manager DG AutoCheck
Nick Carbone: Product Manager, Cargo publications
Ben Behanan: DG AutoCheck Specialist