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Disruption in the Air Cargo Industry

Strategic Aviation Solutions International (SASIWorld)

A photograph of an air cargo terminal at night. The terminal is illuminated from within, showing a large glass facade. In the foreground, the underside of a large cargo aircraft is visible, with its four engines and landing gear. Ground support equipment, including a forklift and a truck, is positioned near the aircraft. The scene is lit with warm, artificial lights, creating a high-contrast environment.

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Pull not Push

- Anything, Anywhere in the World in 72 hours!
- The shipper is no longer in control – the buyers control the flow.
- Customers / beneficial cargo owners (BCOs) control what is made, where it is delivered, how it is delivered, AND when it is delivered.
- Multi-modal alternatives (ocean carriers / mega forwarders).
- Sales are to the BCO and consignee.
- Destination processes equally as important as at the origin.
- End-to-end digitalization is mandatory.



Cost is NOT the selection key

- ***BCOs want:***

1. Transparency
2. Consistency
3. Quality
4. Reasonable pricing



- ***BCOs role:***

- Own the freight from point of departure.
- Dictate the routing based on the above criteria.
- Can't wait for consolidations to save money – for both just-in-time and just- in-case inventory systems.

Individual shipments NOT consolidations

- ***New entrants:***

- Challenge existing systems and vendors
- Experience is lacking
- Push the safety and security envelope – not always in compliance

- ***Individual shipments going to individual destinations:***

- Increased volume of shipments
 - Strain on legacy systems – operations IT, etc.

- ***Safety and security issues:***

- Expertise of freight forwarders is not always part of the flow

- ***Airport operator relationship is changing:***

- Not just a landlord – a partner
- New revenue opportunities – new expectations



Strategic Aviation Solutions International (SASI World) is an advisory firm primarily focused on air cargo, bringing unparalleled top management expertise and practical industry knowledge

- *Broad base of highly experienced air cargo management in multiple functional disciplines, with extensive backgrounds in senior positions and accountability for P&L results*
- *Strategic partnerships with IATA, ICAO, TIACA and CILT UK*
- *Headquarters in Montreal and US-registered subsidiary SASI USA*
- *Consultants and associates worldwide*
- *Founded in 2005*

SASI
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SASIWorld offers the most well-informed solutions to the global air cargo community and stakeholders, based on in-depth knowledge of industry trends and requirements

- ***A full-service, one-stop consultancy*** with a full portfolio of services that can address most client needs
- ***Decades of successful C-suite experience, practical air cargo management, and commercial and operations experience*** at such reputable organizations as KLM, Atlas Air Worldwide Holdings, AirBridgeCargo (ABC), Swissport and Panalpina
- ***Highly experienced in developing air cargo strategies for major airlines, cargo handling operations and hub airports***, and advising airlines, airports, manufacturers, financial institutions and governments on air cargo
- ***Expert advice on the latest digitization solutions*** to attain e-freight capability, and Cargo Community Systems
- ***Unrivaled knowledge of global air cargo industry trends, including e-commerce***, one of the major driving forces today behind air cargo demand globally
- ***Unique industry insights from high level contacts*** at airlines, forwarders, GHAs, other stakeholders

SASI World offers the most well-informed solutions to the global air cargo community and stakeholders, based on in-depth knowledge of industry trends and requirements, *continued*

- ***Familiarity with the requirements of key high value verticals***, including life sciences, pharma, aerospace, electronics, e Commerce, perishables, automotive, heavy and oversize, valuables and other specialties – critically important for effective service development strategies, as well as for facility and process planning
- ***Advanced analytical capabilities*** and access to data
- ***Have undertaken numerous feasibility studies and design of proposed air cargo facilities and infrastructure*** worldwide
- ***Expertise in air cargo facility and infrastructure planning, design, automation and process optimization***, including for some of the world's most advanced air cargo terminals
- ***Rigorously neutral and objective***



SASIWorld offers a broad, “one stop shop” portfolio of air cargo and related advisory services

<i>Strategy</i>	<i>Commercial</i>	<i>Transactions</i>	<i>Aircraft</i>	<i>Operations and Infrastructure</i>	<i>Training</i>	<i>Implementation</i>
<ul style="list-style-type: none"> ▪ <i>Strategic & business planning</i> ▪ <i>E-commerce</i> ▪ <i>High value verticals</i> ▪ <i>Airline product portfolios</i> ▪ <i>Freighter network & fleet planning</i> ▪ <i>Alliances</i> ▪ <i>Benchmarking & best practices</i> ▪ <i>Road, rail intermodal freight advisory</i> 	<ul style="list-style-type: none"> ▪ <i>Market evaluations</i> ▪ <i>Revenue enhancement initiatives</i> ▪ <i>Revenue management advisory</i> ▪ <i>Sales & marketing process optimization</i> ▪ <i>Airport air service development & marketing</i> ▪ <i>Traffic & activity forecasting</i> 	<ul style="list-style-type: none"> ▪ <i>M&A transaction support</i> ▪ <i>Due diligence</i> ▪ <i>Strategy for acquired or combined enterprises</i> 	<ul style="list-style-type: none"> ▪ <i>Aircraft sourcing, purchase/ lease advisory, sales support</i> ▪ <i>Passenger-to-freighter (P2F) aircraft conversion advisory</i> 	<ul style="list-style-type: none"> ▪ <i>Cargo handling process improvement</i> ▪ <i>Cargo facility & infrastructure planning & design</i> ▪ <i>Automation planning (Material Handling Systems)</i> ▪ <i>Master Plan advisory</i> ▪ <i>IT advisory</i> ▪ <i>E-freight & data solutions planning</i> ▪ <i>Airline AOC establishment & operations launch</i> 	<ul style="list-style-type: none"> ▪ <i>Management, commercial, operations and revenue management training</i> ▪ <i>Project management and mentoring</i> ▪ <i>Training partnership programs with TIACA, ICAO & CILT UK</i> 	<ul style="list-style-type: none"> ▪ <i>Program management & change management</i> ▪ <i>Interim management solutions</i>

Selected SASI World air cargo projects:



Boeing Commercial Aircraft
Air Cargo-Related Advisory
(Confidential)



Changi Airport Group
“Future-Proofing” of Cargo
and Logistics Master Plan



Hartsfield-Jackson Atlanta International Airport
Cargo Service Development
Advisory



Etihad Airport Services
Business Plan for Cargo
Handling Division



John C. Munro Hamilton International Airport
Marketing and Business
Development Strategy



Air China Cargo
Litigation Support



Philadelphia International Airport
Cargo Air Service Development and
Infrastructure Advisory



Abu Dhabi Airports Company
Air Cargo Hub Market Positioning
and Facility Design



Zhengzhou Airport (CGO)
Cargo Hub Positioning, Facility
Design and Marketing Advisory



Emirates SkyCargo
Strategic Advisory, Change
Management Workshops



AirBridgeCargo
Product Portfolio, Network and
Hub Strategy



Saudi GACA Feasibility
of Proposed New
Cargo Airport



Edinburgh Airport
Proposed Cargo Facility –
Market Study



San Jose International Airport
Concept Brief for Proposed New
Cargo Terminal



Lockheed Martin
Advisory on LM-100J
Aftermarket Equipment



Air Canada Cargo
Advisory and program management
for new cargo facility at hub and
training of all managers

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Thank you!

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