



Kale Info Solutions
Technology that Transforms



Next Generation Airport Cargo Community System (ACS)



Amar More

President & CEO

- Domain Co-ordinator for **Cross Border Management** at **United Nations** (UN/CEFACT), Geneva
- On the **panel of experts for trade facilitation** at UN/CEFACT (**United Nations** Centre for Trade Facilitation and Electronic Business), Geneva
- Board member of **The International Air Cargo Association** (TIACA), Miami
- Chaired Asia Pacific region on the executive committee on **International Port Community Systems Association** (IPCSA), UK
- Member of **National Council** for Logistics with Chartered Institute of Logistics and Transport, India
- Empaneled with several **governments globally** on conceptualizing trade facilitation initiatives to usher in “Ease of Doing Business” using digital technology.



Donna Mullins

Vice President

- **35+ years** of experience in the **US logistics industry**. **Licensed Customs Broker, CCS, CES, CLA, CLT**
- Current **Air Freight Subcommittee Committee Chair for the NCBFAA Transportation Committee, Chair for the AfA Airport Congestion Committee**
- Current member of the **TSA ASAC Air Cargo Subcommittee**
- Former **President and Chair of the AIFBA** (Atlanta International Forwarders and Brokers Association)
- Former **President and Chair of the AACA** (Atlanta Air Cargo Association); **Board of Director for the AMA** (Atlanta Maritime Association)
- Former **board member of the AfA** (Airforwarders Association), **the TCA** (Transportation Club of Atlanta) and the **World Trade Center Atlanta**



Leading Provider of Operational and Community Integration Solutions to the Government, Maritime, Aviation & Logistics Industry

13+

Years of existence



5000+ Customers across 30+ countries



Presence at the United Nations, TIACA, IPCSA, IAPH etc.



2 Awards from United Nations and Case Study in Kellogg's Business School's publication



Propelling India to no.6 position globally in e-AWB



Offices across regions: Americas, Europe, ME, Africa, Asia with 350+ employees



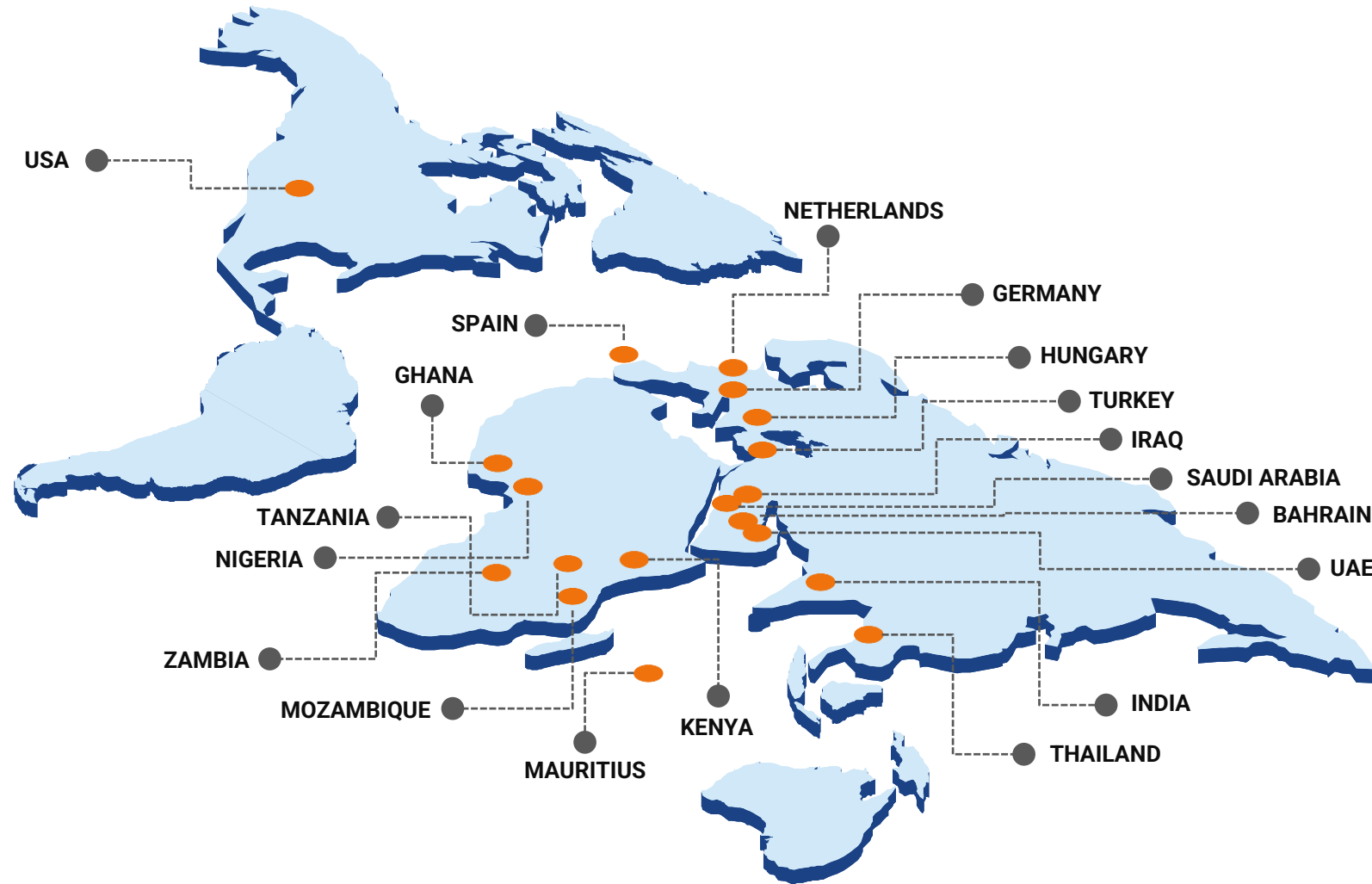
50+ Global Airport/Ports



North America's 1st Airport Cargo Community System

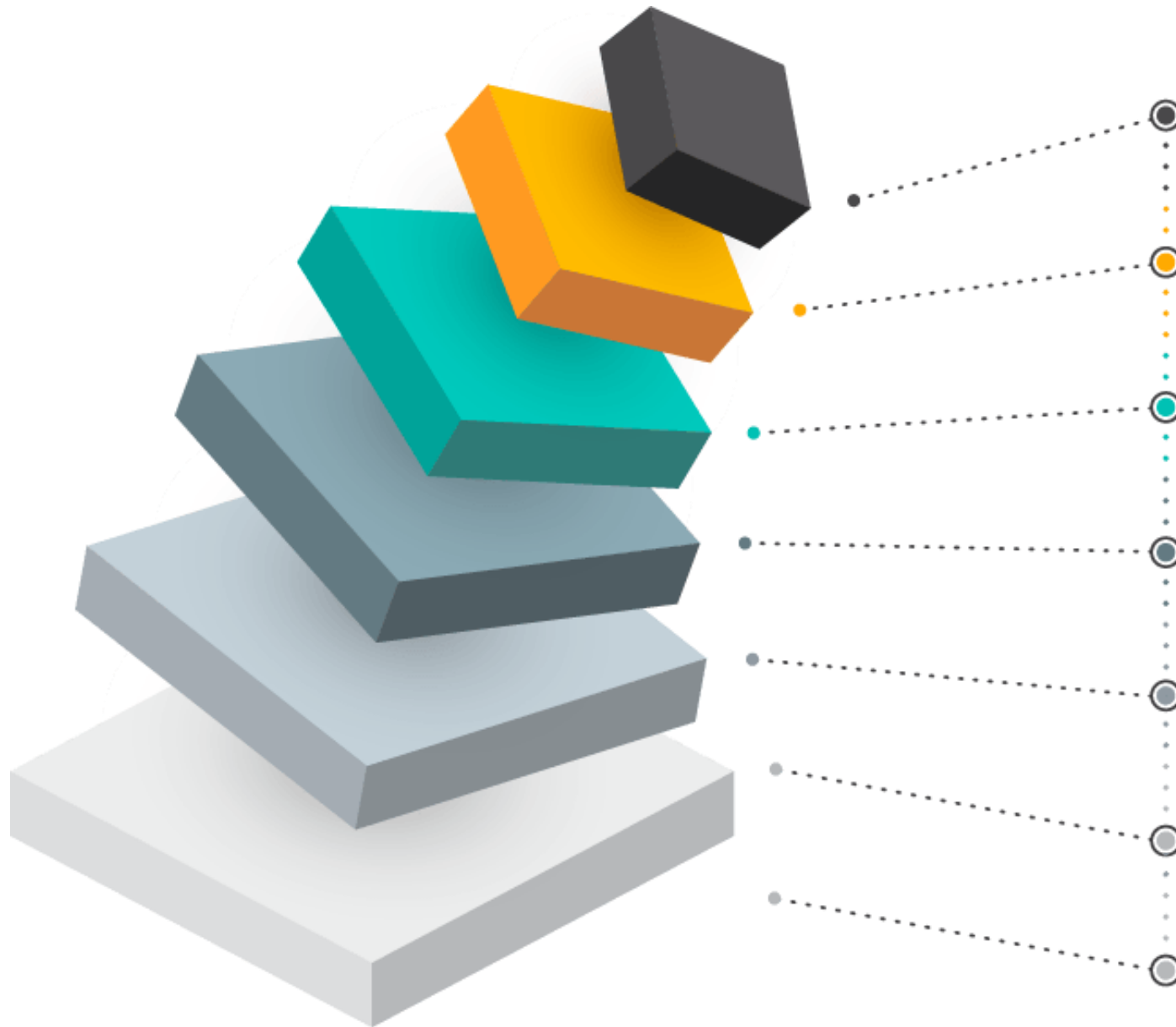


106+ Airports, 30+ Customers, 30 Countries, 125+ Airlines





Current Industry Challenges



Procedural bottlenecks due to manual documentation and paper-intensive operations



High Truck congestion at the Airport due to manual operations



No real-time shipment visibility



Lack of data security and compliance



Lack of advance information sharing with the cargo ground handler

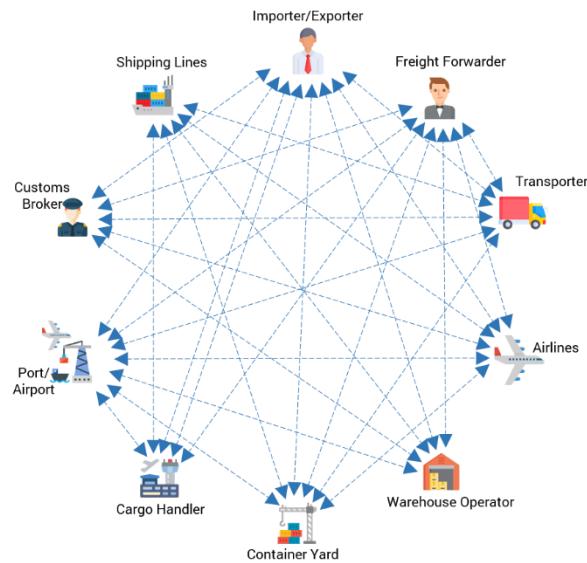


Lack of harmonized processes



30 Documents, 120 copies, 200 signatures

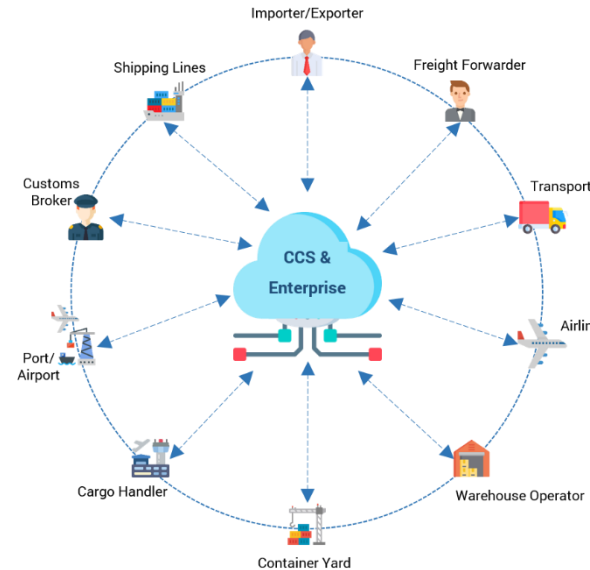




Current scenario

Global Airports & Ports are characterized by

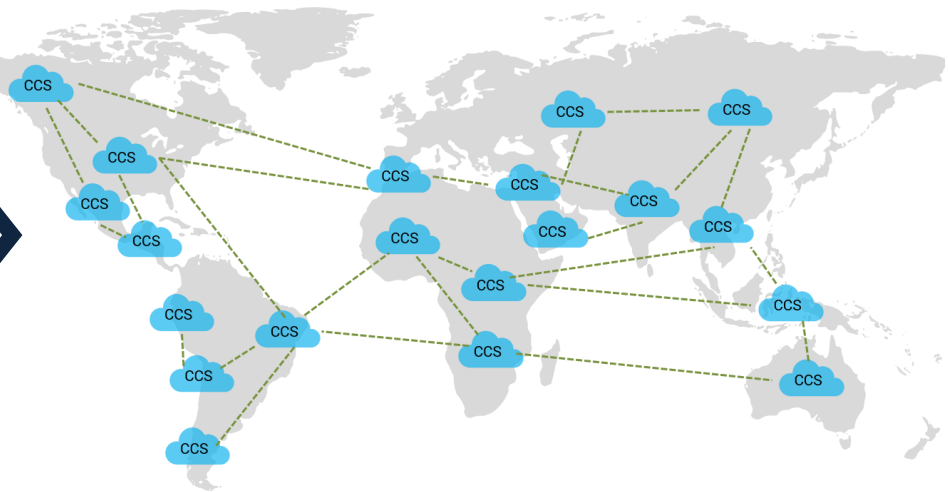
- Congestion
 - Bunching of trucks
 - Paperwork at airport/port
 - No advance Shipment Information
 - Queueing of trucks when cargo isn't ready
- Inefficient information exchange – manual documentation – 120+ copies per shipment
- Higher dwell times for cargo
- Opaqueness in operations



Transformation through CCS

Transforming cargo handling at Airports & Ports through Cargo community Systems (CCS)

- Elimination of congestion through scheduling tools
- Streamlined documentation – elimination of huge number of paper copies
- Faster movement of cargo – higher throughput
- Visibility in supply chain – real time information
- Creation of large logistics marketplaces at Ports/Airports





Digital Corridors

Creating such Airport/Port CCS globally and linking them through digital corridors

- Global visibility
- Global logistics marketplaces
- Transforming global regulatory and commercial processes through data reusability



Potential Economic and Ecological benefits of Cargo Community Systems

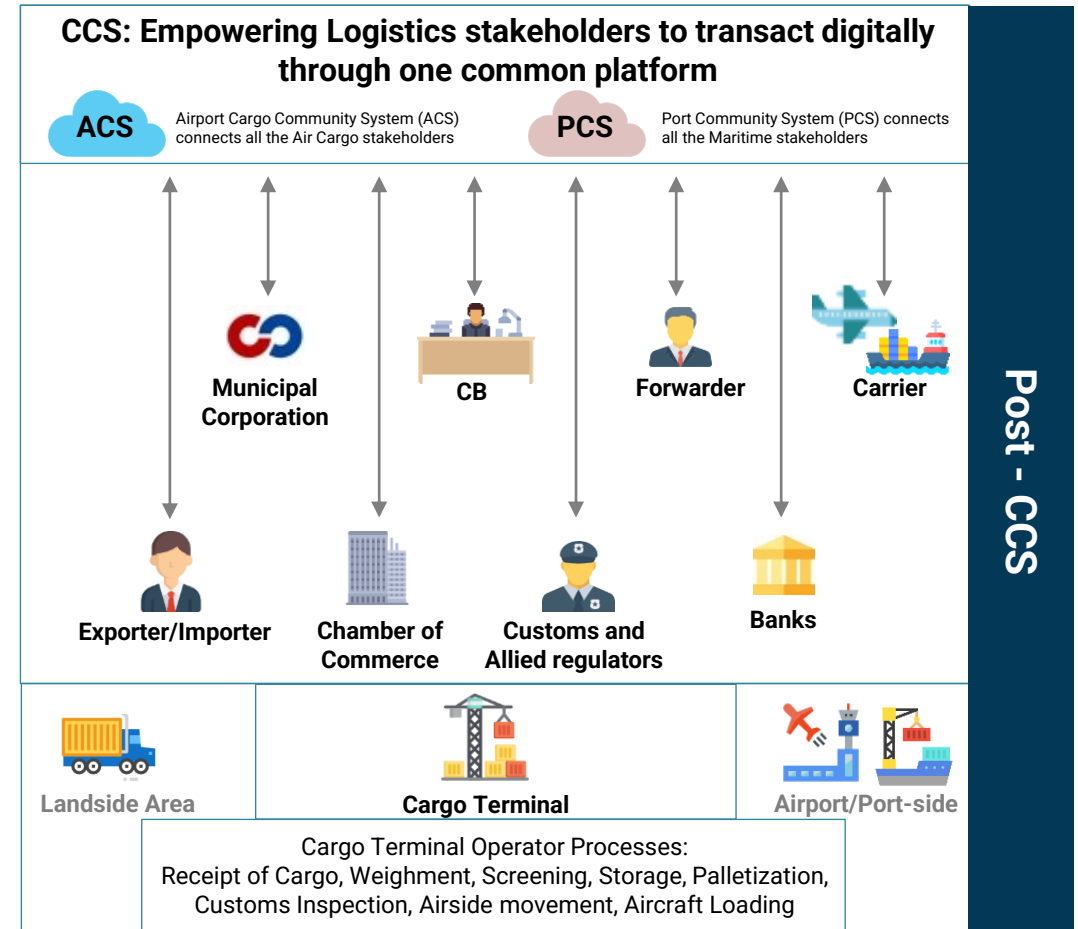
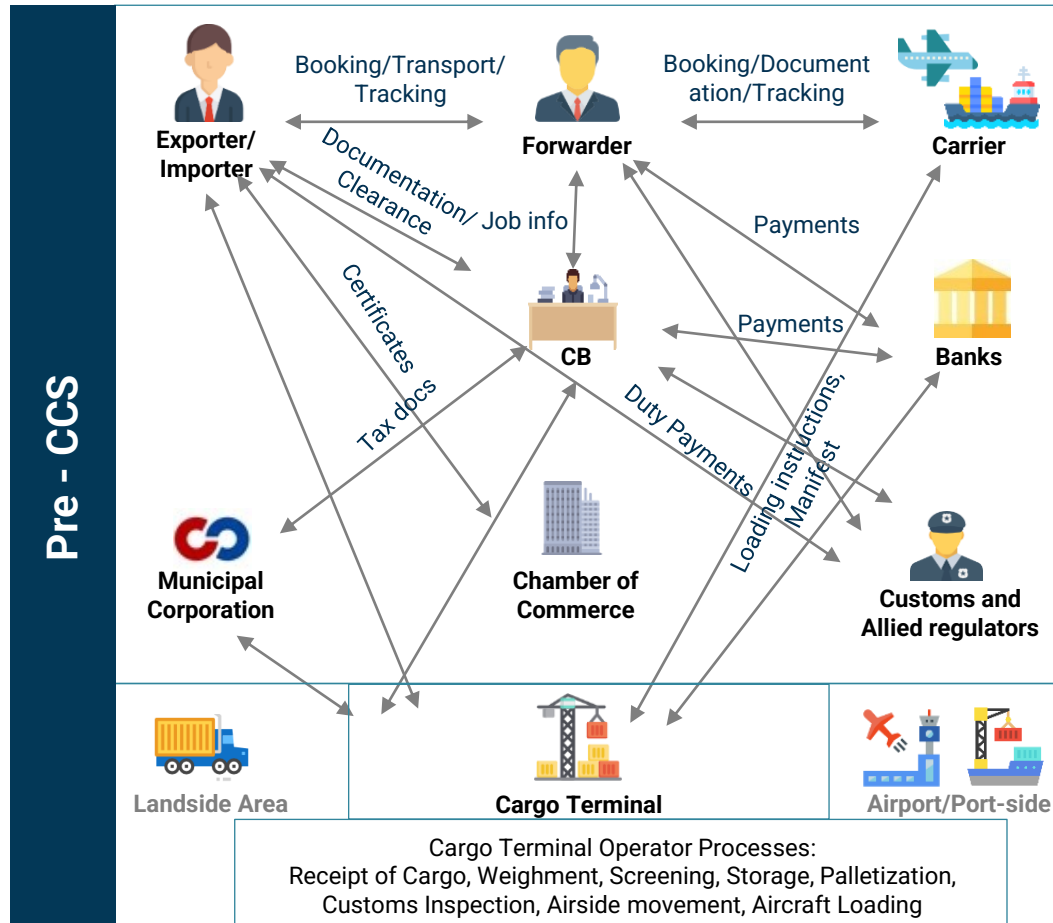
		Annual Savings		
		Air/Ocean movements	Copies of paper	Trees
Global Impact		\$50 Bn	10 Bn	625,000
USA		\$8 Bn	1.6 Bn	100,000





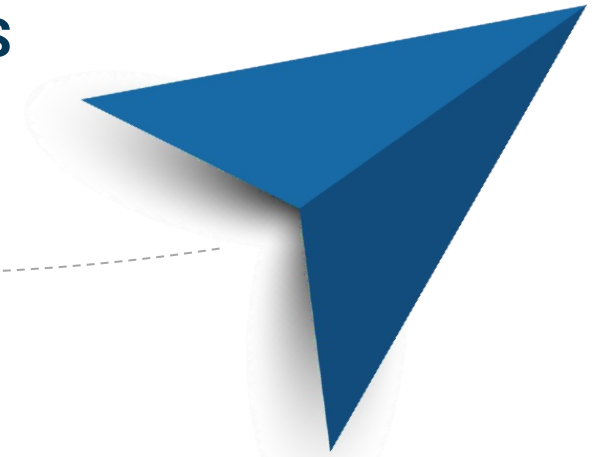
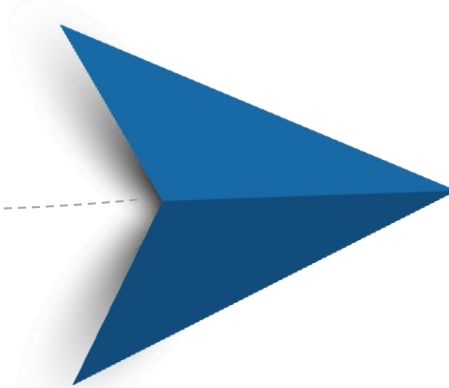
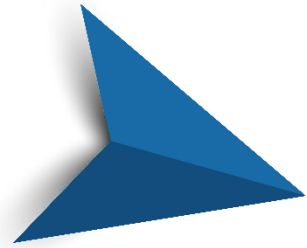
What is a Cargo Community System (CCS)?

A Cargo Community System is an electronic platform that facilitates digital interactions between stakeholders viz. Importer / Exporters, Forwarders, Customs Brokers(CB), Carriers, Customs, Terminal Operators & other players in the supply chain





We are leapfrogging to the Next Generation ACS



First Generation ACS

- Simple web portal for viewing flight schedules

Some US /European airports

Second Generation ACS

- Online Terminal Charges payment
- Airport level tracking
- Truck dock appointment booking
- Airport – Customs EDI
- Smart-gate

Major Indian Airports, Brussels, Hong Kong, Amsterdam, Dubai, Paris

Next Generation ACS

- e-AWB
- e-booking
- e-DO
- e-CSD
- Digital Corridors
- ENS/AMS filing with carriers
- Online vehicle token
- Online Certificate of Origin
- Export / Import declaration filing with customs
- Online Terminal Charges payment
- Truck dock appointment booking
- ASI with CTO
- Airport level tracking
- Online AWB printing
- Airport – Customs EDI
- Smart gate

Next Generation ACS
Mumbai, Bengaluru, Atlanta (in progress)

An example of an Air Cargo community System



Browser tabs: ACS: Home

Address bar: cargobyblr.in/ui/upliftlogin.aspx

BLR Cargo | CARGO by BLR

Home | About Us | Facilities | Applicable Charges | Online Tracking | Trade Links | FAQs | Contact Us | FIEO

Username

Password

By logging in you agree to CargobyBLR portal's [Privacy Policy](#) and [Terms of Use](#).

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14°C Rain off and on | Search | Windows Taskbar | 16:59 08-01-2023



Helping airlines/other stakeholders towards profitability



Marketing tool for attracting more cargo



Making airport attractive for shippers & airlines to become a regional cargo gateway/hub



Helping community operate safer in Pandemic times



Possibility of earning additional revenues through the concession model



E-retailing/commerce capabilities



Better security at the airport



Better understanding of the trade flows and partner airports



Better understanding of the commodities



Better understanding of the end customers



Ability to grow cargo volumes by focusing on service levels to large customers



Ability to develop digital corridors with partner airports to grow cargo



Making the airport sustainable



Reduced carbon footprint



Reduced revenue leakage



ACS 2021 by the numbers:

389

Trucks Processed

1.5 Million

Pounds of Cargo

\$69,000

Estimated Driver Labor Savings*

1839

Shipments

1945

Hours Saved

1245

Estimated Gallons of Fuel Saved**

9,017,020

Estimated grams of CO2 Saved***

Using the Kale Mobile App you can check yourself in for a dock assignment without going to the Marshalling Yard. As easy as 1-2-3.



SEFL-We get into a door as we have some priority because of the pre-booking with the [ACS] computer system we use at Swissport.



Greer Trucking -ACS has significantly enhanced a large portion of our Air Cargo related workload. With a well-defined process in place and a system to facilitate import and export shipments, we have recognized substantial time savings. Further, our working relationships with cargo handling stakeholders has improved tremendously.



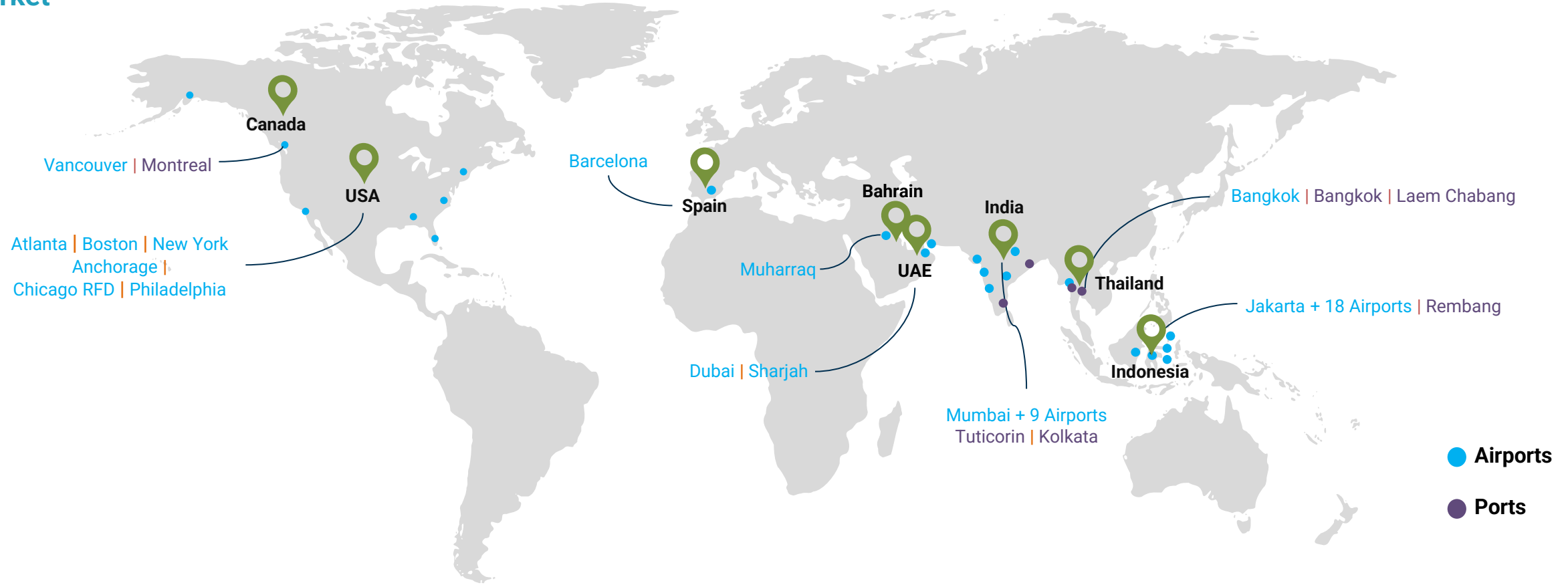
DBA-Thank you so much for your help with getting our drivers in and out at the scheduled appointment times. It makes our life so much easier.





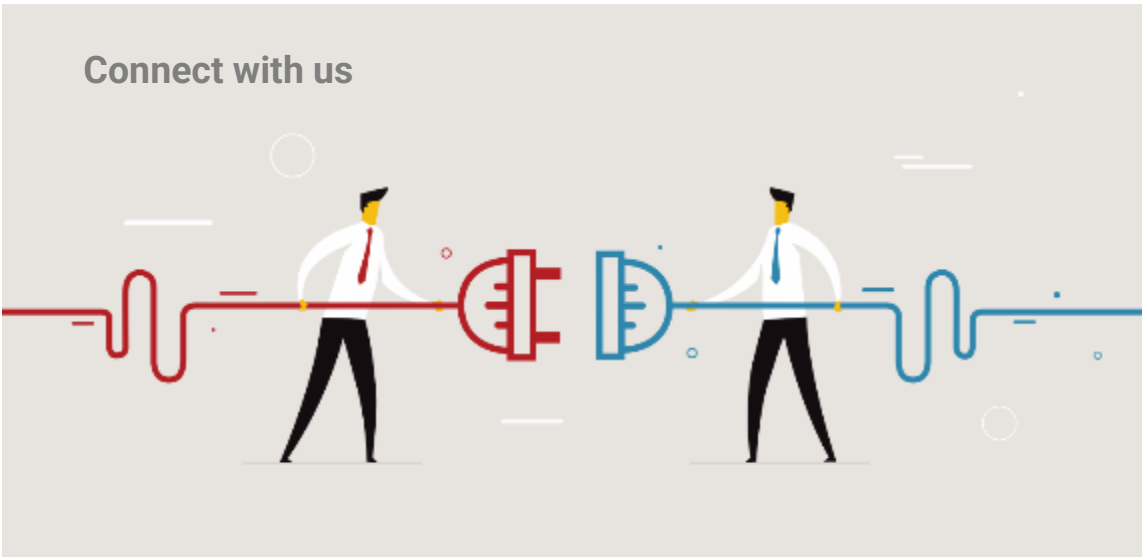
Existing and Signed up Cargo Community Services

With 40+ Airport/Port Stations signed up with some marquee names on the customer list, we are in the driver's seat in the market



Thank You

Connect with us




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