



Kale Logistics

Technology that Transforms



Amar More

Director & CEO

- **Over 20 years of experience in supply chain, consulting and technology industries**
- **Domain Co-ordinator for Cross Border Management at UN/CEFACT**
- **On the panel of experts for trade facilitation at UN/CEFACT (United Nations Centre for Trade Facilitation and Electronic Business)**
- **Chaired Asia Pacific region on the executive committee on International Port Community Systems Association (IPCSEA) headquartered in the United Kingdom**
- **Empaneled with several governments globally on conceptualizing trade facilitation initiatives to usher in “Ease of Doing Business” using digital technology.**



A BIG SALUTE AND A BIG THANK YOU TO ALL THE AIR CARGO COVID 19 WARRIERS WHO WORKED HARD AND RISKED LIVES TO KEEP ALL OF US SAFE DURING PANDEMIC.....



.....THEY DID THEIR PART AND NOW IT'S OUR TURN TO PROTECT THEIR LIVES THROUGH DIGITIZATION



Reconstruction of a Cargo Complex During Peak Hours



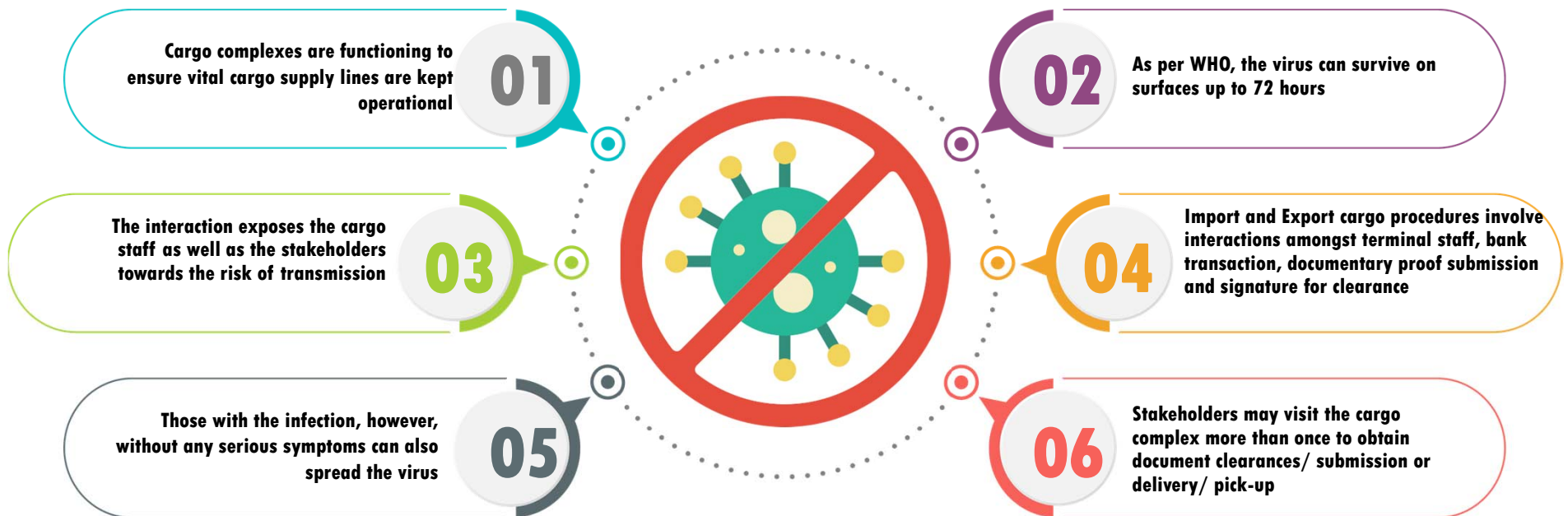


Why Airport Terminals are COVID-19 Hotspot?

Rate of virus spread

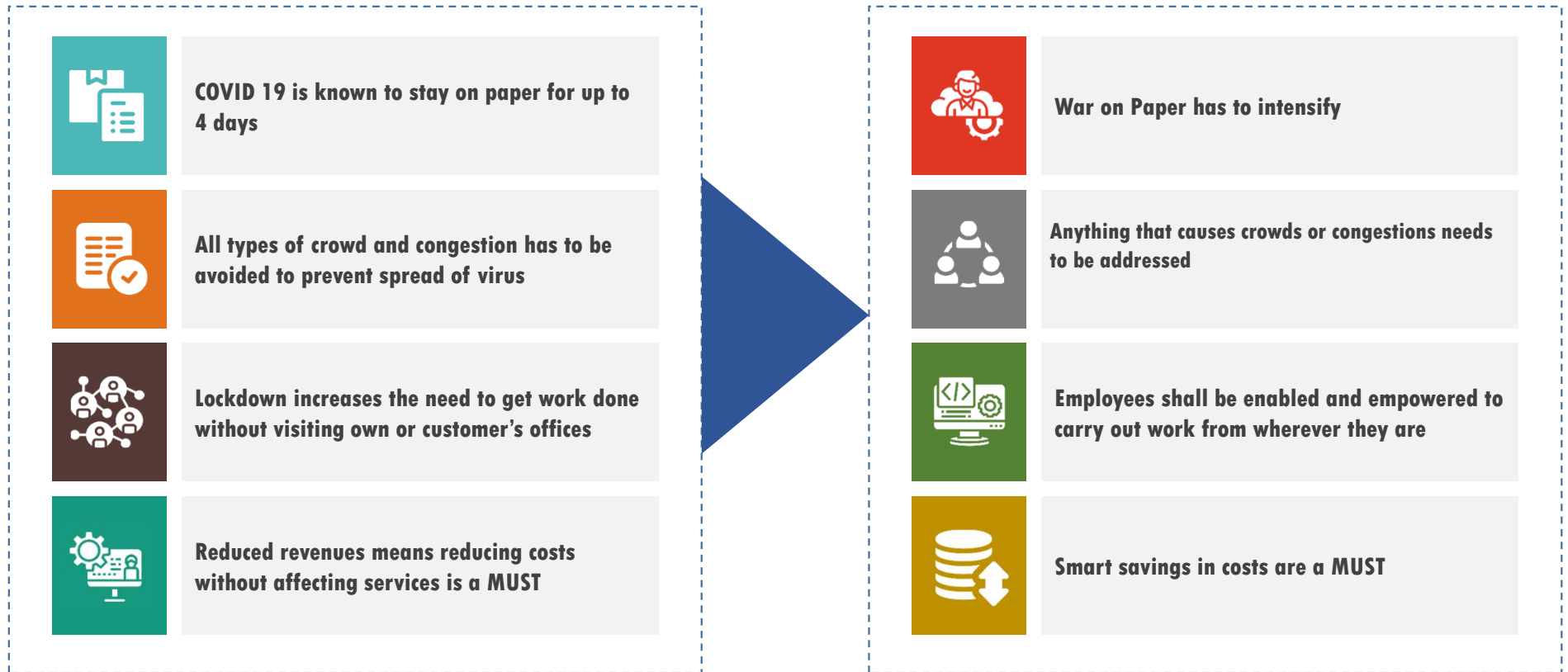


Rate of digitalization





How Do We Flip the Story?



In a nutshell technology enabled services shall transform the air cargo processes to
Exchange documentation digitally | Schedule and plan appointments | Provide SaaS based tools to enable WFH | Reduce inefficiencies



Digitalize to Organize and Optimize

Rate of virus spread



Rate of digitalization



Organize Truck and Human congestion at airports

Converting .pdf documents to system data



Optimize data capture effort by Airlines

Electronic Air Waybill (e-AWB) on a Single Window



Eliminate Paper exchange for Deliveries

Electronic Delivery Orders (e-DO) between the Airlines and Forwarders



Digitalize Issuance of Certificates

Electronic Certificate of Origin (e-CoO)



Transforming to the new Normal

Pre - COVID



Exporter - Forwarder
Invoice & Packing List



Freight Forwarder-Trucker
Delivery Order/Bill of Lading



Trucker – Cargo Handler
AWB and other document pouch



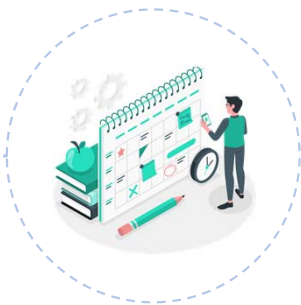
Cargo Handler - Airlines
AWB and consolidated document pouch



Post - COVID



Online Transactions
Paperless document submission



Book Appointment
Book Handler Slot in advance



Scan VT
Contactless admission to airport premise

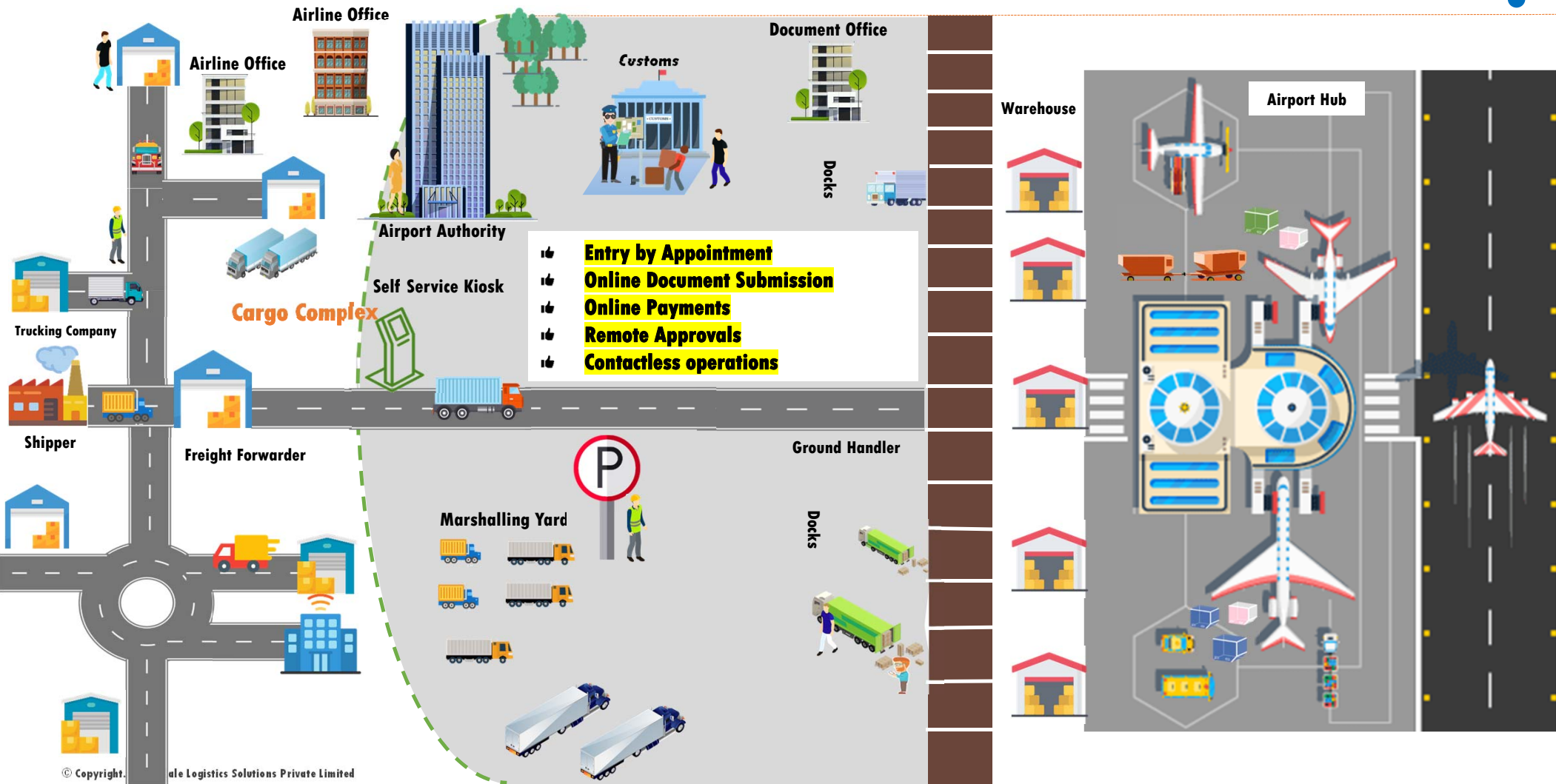


Accept Cargo
Electronic document pouch and contactless acceptance





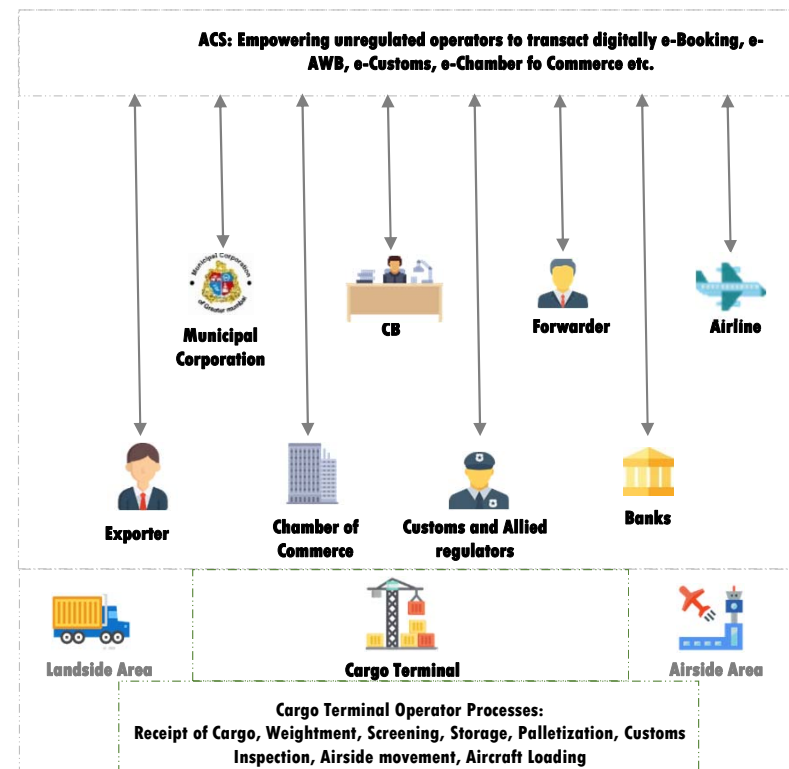
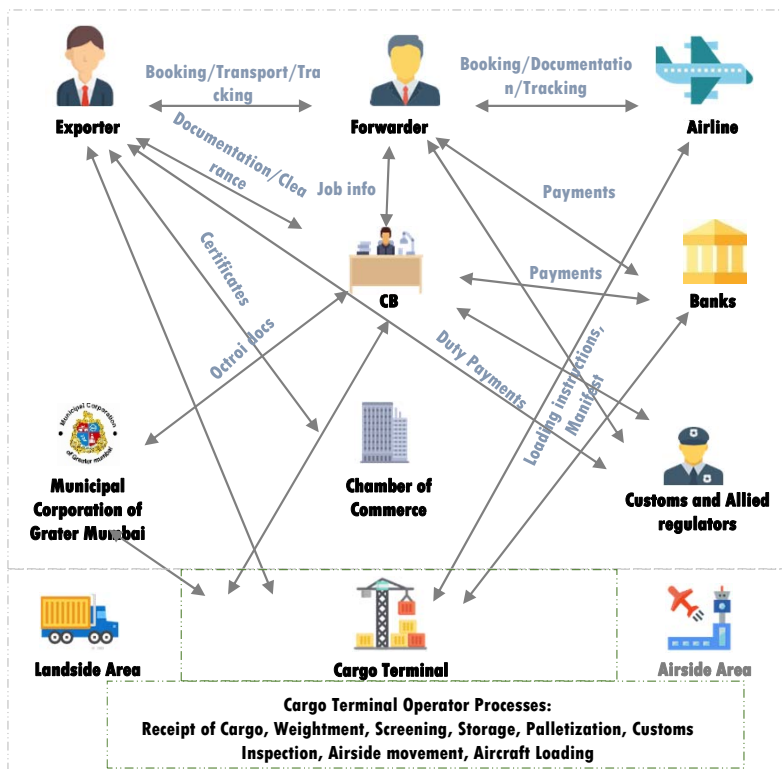
Digitalize Cargo Operations Through Air Cargo Communities





What is an Airport Cargo Community System?

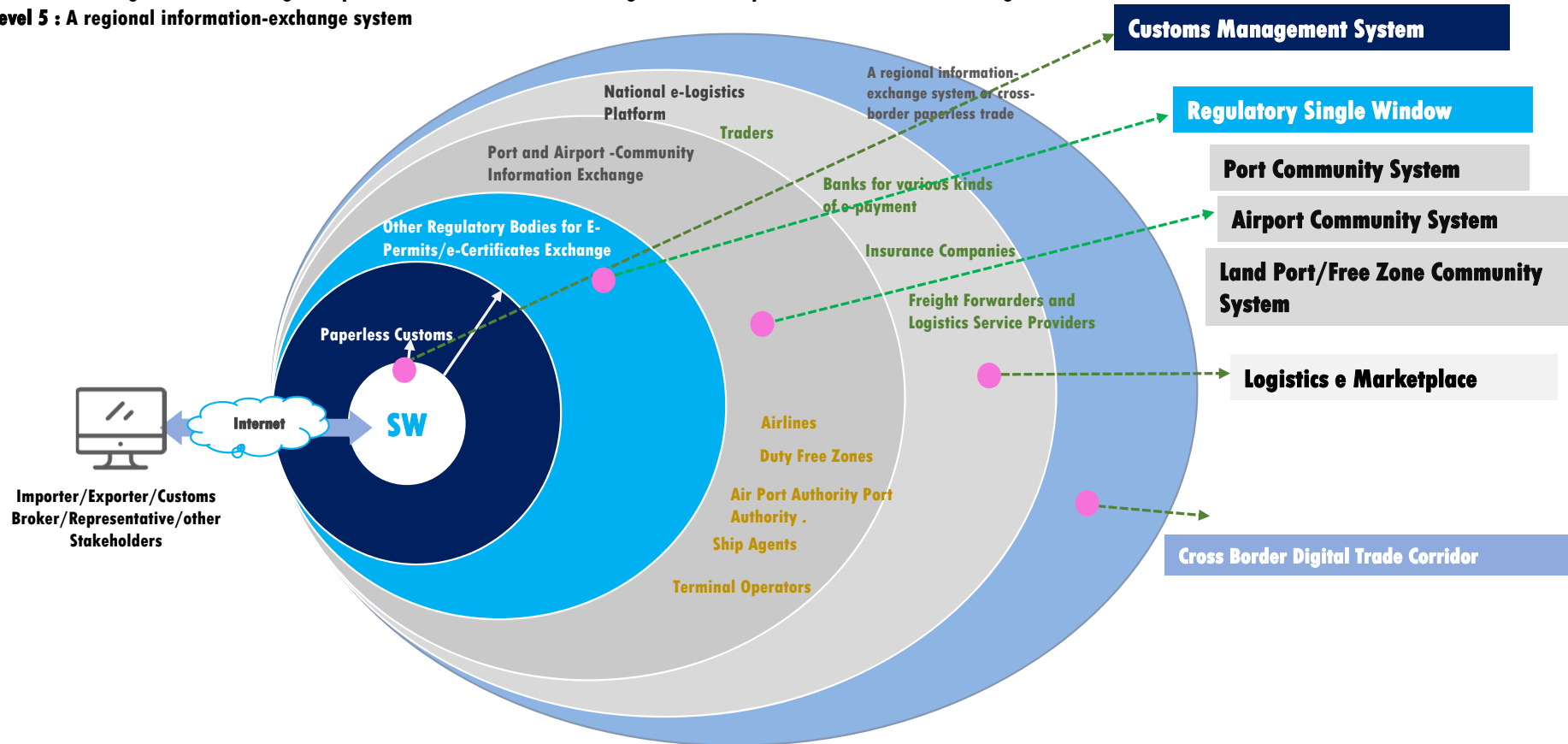
- An Airport Cargo Community platform in an electronic platform that facilitates digital interactions between airport stakeholders viz. Importer / Exporters, Forwarders, Customs Brokers, Carriers, Customs, GHAs, Other Stakeholders at the airport





UN Recommendation 33 for Trade Facilitation

- Level 1** : Paperless Customs + e-Payment for Customs Duty + e-Customs Duty + e-Container Loading List + and electronic risk-based inspection
- Level 2** : Connecting Other Government Back-end IT systems, and e-Permit Exchange with Paperless Customs System
- Level 3** : e-Documents Exchange among Stakeholders within the (air, sea) port community
- Level 4** : An Integrated national logistics platform with also traders and logistics-service providers information exchange
- Level 5** : A regional information-exchange system





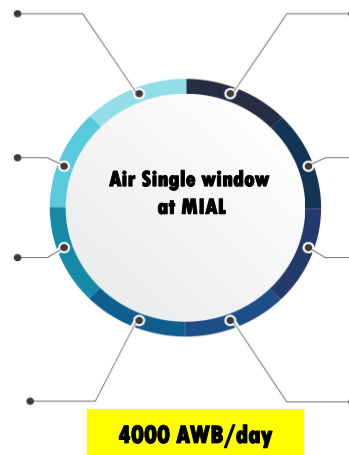
Case Study - Kale's ACS at Mumbai International Airport(MIAL)

Pioneering Air Cargo Trade through an ACS at Mumbai International Airport


2017
e Project of the Year Golden Chariot Award at United Nations, Geneva

BUSINESS CHALLENGE

-  **Low Cargo visibility**
-  **Lack of an online platform for information exchange**
-  **Duplicity and redundancy of work**
-  **Inadequate information for planning and security**



KALE'S SOLUTION

-  **Single Window for digital documentation**
-  **Better Supply Chain planning**
-  **Better productivity of trade and airport staff**
-  **Reduced dwell times**



Parameter
Documents handled (including copies)
Avg Queue Time for document/payments
Airport Counters
Average time per export doc handling
Average time per import doc handling
Accuracy of data
Waiting time for Export Trucks
Availability of data to stake holders

Pre Corridor
100+
1 hr 20 minutes
9
28 minutes
22 minutes
85%
2 hours+
Through Mail, calls and in person

Post Corridor
24
Nil
1
6 minutes
8 minutes
94% +
30 minutes
Portal, EDI, App, On Demand



- 1 Encourage / create Airport Cargo Community Systems at all the airports in your country**
- 2 Link the individual Airport Cargo Community Systems at National Level to create National Air Cargo Community System**
- 3 Link the Individual ACS OR NACS with other countries through Digital Trade Corridors**
- 4 Link these systems with other modes of Transport for a National Digital Logistics Infrastructure**

Cada gran adversidad trae una oportunidad ... usemos esta para crear una industria de carga aérea sostenible, eficiente y segura!!!



About Kale

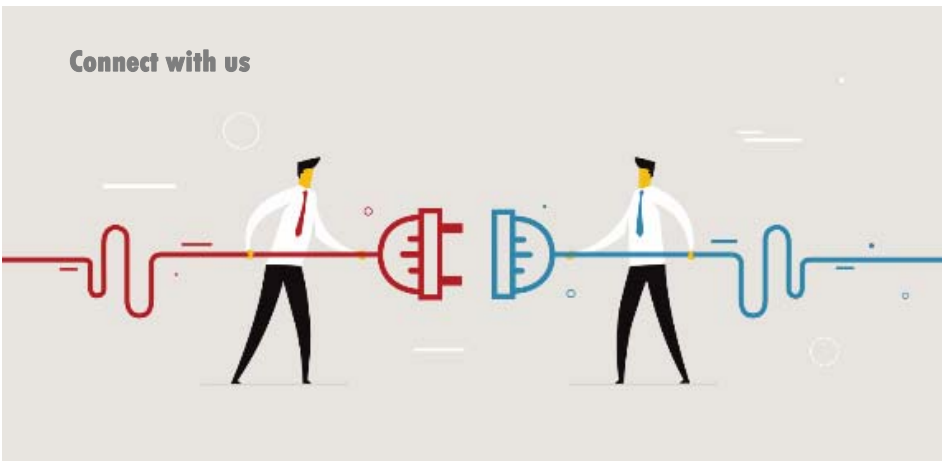


	9 years of existence		80+ Global Airport Cargo Terminals touched
	Focus on logistics industry: 8% of World GDP		World's 1st multi-modal cargo community system
	4,500 Customers across 27+ countries		North America's 1st Airport Cargo Community System
	2 Awards at UN forums, 14+ other Awards		Case Study in Kellogg's Business School's SCM book
	220+ experts		Propelling India to no.6 position Globally in eAWB
	Offices in 5 regions: Americas, Europe, ME, Africa, Asia		Reduced Container Dwell Time by 75% at ports
	80%+ of India's Air Cargo digitized		

Global Leadership in Airport Digital Cargo Community building!!!!

Thank You

Connect with us



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