

REVOLUTIONIZING IMPORTS AND EXPORTS:

AIRPORT CARGO COMMUNITY PLATFORM
ENHANCES EFFICIENCY, REDUCES MANPOWER COSTS
AND OPTIMIZES ASSET UTILIZATION

TroyNet 



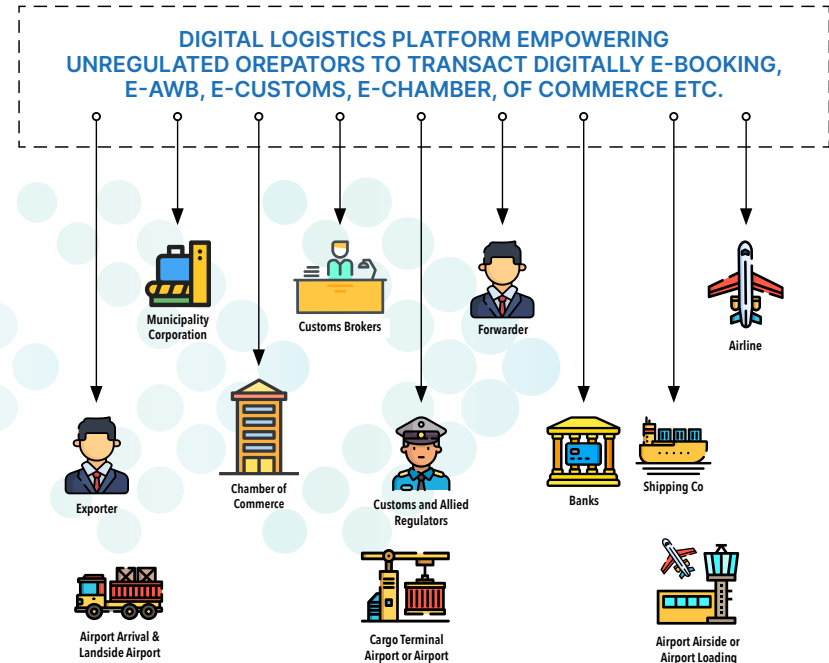
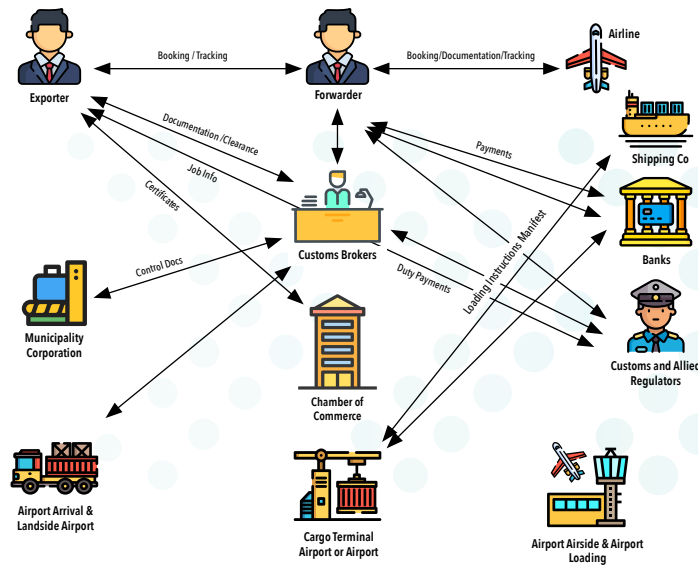
AIRPORT COMMUNITY PLATFORM TO SPEED UP AIR CARGO IMPORTS AND EXPORTS, REDUCE MANPOWER COSTS AND IMPROVE ASSET UTILISATION

Leading airports worldwide are embracing innovative Airport Cargo Community Platform, ushering in a new era of digital efficiency. This transformative platform digitizes the entire communication process, eliminating the need for traditional email and telephone exchanges.

The platform, spanning from quotation, booking to Stock Management, Air Waybill execution, and distribution, efficiently harmonizes operations for freight forwarders, ground handling firms, airlines, customs brokers, and trucking companies. Offering digitally secured payments, online approvals, advanced truck slot management, and gate management, it ensures end-to-end digitization for each shipment.

In the absence of ACS, the airport and its community face challenges like disparate systems, truck congestions, manual exchanges, error-prone data, and cargo movement invisibility.

A unified ACS platform brings streamlined processes, real-time information, reduced paper copies, counter queues elimination, enhanced business ease, and access to comprehensive business information through reports, intelligence, and data patterns, benefiting the entire airport ecosystem.



Diagrammatic representation of Before and After scenario of an Airport Cargo Community Platform



STAKEHOLDER BENEFITS

Freight Forwarders:

The system streamlines documentation management, enabling freight forwarding executives to handle a multitude of tasks with unprecedented efficiency. The need for navigating through multiple sites and the cumbersome process of creating and recreating documents diminishes, leading to a drastic reduction in follow-up efforts for documentation and approvals.

This operational optimization results in a substantial reduction in unit manpower costs for freight forwarders. Productivity skyrockets as the platform eliminates laborious and repetitive tasks, empowering executives to redirect their focus towards transaction oversight and enhanced customer service. Consequently, freight forwarders experience improved profitability and business growth, leveraging a resource base capable of seamlessly processing higher business volumes.

Cargo Handling Companies:

Air cargo ground handling companies at airports also reap extensive benefits from the platform specifically with reduced data capturing efforts and digital verification of documents. Digital Air Waybills (AWBs) streamline export operations with Advance Shipment Information (ASI), providing advance information on the trucks arriving, optimizing staff and dock utilization, and eradicating truck waiting times.

Shipment information received in advance, coupled with real-time communication of final weights, enhances planning efficiency for ground handling companies, eliminating manual steps such as Customs Declaration filing and enabling online screening reports.

Customs:

The platform empowers Customs to preview documents before the air cargo arrives in Turkey, ushering in the era of digital trade-lanes. Additionally, the platform facilitates seamless Air Waybill processing and handling of SB (Sevk Bildirim) number, alleviating the workload for both freight forwarders and customs employees involved in export processes.

This integration of advanced technology not only modernizes but also helps the Customs to meet compliance standards thereby creating a more efficient and harmonised ecosystem for global trade.



EXPORTS FLOW

Making Exports more agile

Digitization brings multiple benefits to exports processes:

Modules on Platform



Processes on KPP Platform

- Creation of enquiry by Exporter/ FF to Airline/ CB/Trucker/GHA
 - Configure rates by airline.
 - Negotiation of quotes.
 - Facilitate e-booking module
 - Request for AWB stock & assign, AWB to shipment
- Create AWB slip online
 - Submit ASI to the GHA.
 - Print Piece level stickers
 - Book slot to arrive at the GHA premise
 - Record vehicle status
 - View Updated final weight by FF/CB
- View SB No.
 - AWB creation by FF
 - CB filing for ExportCustoms Declaration which is integrated & available to the GHA.
 - View Screening report .
- Online verification of export customs declaration by Customs
 - Approved Customs Declaration be transmitted to GHA.
 - View Customs status by FF/CB/GHA
 - AWB creation (PING/ TPI/Quick ASI)
- FF & CB to submit the documents online which is viewed by Customs, Airlines & GHA.
 - Approve/ reject the documents by GHA.
 - Payment of storage charges via Payment gateway/ Virtual POS.
 - Download PDF & print of invoice
- View real time status of shipment with date and timestamps for all stakeholders.
 - Capability to consume and transmit EDI messages

Digitization of Processes

- Digitizing the entire process of email/ telephonic communication between stakeholders for Quotation, booking & AWB Stock management & distribution.
- Electronic intervention to eliminate manual AWB slip copy
- Receive shipment information in advance Communicate final weight via ACS portal
- Elimination of Manual communication of SB No. from GHA to FF and CB.
- View Online screening report hence eliminating physical copy exchange.
- Online verification of Export Customs declaration via ACS Portal eliminating stamping on physical print & automation of the process.
- Digital docket for paperless shipment processing.
- Visibility of Shipment documents to Customs.
- Online payment of storage charges enabling hassle-free for exchange of invoices

Abbreviations:

- » AWB- Air Waybill
- » FF - Freight Forwarder
- » CB - Customs Broker
- » GHA - Ground Handling Agent
- » SB - Sevk Bildirim
- » ECD - Export Customs Declaration



ADVANTAGE ACS

Streamlined Communication:

The entire communication process, from enquiry to quotation requests, is digitized, reducing reliance on emails and phone calls.

Stakeholders, including freight forwarders, airlines, trucking companies, customs brokers, and ground handling companies, seamlessly interact through a common portal for quotation, booking, and AWB stock management and distribution.

Real-Time Shipment Visibility:

Shipment details, including date and timestamps, are accessible in real time for all stakeholders. The platform supports the consumption and transmission of Electronic Data Interchange (EDI) messages, ensuring efficient communication throughout the process. This comprehensive digitization enhances efficiency, reduces manual efforts, and fosters a seamless exchange of information in the export ecosystem.

Efficient AWB Stock Management and e-Booking:

Booking requests via emails become obsolete with the digitization of stock management through a unified portal. The electronic booking process with airlines is streamlined, eliminating manual procedures.

Digital Payments and Invoicing:

Paperless shipment processing is achieved through digital dockets, where FFs and Customs Brokers (CBs) submit documents online. Customs, GHAs, and airlines view and exchange invoices, and online payment of storage charges via a payment gateway streamlines the process.

Online AWB Creation and Slot Booking:

AWBs are created online and submitted to Ground Handling Agents (GHAs), eradicating manual AWB slip copies. GHAs receive shipment information in advance, allowing them to communicate the final weight via the platform.

Digital Customs Declaration Processing:

The handling and sharing of SB (Sevk Bildirim) number are digitized, removing manual processes between GHAs and Freight Forwarders (FFs). Online screening reports and verification of export Customs declarations through the platform eliminate the need for physical document handling.

IMPORTS FLOW

Making Imports more streamlined

Digitization brings multiple benefits to imports processes:

Modules on Platform



Processes on KPP Platform

- Create/ Attach Shipment (Consume FFM/FWB/FHL)
- ACS to transmit Summary Declaration number for CONSOL shipment to GHA
- ACS to provide verified report of received shipment against Pre-Arrival declaration (VB).
- Submission of Origin documents to Customs.
- Receive updated shipment details in respective agents/ Airline login
- Provision for Airlines & Customs to view and download Segregation report
- Receive, view, download and download Advice of Arrival
- Release of e-Ordino by GHA
- Online Payment of Ordino charges
- Release of CONSOL Ordino by FF to CB/consignee
- Receive Imports Customs Declaration status
- CB filing for Import Customs Declaration which is integrated & available to the GHA
- Verification of Import customs declaration by Customs.
- Customs to release warehouse exit form for Approved Customs Declaration.
- Online verification of Import customs declaration by GHA.
- Payment of storage charges via Payment gateway/ Virtual POS by CB or Consignee
- Download PDF & print of invoice document.(Release order)
- View and print release order document
- View real time status of shipment with date and timestamps for all stakeholders.
- Capability to consume and transmit EDI messages

Digitization of Processes

- Automation of manual verification of Pre-Arrival declaration against received shipments
 - Visibility of Origin documents electronically to Customs
 - Elimination of physical communication for arrival & segregation status.
 - Digitization of segregation report and Advice of Arrival
 - Data exclusivity in stakeholder login
 - Digitization of Ordino process thus elimination trip of Agent to counter
 - Hassle free payments of Ordino charges
 - Elimination of Physical Documents handover by FF to CB
 - Status Updates from Customs
 - Online verification of Import Customs declaration via ACS Portal by GHA
 - Elimination of physical stamping process & reducing processing time.
 - Online verification of Import Customs declaration via KPP Portal by GHA
 - Elimination of physical stamping process & reducing processing time.
- Abbreviations:**
- » GHA - Ground Handling Agent
 - » CB - Customs Broker
 - » FF - Freight Forwarder
 - » FFM - Flight Manifest Message
 - » FWB - Freight Waybill
 - » FHL - Freight House List
 - » POS - Point of Sale
 - » EDI - Electronic Data Interchange



IMPORTS BENEFITS

Pre-Arrival Declaration:

Özet Beyan for consol shipments is digitally provided to Ground Handling Agents (GHAs) through the platform, allowing for the digital verification of received shipments against pre-arrival declarations.

This process includes the digital provision of origin documents to customs, eliminating manual handling.

Customs Verification and Warehouse Exit Document:

Import Customs declarations are verified online via the ACS Portal by GHAs, eradicating the need for physical stamping processes and reducing processing time.

Segregation Report and Arrival Advice:

Physical communication for arrival and segregation processing becomes obsolete as airlines and customs can download and view digitized segregation reports. Additionally, the platform enables the digitized visibility of Advice of Arrival.

Payment of Storage Charges and Release Order:

Online payment of storage charges facilitates a seamless exchange of invoices, while the provision of release orders online eliminates the need for physical copies.

e-Ordino Processing:

The Ordino process undergoes digitization, encompassing release by GHAs and the digitized payment of Ordino charges.

This eliminates the need for physical document handovers by Freight Forwarders (FFs) to Customs Brokers (CBs) and reduces agent trips to counters. Customs declarations are digitally filed by CBs via the portal, accompanied by digital status updates.

Real-Time Shipment Visibility:

Shipment details, including date and timestamps, are accessible in real-time for all stakeholders.

The platform's capability to consume and transmit Electronic Data Interchange (EDI) messages ensures efficient communication across the logistics process, contributing to a more agile and streamlined operational landscape.

ACS - GLOBAL DEPLOYMENT

Global Implementation Experience and Benefits

Numerous airports worldwide have embraced community solutions, fostering collaboration with service providers. Examples include Atlanta International Airport with Swissport, JFK International Airport with WFS, and several airports in India such as Mumbai, Bangalore, and Hyderabad. Bangkok Airport and Sharjah Airport in the UAE are also part of this global trend. Ongoing or committed implementations are evident in airports like Atlanta, Miami, Boston, Chicago, Philadelphia, and Alaska in the US, along with Dubai partnering with Dnata in the UAE. Airlines, including Cathay Pacific, and associations like ACAAI in India, have implemented similar programs. The substantial benefits of these implementations include cost savings of approximately \$200 per Air Waybill (AWB) in high-cost countries like the US and \$60 per AWB in low-cost countries such as India. A frontrunner in this space, Kale Logistics, leads the way in providing digital solutions for air cargo and maritime ports on a global scale.



A tall, modern airport control tower with a red-lit interior and a glass-enclosed top section, set against a twilight sky. The tower is illuminated from within, with the red light visible through the perforated facade.

İSTANBUL AIRPORT CARGO COMMUNITY

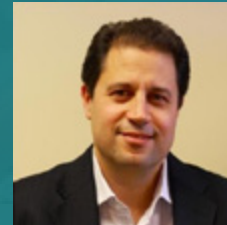
Istanbul Airport is at the forefront of implementing Turkey's inaugural air cargo community platform, marking a significant milestone. Commencing three years ago with the conceptualization of a process model, the partnership with **TroyNet and Kale Logistics Solutions** was officially solidified in August 2023. The initiative involved extensive consultations with freight forwarders, ground handling companies, airlines, customs brokers, customs, and trucking firms to meticulously map out existing air cargo import and export procedures, garnering stakeholder consensus.

Newly developed processes, validated by stakeholders last year, form the foundation for the subsequent integration of global freight forwarders, airlines, and ground handling companies via ASI exchange. Leveraging the connectivity established in previous global implementations, the platform aims to enhance efficiency and transparency in air cargo operations.

As the project progresses, comprehensive training sessions for Istanbul Airport's Cargo Community stakeholders and a pilot operation will precede the full-scale launch scheduled for **June 2024**. The platform promises to expedite and streamline air cargo processes, fostering quicker, cost-effective, transparent, and secure shipments with digital capabilities. Beyond time and cost benefits, the initiative anticipates increased asset utilization, aligning with global best practices, optimizing resources such as trucks, ground handling docks, and warehouses for enhanced logistics performance throughout the country.



REVOLUTIONIZING IMPORTS AND EXPORTS



Dr. Emre Serpen

Author - TroyNet CEO

Dr. Emre Serpen a seasoned industry expert with over 40 years of experience specialises in advising and executing strategy, transformation and privatisation programs for aviation logistics and transportation companies worldwide over 60 countries. As a former Air cargo executive he successfully implemented digitisation programs achieving lead time reductions and productivity improvements.