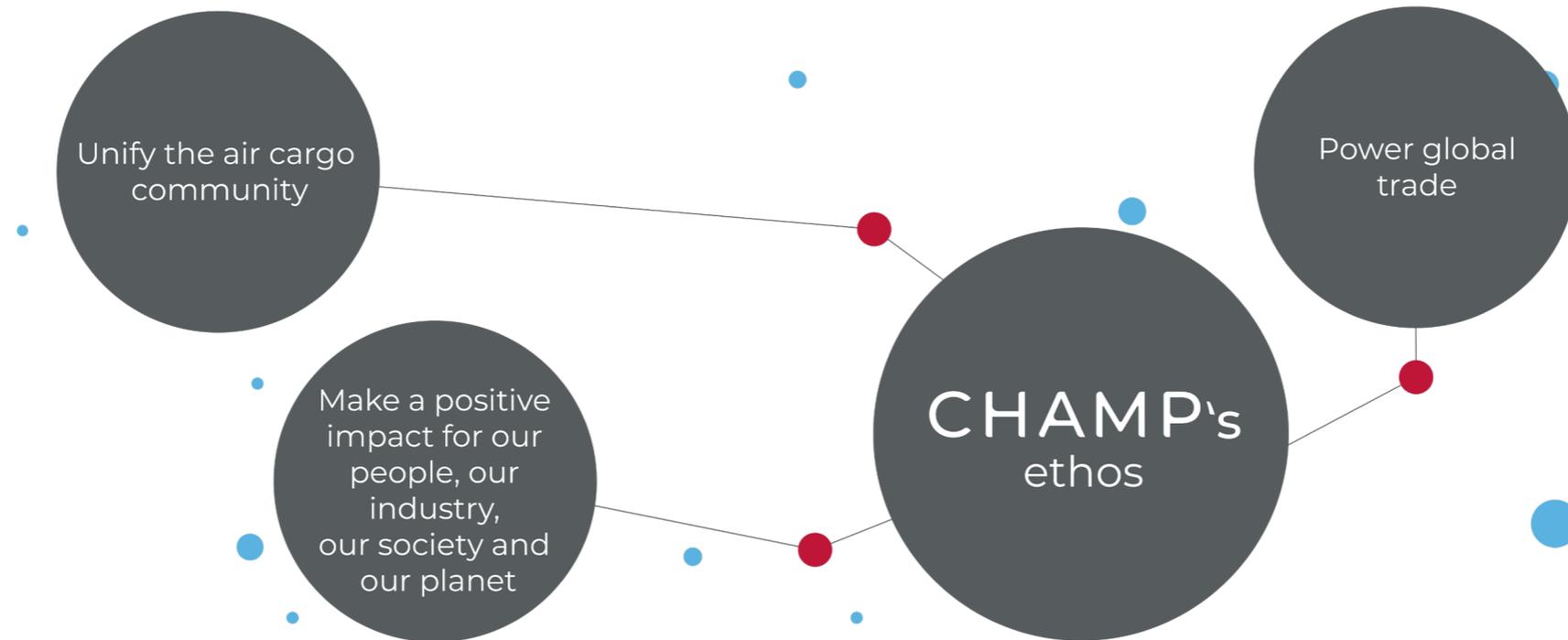




# CHAMP Corporate Brochure

**Air Cargo Reimagined**  
Open • Collaborative • Innovative

[www.champ.aero](http://www.champ.aero)



## CHAMP - Dedicated to air cargo and serving the largest community for 17 years

CHAMP's sole focus and vision is and has always been serving the air cargo community and to make air cargo simpler, more efficient and equipped for the future.

Together this translates into our tagline: **Air Cargo Reimagined. Open • Collaborative • Innovative**

The CHAMP brand is over 17 years old, with technological advancements spanning over three decades. It is wholly-owned by SITA, a key player in global air transport. CHAMP serves the largest air cargo community of Airlines and GSAs, GHAs, and Freight Forwarders. CHAMP spearheads innovation & co-creation together with customers for continuous improvement in services.

# Providing services across the entire air cargo supply chain

Serving the air cargo community with three unique pillars in an Open, Collaborative, and Innovative way.

The logo for CHAMP Cargo Management features the word "CHAMP" in a bold, black, sans-serif font. Below it is a horizontal orange line, and underneath that, the words "Cargo Management" are written in a smaller, orange, sans-serif font. The background is a light gray with a soft orange-to-white gradient on the right side.

## CHAMP

Cargo Management

The logo for CHAMP eCargo features the word "CHAMP" in a bold, black, sans-serif font. Below it is a horizontal teal line, and underneath that, the word "eCargo" is written in a smaller, teal, sans-serif font. The background is a light gray with a soft teal-to-white gradient on the right side.

## CHAMP

eCargo

The logo for CHAMP Insights features the word "CHAMP" in a bold, black, sans-serif font. Below it is a horizontal purple line, and underneath that, the word "Insights" is written in a smaller, purple, sans-serif font. The background is a light gray with a soft purple-to-white gradient on the right side.

## CHAMP

Insights

Providing end-to-end control over commercial, operational, and revenue accounting processes.

Built on an open cargo platform providing access to limitless enrichment opportunities through APIs.

Providing reliable access to the largest air cargo community, efficient and accurate communications to airlines, forwarders, and regulatory authorities

Leveraging data into beneficial visuals to gain real-time insights that can help streamline your operational processes and help optimize business strategies.

# Open • Collaborative • Innovative

*Being Open in air cargo*



Being technologically and culturally open means engaging with our community in a transparent manner. CHAMP solutions provide the maximum integrability with the customers' internal systems, with our customers' partners and their own customers.

## **API**

APIs offer near limitless opportunities to create more value for you and your customers in a highly agile and efficient way. Portals, likewise, provide an easy and cost-effective manner to provide additional functionalities to your existing systems quickly without the need of time-consuming deployments.

## **API Gateway**

Resources for such technologies are openly available on CHAMP's API gateway <https://developer.champ.aero/> which enables easy integration between

Cargospot and other applications, such as CRM applications (e.g. Salesforce) or enriching functionality within Cargospot.

Extend your reach via easy access to Cargo Marketplaces, including cargo.one, CargoAI, Webcargo.

## **API Partner Program**

CHAMP also operates an API Partner Program inviting industry partners to develop apps and tailor-made solutions for the Cargospot community.

## **Customer feedback**

Beyond the technical openness, CHAMP also strives for open and transparent engagement with its clients and invites its customer base for feedback via an annual Net Promoter Score Survey (NPS).

# Open • Collaborative • Innovative

*Collaborating with the CHAMP Community*



Thanks to its long service history and broad portfolio, CHAMP has established the largest air cargo community with more than 200 airlines and GHAs, GSAs and 3,000 freight forwarders.

## **Associations & Partners**

CHAMP regularly engages with global and regional industry associations, like IATA, TIACA and Cargo iQ and actively participates in taskforce meetings, workshops and industry events for the advancement of the air cargo supply chain.

Furthermore, we frequently explore opportunities with service providers such as PayCargo and CargoAI to provide value for our community and grow the air cargo and CHAMP ecosystem.

## **Customer engagement**

The success of our customers in their digitalization strategy is very important to us. To make sure our clients can take advantage of our service in the best way possible, CHAMP offers several engagements on a regular basis:

- CHAMP Customer Summit
- Competency Centers
- Webinars
- CHAMP Academy: Sophisticated online learning for CHAMP's portfolio available 24/7

## **API Partner Program**

Collaboration through our API Partner Program expedites the development of value adding solutions for the Cargospot community.

# Open • Collaborative • Innovative

*Innovations for improved efficiencies*



Technology is moving in an ever-rapid pace and CHAMP continues to monitor the innovation space to determine what new technologies can be applied to air cargo processes to improve efficiencies and new value services.

## **Innovation Lab**

Innovation can come from all areas. This is why we collaborate with startups from all sectors to bring in the latest and greatest technologies into the fold.

## **Hackathons**

CHAMP flexes its developing muscles to progress CHAMP's sustainability commitments that should not be overlooked.

## **Collaborating with our partners**

The creation process is not only followed internally. CHAMP collaborates with its partners to ensure its products are as

valuable as possible for its customers.

## **Innovation Trend Radar**

CHAMP daily follows around a 100 trends by monitoring, news, industry and societal trends, and industry and customer discussions. Every quarter we summarize their evolution in our Innovation Trend Radar. This enables CHAMP and the industry to keep an eye on the most imminent developments to meet tomorrow's challenges.

We organize the trend radar on 2 axes, one to display which aspect of the air cargo supply chain it relates to the most. It is about the physical flow of goods, documentation or the experience of the customers/workers. The second axis represents the maturity of the trend.

# Continuing the digitalization of our industry



CHAMP strives to enrich the air cargo ecosystem with further applications and technologies to ensure our industry will have the right tools and processes to meet future demands.

The benefit of digitalization is to stay competitive. By embracing the latest technologies, the pace of advancement quickens and opens more business opportunities.

A few recent examples of advancements in the digitalization of air cargo:



**Cargospot Revenue Monitor** provides the most accurate and up-to-date data analysis and visualization, showcasing trends, forecasts, and comparisons with filtering and slicing of data.

**Cargospot Mobile** is used in concert with CHAMP's Cargospot Handling system and is available for a range of iOS and Android mobile and tablet devices. The smart technologies provide reliable connectivity thanks to seamless switching between Wi-Fi and 3G/4G/5G and simplify data capture through



touch, swipe and drag drop actions. This extends its usage across the warehouse and handling business. Providing ease of use, control and order to warehouse operations, from dock to tarmac.

**Traxon Premium Tracking** enables high visibility with a single data-sharing point for all parties involved - and utilizes the latest QR technologies to offer an app-less browser based experience.

“With Cargospot APIs, we are able to offer our clients a 24/7 fully digital booking experience for price, capacity, and shipment visibility, thus increasing our digital sales by double-digits week-on-week.”

- TAP Cargo



JAPAN AIRLINES



swissport

sata

DHL



TAP AIR CARGO  
Everything Delivered

DELTA

WFS  
Worldwide Flight Services

Ethiopian  
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Lufthansa Cargo

AIRFRANCE KLM  
Martinair CARGO

AGI ALLIANCE  
GROUND

AIR CANADA

## Customers and Partners

CHAMP is trusted by airlines, handlers, GSAs, freight forwarders and shippers around the world. **Our community consists of over 200 airlines, GSAs and GHAs, and 3,000 Forwarders worldwide.**

We pride ourselves in our community and collaborative spirit. Therefore, we value the work we accomplish with our partners in all areas of technology and within the air cargo supply chain. It is with their support that CHAMP can make things possible. Some of our trusted partners include:



CARGO*iQ*  
Driving supply chain quality for 25 years

CargoAi

GLS

PayCargo®

# The newest CHAMP technologies

CHAMP continually evolves its existing and new service offerings to meet the ever-changing needs of the air cargo community. Below are a few of the newest and latest solutions that can lead to optimized operations and business strategies.



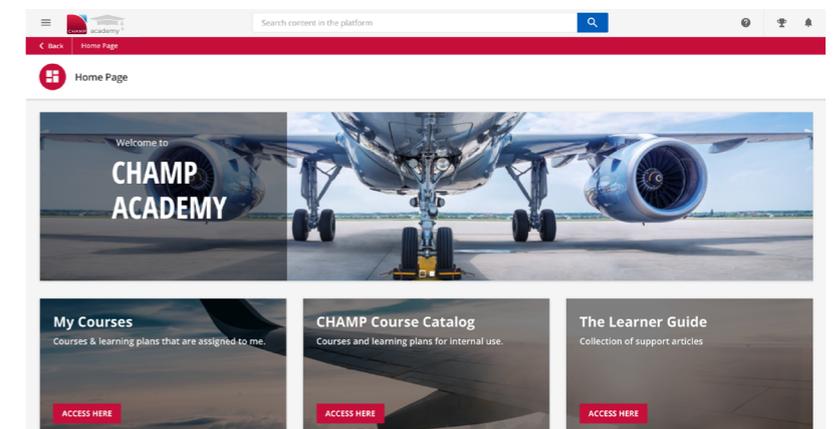
## CHAMP MarketAnalytics

Pulling data from over 80 leading industry players, our powerful service gives you information through dashboards that show your performance and opportunities compared to the market.



## CHAMP Academy

Being committed to developing powerful solutions to enhance operational efficiency in the air cargo supply chain, CHAMP's Academy is an innovative catalog of courses delivered through a state-of-the-art e-learning platform currently offering training for CHAMP services.





## About CHAMP

**CHAMP** serves customers in over **100 countries** through **7 offices** around the world.

With over **400 employees** from **40 countries**, speaking over **30 languages** - **CHAMP** is uniquely diverse. Our globally minded staff works with clients and vendors from around the world in London, Zürich, Manila, Atlanta, Singapore, and our Headquarters in the Grand Duchy of Luxembourg.

# CSR / Corporate Initiatives



## Sustainability

CHAMP embraces technologies and innovations that bring efficiency and increased performance to the entire air cargo supply chain. As a global IT company, CHAMP supplies the tools that facilitate efficiency - like reducing fuel consumption by measuring emissions.

## TIACA Air Cargo Sustainability Program

CHAMP is proud to have partnered with The International Air Cargo Association (TIACA) to have launched the first-ever Air Cargo Sustainability program and Award. The long-term partnership's main objective is to generate ideas and appreciate and stimulate sustainability initiatives in the air cargo sector.

## Philippine School

CHAMP partners with Philippines Luxembourg Society (PLS), a.s.b.l, a non-governmental organization based in Luxembourg, with the aim of supporting the education of disadvantaged children in identified poor communities in the Philippines. PLS also provides humanitarian aid during natural catastrophes. In building a school, CHAMP and PLS combine their donations and have identified Philam Foundation, Inc. (PFI) as their partner in such endeavors.



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