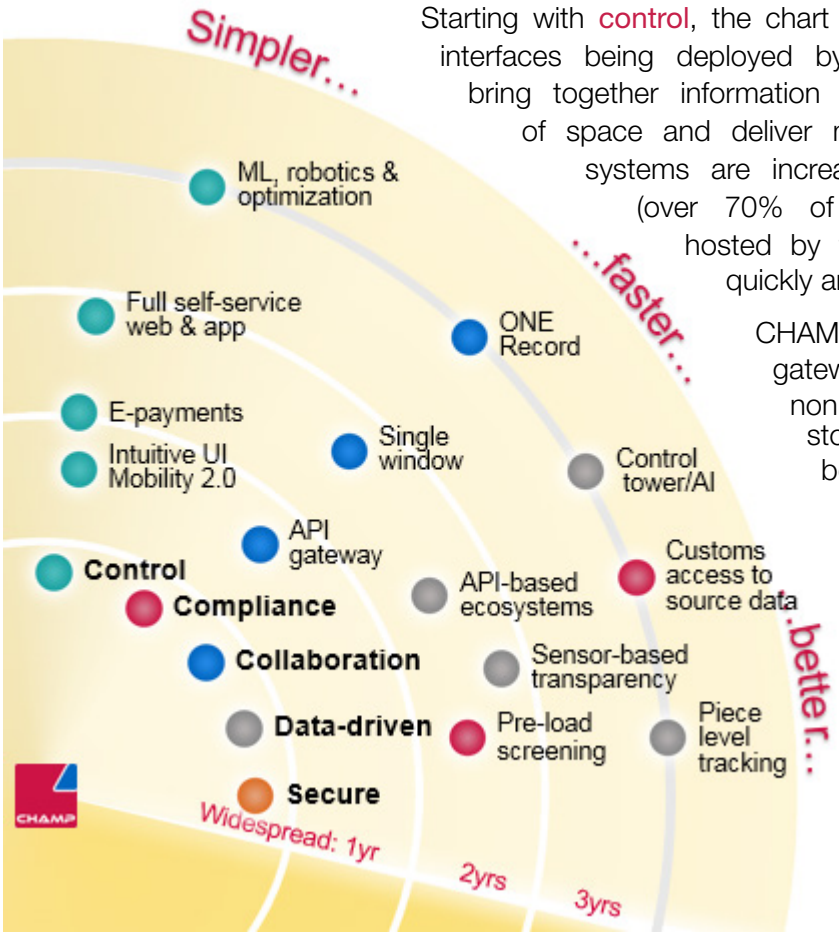
What's on the CHAMP radar?

Christopher Shawdon, Head of Business Development

Over 1,500 air cargo professionals attended the recent TIACA Air Cargo Forum in Toronto. CHAMP's CEO, Arnaud Lambert, was part of the opening panel which discussed Digital Transformation. On day two, Christopher Shawdon, Head of Business Development, talked about air cargo's value proposition through a radar image.

The radar image shows key groups of technology changes that will impact air cargo's value proposition through simplicity, speed or improvement. It groups changes by color, indicates their value and shows when adoption might be widespread.



Starting with control, the chart highlights the new set of web-based user interfaces being deployed by CHAMP and other companies. Those bring together information in new ways to help make better use of space and deliver more expedited and secure services. As systems are increasingly hosted and updated by vendors (over 70% of CHAMP management applications are hosted by the company), those are being deployed quickly and cost-effectively.

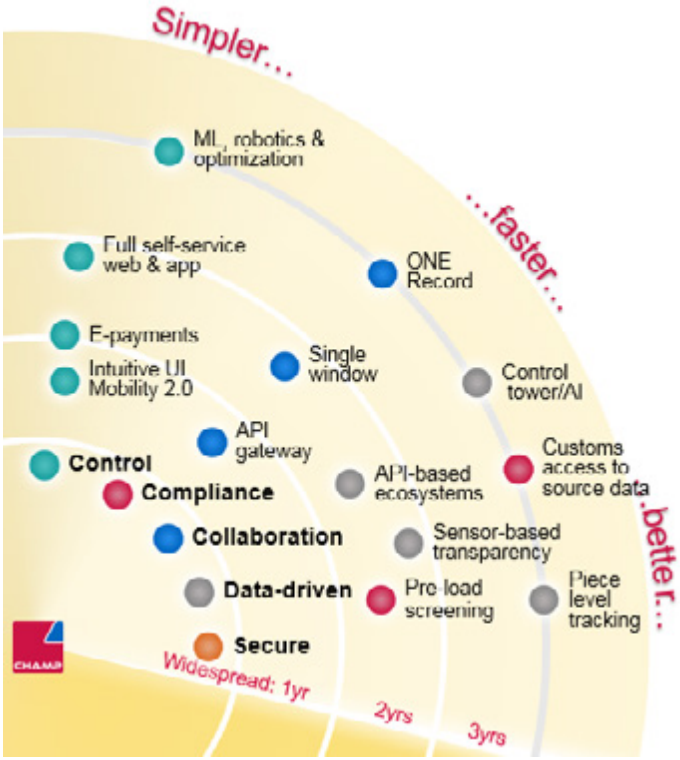
CHAMP is integrating with new payment gateways that simplify the collection of non-transport charges like warehouse storage. An example is the new integration between Cargospot and PayCargo.

Over the next two years, CHAMP expects completely new apps that will change how air cargo is processed. An example is the new Cargospot Mobile app for ground handlers. It frees operators from a personal computer so that they can do their work close to customers and shipments. Innovations today such as machine learning, warehouse robotics and optimization will become mainstream, especially for users of hosted services.

As well as speed, air cargo offers security. A key compliance change is the pre-load screening of some shipments which, in turn, drives the need for early and accurate information. The promise is fewer delays and greater security and, once the early trials have proved their value, CHAMP sees them being scaled up quickly. Air cargo can deliver greater value if it can help customs organizations to see into shippers' systems for key information, rather than having it pass between multiple stakeholders. IATA's ONE

Record initiative shows how that can happen. For shippers, that secure and fast air cargo delivery will completely change air cargo's value proposition, just as online retail has for consumers.

Air cargo offers more flexibility than highly integrated transport providers but must collaborate to more readily deliver the transparency that shippers expect.



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Many local airports and ports are bringing transport providers and regulators together in Single Window initiatives to make theirs a more attractive one to do business with. They are innovating with new data flows to match local needs and without waiting for the global initiatives like IATA's ONE Record.

Application Program Interfaces (APIs) are another powerful way to connect systems and share data. CHAMP's APIs are used by traditional service providers in innovative ways. One example is how CHAMP's AWB-to-PDF API is being used by an airline to get a copy of every AWB into its document management system. But CHAMP sees the greatest adoption of our APIs by new data-driven companies that collate and drive information through powerful algorithms to deliver new insights.

Big organizations too are becoming data-driven, particularly by using sensors to track shipments, ULDs and mail bags. Low energy Bluetooth readers are widely used today to track in warehouses and airports and more powerful devices can track through to the consignee. What is key is that this air cargo Internet of Things, is starting to create massive amounts of data which can be used, refined and mined to deliver new and enhanced services, both within and across organizations.

Whether driven by traditional or new organizations, technology is helping to change air cargo's value proposition.