



Expand your services with APIs

Evolve your customer experience
with the latest innovations

The webinar will start soon





WEBINAR



Welcome

A CHAMP webinar

Expand your services with APIs

Housekeeping



Duration

Total duration of the webinar will be around 45 minutes



Presented data

All data shown during the presentation is fictitious



Poll

We would like to engage with and learn from you



Recording

A recording will be distributed after the webinar



Questions

Everybody is on mute - for questions please use the webinar tool



Follow up

We would be happy to organize an exclusive call with our specialists

Today's Agenda

○ ○ ○

- ✓ **Welcome**
Before we kick off some housekeeping items
- ✓ **Introduction**
Introduction of the panelists
- ✓ **Looking back in history**
Accelerating collaboration
- ✓ **TAP Air Cargo's digital solutions**
The TAP API Library for customers
- ✓ **Where will we be in 10 years?**
A conversation on firsthand experience
- ✓ **The bigger picture**
Invitation for startups – creating value
- ✓ **Key takeaways**
A summary of the webinar

Thank you & Follow up





Moderator



Bart Jan Haasbeek

Global Events &
Engagement Manager



The Team

Panelists



Isha Knight
Sales & Account Manager



Rita Rosário Garcia
Product & Services Director



Shahzad Aslam
VP Cargo Management



Magali Beauregard
Chief Commercial Officer





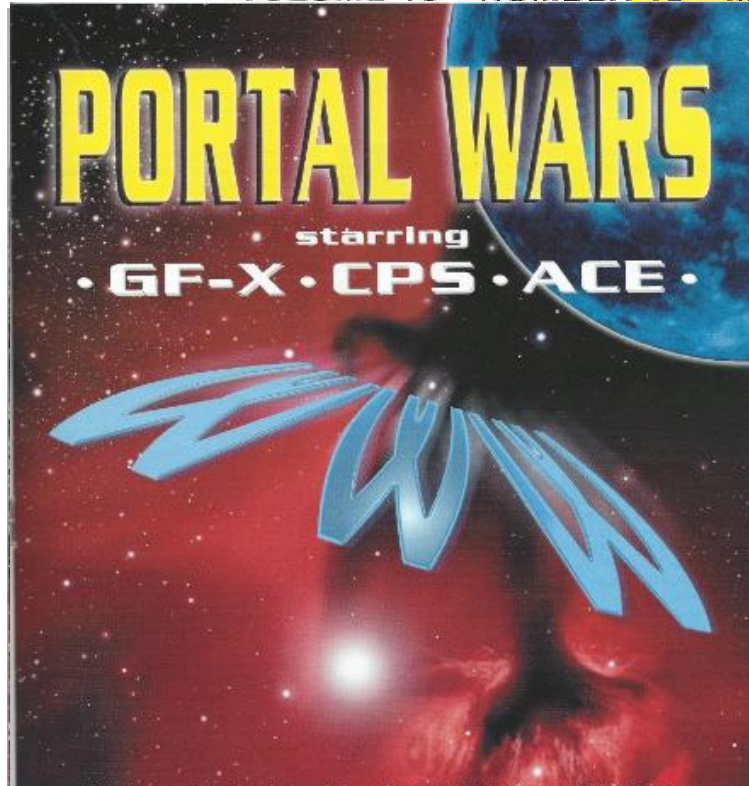
ISHA
KNIGHT

CHAMP Cargosystems

Sales Account
Manager

Looking back in history

VOLUME 18 - NUMBER 13 - MAY 2003



2003

2021



Widespread use of APIs across all industries.



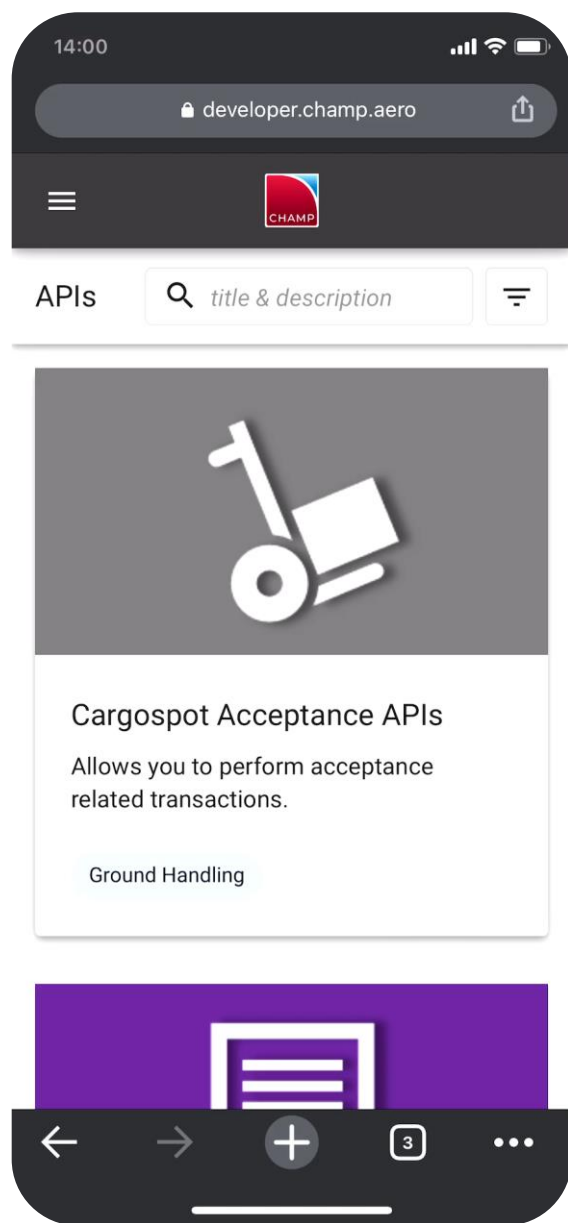
The voice of the GSSAs, "embrace new technologies quickly"



CargoAI's call to accelerate the API standardization & strategy beyond peer-to-peer exclusive connections.

The dot.com boom may already be a distant memory for many industries, but in air cargo the internet age has just arrived. Soon, there will be three online booking platforms competing for business.





Great increase of number of APIs

Expanded library
Interact with the different
APIs that we offer

Customer integration

Airlines and
Ground handlers



Accelerating collaboration

Wider partner integration





RITA GARCIA

TAP Air Cargo

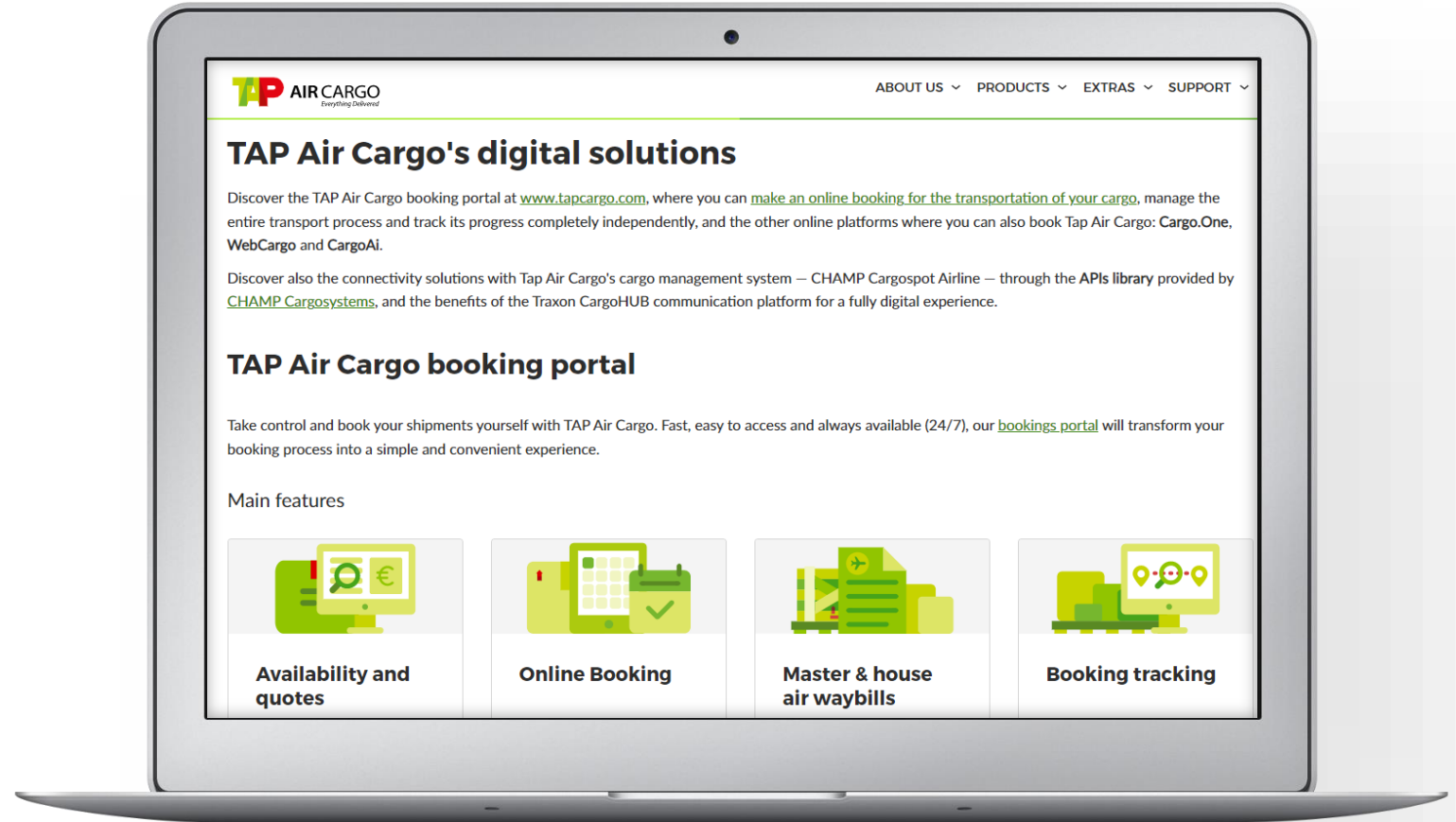


Product & Services
Director

TAP Air Cargo's digital solutions

CargoAi

Request quotations, e-booking (which reaches TAP Air Cargo through APIs), track & trace, complete and real-time visibility of the cargo capacity, as well as a CO2 calculator that allows you to monitor your environmental footprint.



Online booking and support

Schedules & quotes;
Create, update and cancel bookings; Track & Trace

Direct connectivity to TP through API integration

API Library from CHAMP's Cargospot available to all customers and partners for sales, operations and payments

E-freight

Digitize the cargo transport documentation through our connectivity solutions.

API library: 8
exclusive API's

An easy and reliable
integration solution

Public documentation at
CHAMP developer portal

Cargospot Create Booking

Allows creation of a booking

Cargospot Get Flight Capacity

Provides the cargo capacity details for one or more flights

Cargospot Availability & Price

Provides a list of available flights and the applicable price for a specific origin and destination

Cargospot Update Booking

Allows details related to an individual booking to be updated

Cargospot Cancel Booking

Allows cancellation of a booking

Cargospot Track and Trace

Allows access to track and trace information for an air waybill

Cargospot Retrieve Booking Details

Allows retrieval of the details for a specific booking

Cargospot Retrieve Booking List

Allows retrieval of a list of bookings for a given search criteria




Shippers



Origin Freight Forwarders



Ground Handler



Carrier



Ground Handler



Destination Freight Forwarders



Consignees



Poll

We would like your opinion





MAGALI BEAUREGARD

CargoAI

CargoAi

Chief Commercial
Officer

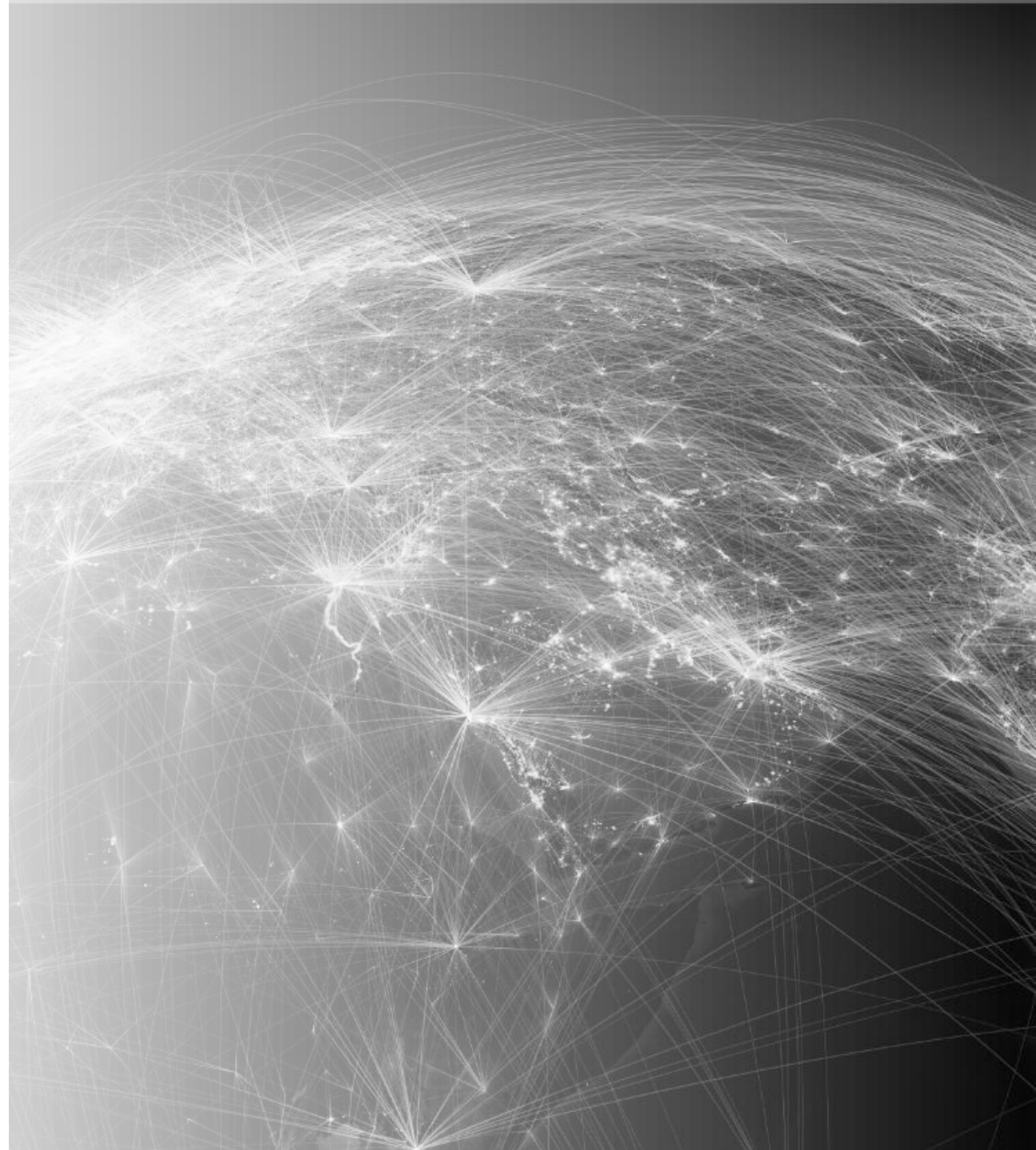
Welcome to the future of Air Cargo

CHAMP webinar
07.02.2023

Expand your service with APIs



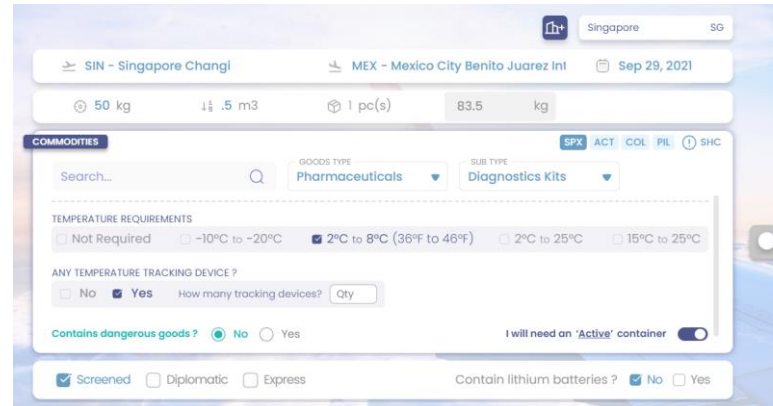
CargoAi



CargoAi is a tech company digitizing processes in Air Cargo

Solutions for Forwarders | Airlines & GSAs | TMS & other IT players

member of



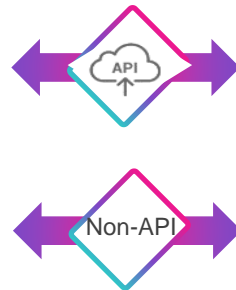
eBooking Suite

Sustainability Suite

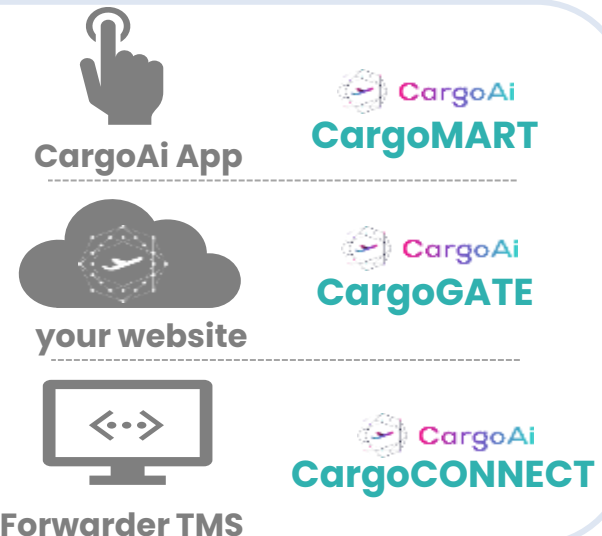
Business Intelligence Suite



Airline or GSA
ERP Systems

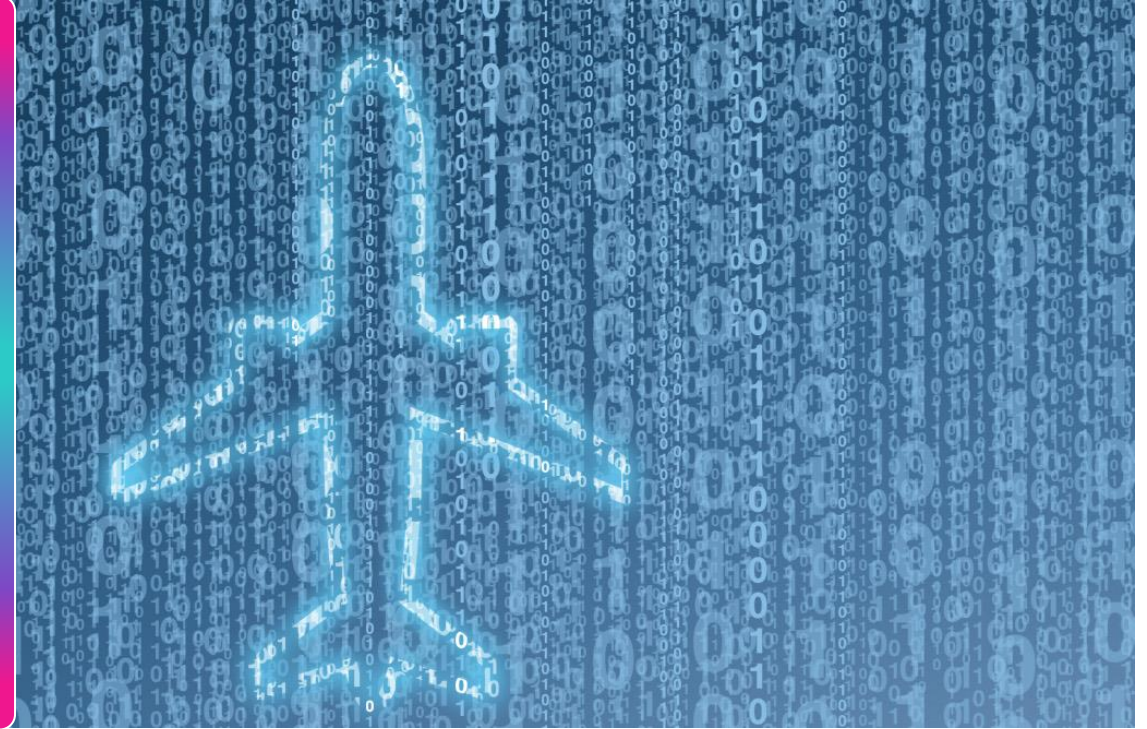


CargoAi backend
*No mark-up is being added
to any of the rates*





Recalibration of companies around Environmental, Social & Governance (ESG) priorities



Distribution ecosystem enabled & more real intelligence unlocked

A look into the future at horizon ~2030?

Call to action 2023 [in this (continued..) plumbing phase]

01

Leverage CHAMP x CargoAi pre-integration and accelerate your API strategy with key concepts of **standardization** & **ecosystem enablement**

02

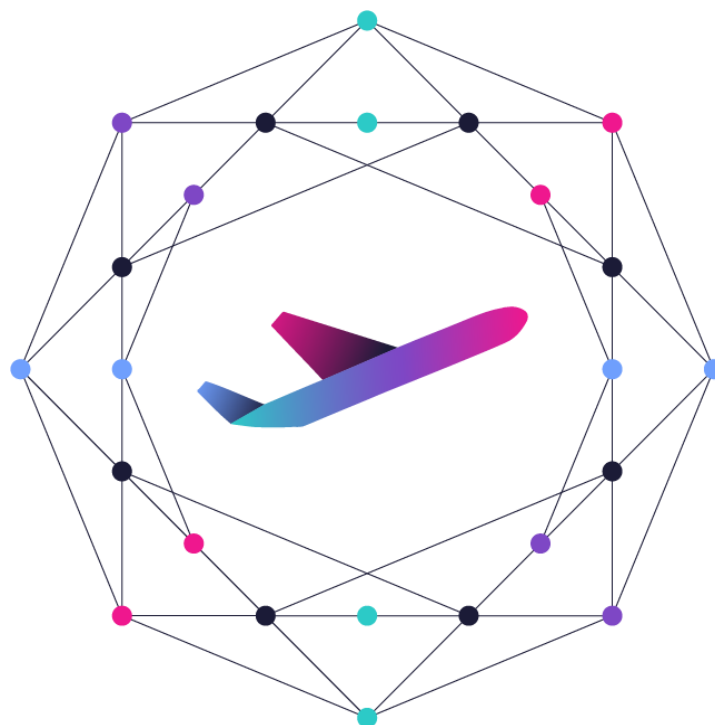
Continue to **Build bridges** between **Tech & Business** teams

03

Embrace **SAAS and API Hub solutions to revitalise** your core business:

- expose your product & increase pressure in your system
- positively impact revenue and costs
- leverage market(ing) reach (markets, languages, 3rd parties...)





Thank you.

Magali Beauregard
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www.cargoai.co



CargoAi



[@cargoai.co](https://www.facebook.com/cargoai.co)



[@cargoai](https://twitter.com/cargoai)

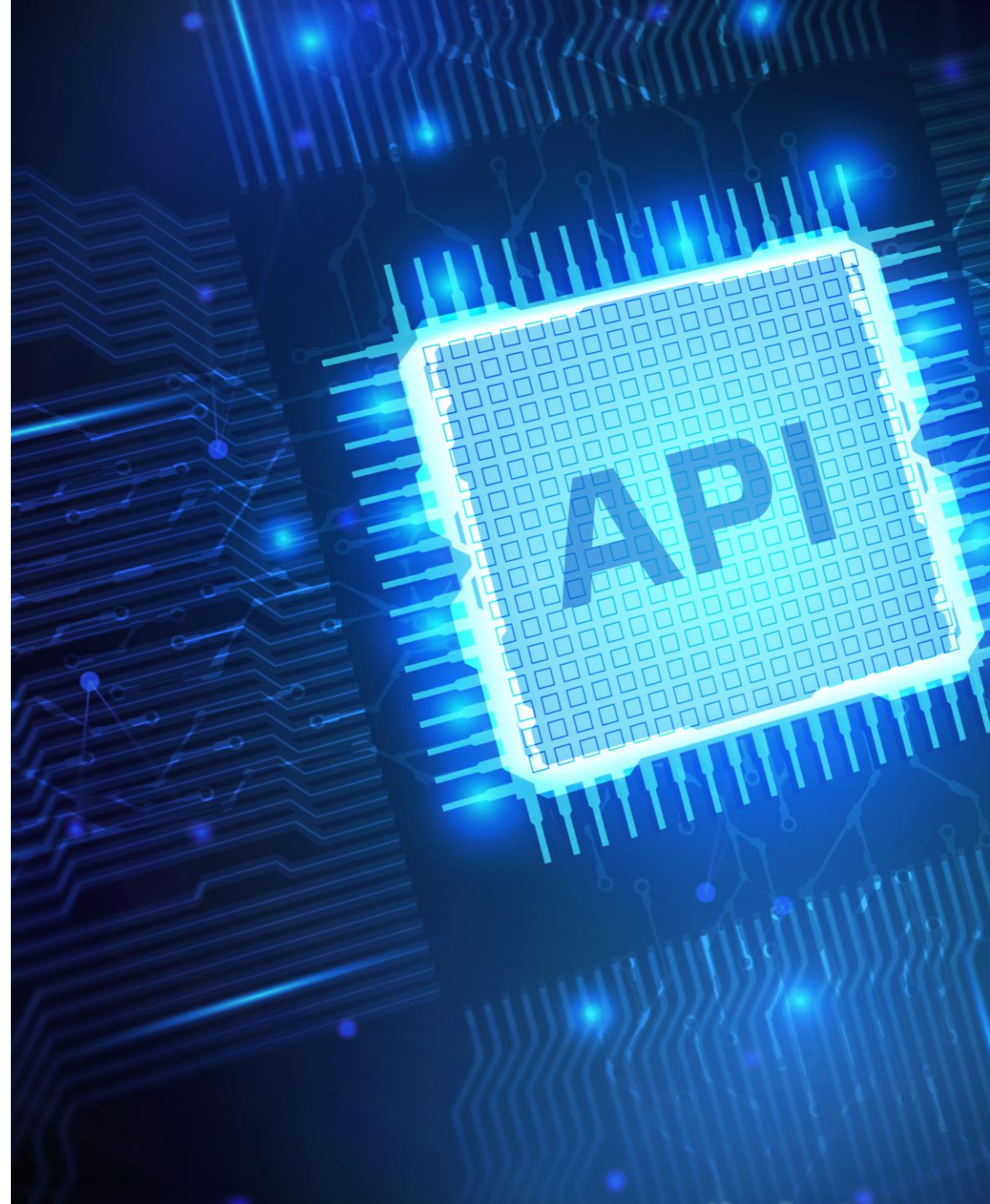


SHAZ
ASLAM

CHAMP Cargosystems

VP Cargo Management
Portfolio

The bigger picture



API integrations

Use cases



Use case one

Connect with Forwarders & Shippers

Forwarders and shippers can utilize these APIs to integrate with Cargospot directly.



Use case two

Richer services via your own website

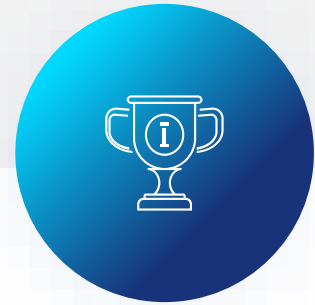
Leverage these APIs through your own branded portal, allowing your customers create bookings; check availability etc.



Use case three

Feed inhouse IT systems

Integrate with your internal IT systems. These could be for a variety of use cases.



Use case four

Digital bookings via marketplaces

Connect with marketplaces to expose your capacity and receive online bookings.

Growing partner network



Partners find it easy to integrate with CHAMP.



Move between clients
API key change only.



Network benefit
for customers and partners.

Airblox



CargoAi



A conversation

on firsthand experience.

"The existing pre-integration between CargoAi and CHAMP's Cargospot system was a strong accelerator when it came to connecting Caribbean Airlines Cargo to our marketplace and API Suite,"



CargoAi

"CHAMP APIs simply work well and efficiently. Leveraging CHAMP API provided us and our clients with much Additional value. "



TAP AIR CARGO
Everything Delivered

"CHAMP's API service offering is a constant work in progress, attracting the latest services from across the air cargo supply chain. The potential is vast and expansive."



"APIs not only plugs the gaps between your systems but can also be used to revolutionize how you interact and serve your customers."



Summary



- A quick look back into history
- The CHAMP expanding API Library



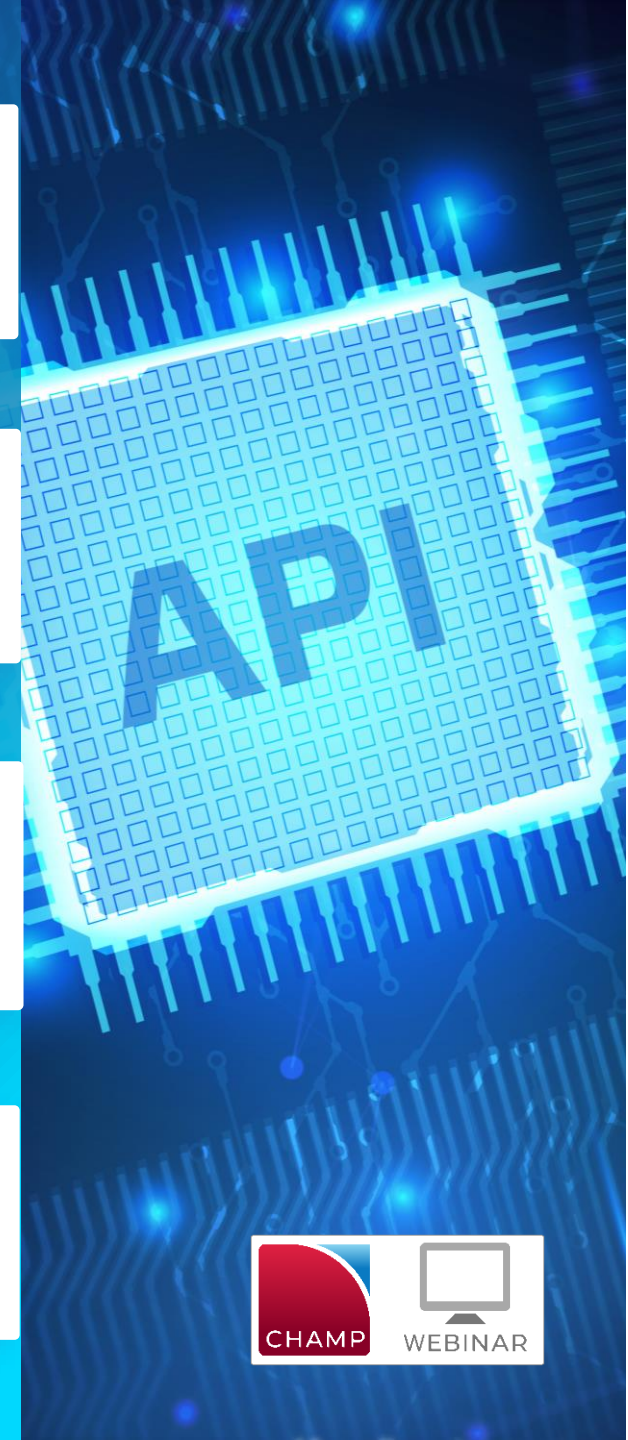
- Direct connectivity to TP through API integration, of 8 exclusive APIs.
- Emphasizing the CHAMP easy and reliable integration solutions



- Welcomed us into a look into the future of Air Cargo
- Call to action to Embrace SAAS and API Hub solutions



- The bigger picture: Creating value, innovate faster and use cases.
- Growing partner networks; Startups and Sandboxes



Thank you for your attention and if you have any questions,
we'll be happy to answer them verbally and per script

...

Thank
you

For additional information please contact:

CHAMP Marketing marketing@champ.aero

or

Visit the CHAMP website: www.champ.aero



CargoAi



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