



# Connected Thinking for the Air Cargo Community



#### CHAMP

Cargosystems' mission is to shape tomorrow's world of integrated air cargo logistics to be simpler, faster, better.

# CHA

# Welcome to CHAMP Cargosystems

Global outsourcing, the need for full supply chain visibility and collaboration, big data, cloud computing and mobile solutions are changing the way people do business. The air cargo industry continues to evolve but is in the midst of significant economic volatility. What is clear is that change is necessary and that it requires investment.

The foundation of successful industry change remains effective use of IT. There has been a lot of talk about full automation and the removal of paper processes, with a number of companies making the necessary investments. However, overall progress across the industry has been slow.

The air cargo business is a community and at the heart of this community are people – people who are passionate about air cargo and servicing their customers. At CHAMP Cargosystems we share this passion. We have been at the forefront of delivering IT solutions within the air cargo industry for over 30 years.

All participants, whether they are shippers, forwarders, GHA, GSA, airlines, customs,

legislators or IT service providers, need to mesh seamlessly to facilitate the secure, cost-efficient and time sensitive transport of freight. Timely and accurate flow of information parallel to the physical flow of goods is essential for successful, cost effective processes and customer satisfaction.

At CHAMP Cargosystems we believe in being an active part of our community. For us it is about Connected Thinking for the Air Cargo Community.



Chris McDermott  
CEO, CHAMP Cargosystems





# The CHAM

Connected thinking for  
the air cargo community

As a leading supplier of information  
throughout the air cargo  
community, our mission  
is to help air cargo organizations

As a leading supplier of integrated IT solutions throughout the air cargo supply chain, our mission is to help air cargo organizations achieve their business objectives by digitalization and harnessing powerful data and market insights to drive efficiencies that will grow their businesses.

Commitment to continuous improvement for our community

CHAMP is headquartered in Luxembourg with offices in London, Zurich, Manila, and Frankfurt/Main. A joint venture between SITA and Cargolux Airlines (Cargolux) CHAMP Cargosystems is jointly owned by SITA and Cargolux.

CHAMP offers CHAMP Academy, an innovative catalog of courses that helps customers maximize CHAMP solution capabilities and ongoing learning. This allows airlines, forwarders, GHAs and GSAs to offer trainings to their staff and expand employee knowledge. It offers product training, retraining, and certification in the form of blended learning, which is a combination of e-learning and flipped classroom session.



Also, CHAMP meets its customers at a biennial summit to discuss the development roadmap and seek input from our broader customer community. The event takes place in a different country and host city away from your usual day-to-day operations to facilitate the exchange of news and developments in a friendly and relaxed environment



# All Signs Point to Growth

CHAMP Cargosystems was founded in Luxembourg in 2004 as a 100% subsidiary of Cargolux Airlines. In January 2005, CHAMP was merged with SITA Cargo (UK) Ltd with SITA becoming a majority shareholder of the company (51%).

CHAMP created a new subsidiary company, CHAMP Forwarding Systems SA. The new company offers the proven Logitude Software as a Service (SaaS) platform focused on the small and medium size forwarder community.

In November 2011, we took over Traxon Europe, a provider of leading-edge electronic communication solutions.

Only three years later, we acquired Softair AG and the acclaimed Cargospot portfolio. The company expanded rapidly and in 2010 opened a development center and operational office in the Philippines.

CHAMP now offers the most comprehensive range of integrated IT solutions and distribution services for the global air cargo industry from one source. 500+ people are working for CHAMP all over the world. We provide global solutions delivered locally to you.

## Sustainability

Sustainability is a subject often considered in the development of corporate responsibility. That should be no different for air cargo. CHAMP Cargosystems' mission fits this purpose like a glove. Indeed, sustainability is one of the pillars of CHAMP's strategic plan and is focused on ensuring the industry looks seriously at its environmental impact.

CHAMP embraces technologies and innovation that accelerate the evolution of air cargo and bring efficiency and increased performance across the entire air cargo supply chain – these efficiencies not only mean reduced fuel consumption but also bring benefits to a business' bottom line. CHAMP aims to define and implement strategies for achieving positive and substantial results in Optimizing our Environmental Footprint (OEF) and minimizing logistics-related emissions or waste.

## TIACA Air Cargo Sustainability Program

In 2019, CHAMP was proud to partner with The International Air Cargo Association (TIACA) to launch 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.

TIACA and CHAMP works with members, partners, and industry representatives to establish a common vision on sustainability. Together they will develop, promote, and support several campaigns to tackle challenges connected to the three pillars of Sustainability: environment, economic and social.

# Digitalizing the supply chain

## Innovators and thought leaders

Our approach is community driven and customer focused. Working in continuous collaboration with forward thinking professionals, we combine our IT expertise with a deep knowledge of the air cargo business. The result is a range of solutions designed to help you run your business in smarter, more responsive, more cost-efficient ways.

## Providing tools required for transitioning to a digital world

Digitalization not only brings great automation and efficiencies, but also produce an enormous amount of data that can be analyzed in infinite ways to produce insights that can be immeasurably beneficial. These insights can target the most efficient routes, where to move resources, and even identify lucrative markets.

## Delivering value

In a rapidly changing world, having the most up to date information is paramount for making business decisions for moving forward. As technologies change, so will shippers' and consignees' demands - further driving the need for enhancements in reliability, visibility, and traceability - and overall speed and synchronization of the end-to-end air cargo supply chain.

Being a global IT provider, CHAMP is here to guide you through that process and harness that data. We can help you transition to a totally e-enabled world that transforms your business. CHAMP works together with all stakeholders in the air cargo supply chain to continue to meet all these requirements amicably.



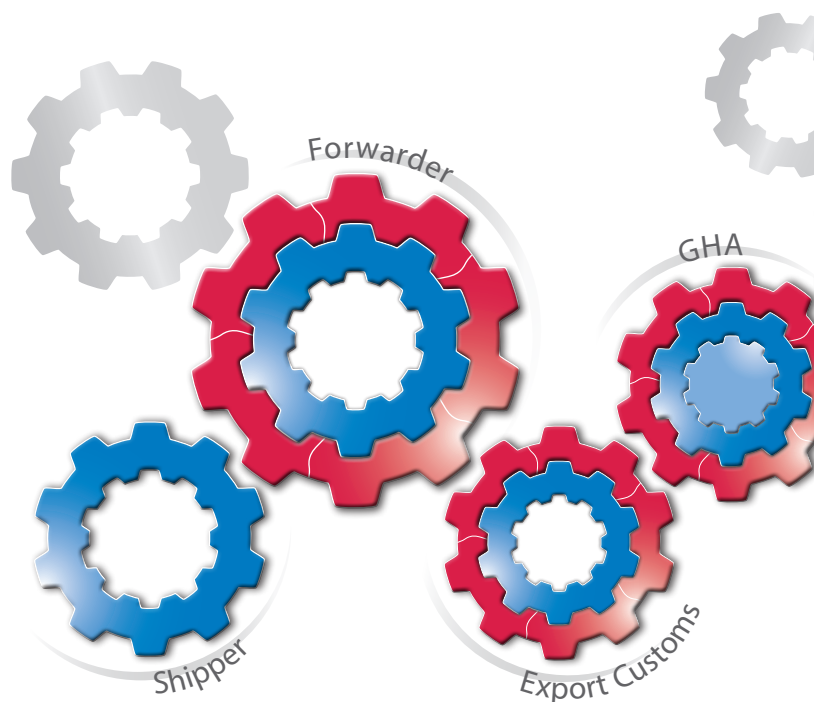
# Innovative solutions for a tomorrow's needs

## Cargo Management Applications

Our Cargo Management Applications, well known under the Cargospot brand, empower you with complete end-to-end control over commercial, operation and revenue accounting processes. They drive cost efficiency throughout your organization.

Cargospot solutions are highly inter-operable, modular and scalable. They can be adapted to system configurations to suit individual needs and are available as Software as a Service. The core cargo systems for carriers, GHAs and GSAs are completed by applications for Business Intelligence, ULD Management and optimized load planning for freighter operations.

Our Cargospot Mobile solution allows synchronization of information flow between mobile workers across differing processes and organizations will be made easy. Distributed information tools allow for earlier capture of data, more informed decision making and optimized business processes.



## Supply Chain Integration Services

CHAMP Cargosystems has been at the cutting edge of information exchange within the air cargo industry for over 25 years actively driving and supporting industry changes. As cargoXML gathers momentum, CHAMP once again is collaborating with the community to facilitate the realizable benefits from electronic information exchange.

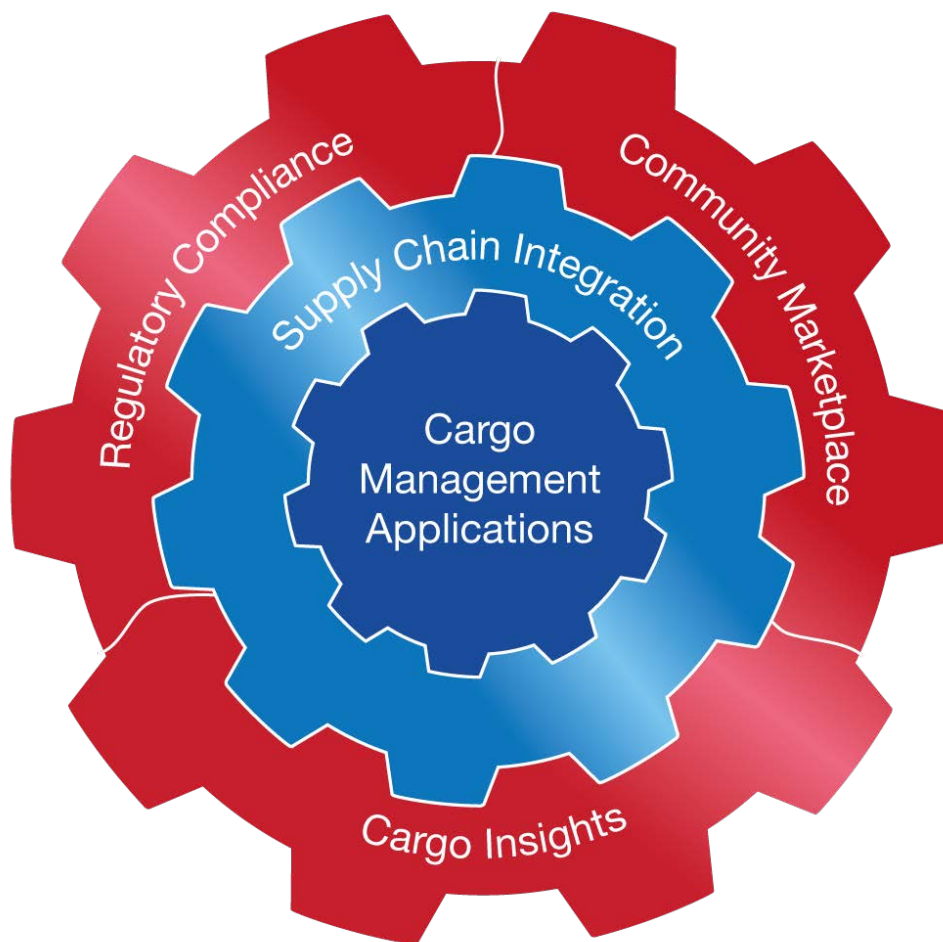
Recognizing the opportunities and challenges this brings about, CHAMP's platform Traxon cargoHUB acts as an open, extendable and rules based "industry service bus". Traxon cargoHUB delivers a new philosophy of information management simplifying the transmission, conversion and distribution of messages, and expands the scope of information sharing within the air logistics community.



The CHAMP Global Community

CHAMP serves over 200 airlines and GHAs and connects these with over 3,000 forwarders. Our global community ranks among the largest in the industry.





#### eCargo Suite

Our comprehensive eCargo Suite seamlessly integrates with other CHAMP solutions. This level of integration provides our customers with a single source of solutions for Customs and Security, Quality and Service Management, Paper-Free and eFreight, Portals and Mobility.

Our Customs and Security solutions range from pure connectivity to advance customs information for 62 countries, electronic consignment security declarations and ACAS.

#### Cargo Insight Services

Process and data quality will be optimized with the help of our Quality solutions. CHAMP monitors 40% of all Cargo iQ shipments and offers Message Improvement Program (MIP) Reporting for airlines as well as forwarders.

CHAMP has also introduced a suite of analytics solutions aimed at not only producing insights from a carrier's own data – with DataAnalytics - but also comparing it to the wider market.

#### Community Marketplace Services

CHAMP's Portal solutions facilitate AWB data capture and ebooking, driving down costs and maximizing data quality. Our applications enable the largest possible community of small and medium sized enterprises to share information electronically. FREIGHT.AERO is one such resources, used as a marketplace for forwarders to compare prices and book services.

#### APIs

APIs (Application Programming Interfaces) empower digital collaboration by allowing businesses to process data seamlessly and in real-time. CHAMP APIs enable the enhancement, further customization, and acceleration of value through already existing products and services.

Many shippers already use CHAMP APIs to keep updated on the status of their shipments across more than 80 carriers. Those APIs and new ones are being made available through CHAMP's powerful new API gateway.

efficient  
systems  
intelligence  
protocols  
airline  
standards  
balance  
enhancement  
customs & security  
lifecycle  
specific  
mobility  
track  
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network  
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GSA  
state of the art  
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possible ULD  
enterprise security  
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### A community philosophy

The size and combined expertise of the CHAMP global community allows us to leverage economies of scale to the benefit of all. The extensive CHAMP network means that many of your supply chain partners are already connected and many of your business processes already supported. This greatly reduces the time to market allowing you to achieve results faster whilst a shared cost of ownership approach delivers great value for money.

### A fast growing network

CHAMP is strongly committed to further expand the community for the benefit of all. Companies that join the community or extend their partnership with CHAMP find this a truly interactive, inclusive platform irrespective of whether they represent legislators, interest groups, associations, or a link in the air cargo supply chain.

### A collaborative approach

We are an active IATA Strategic Partner, Cargo iQ Certified Industry Associate, a member of TIACA, the Animal Transportation Association, and various local forwarder associations. Through the involvement in these groups and the IATA eCargo initiatives we seek to drive forward paper-free, environmentally friendly, progressive solutions that help clients to become more cost efficient. These contribute to the humane transportation of animals and to environmental sustainability.



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