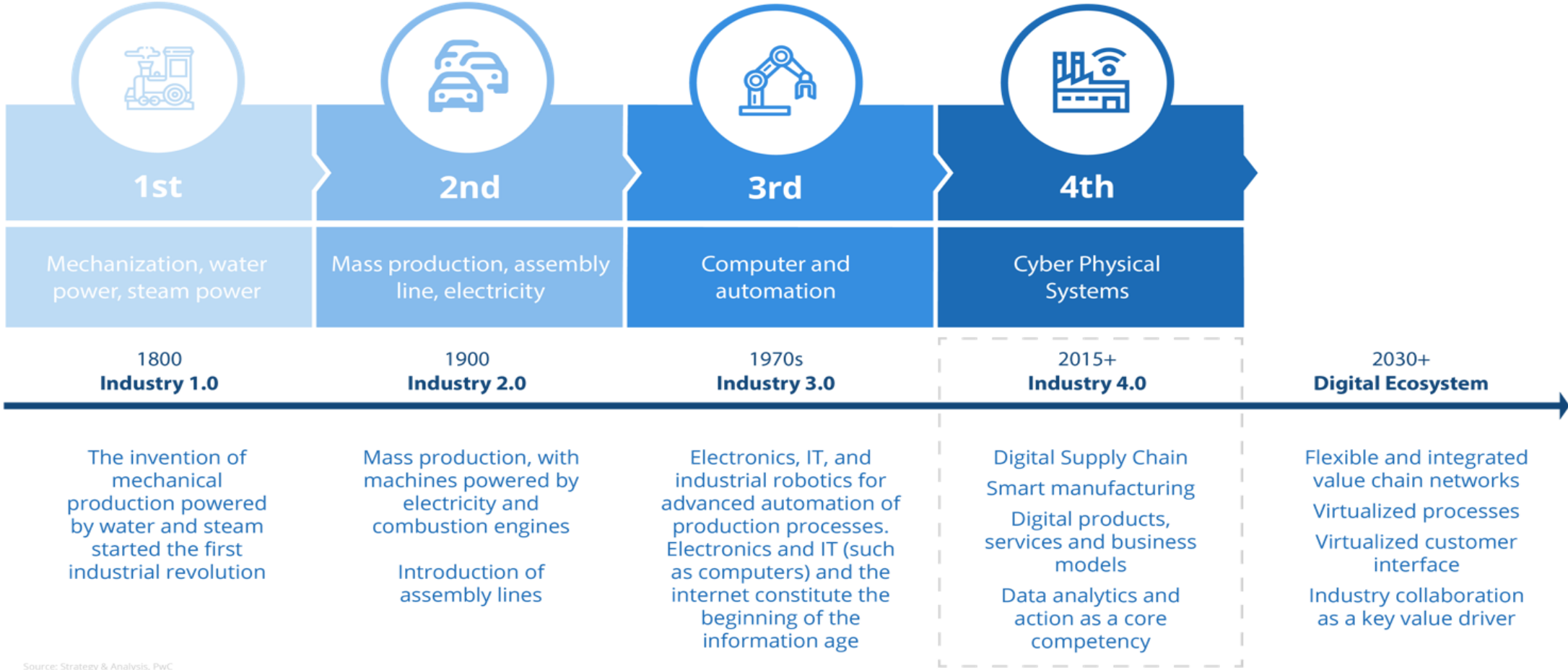


Nallian / CCN Partnership

9 November 2022



Digital Revolution



Source: Strategy & Analysis, PwC

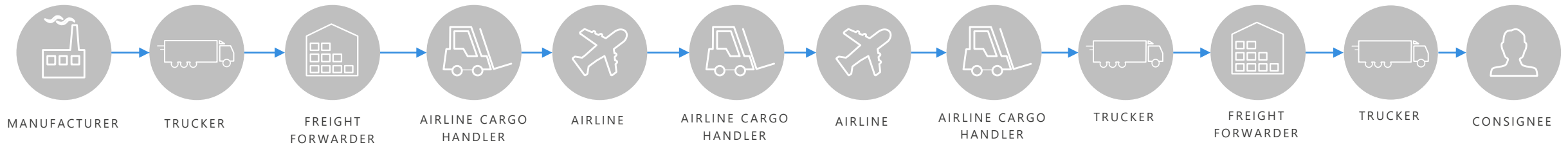
89 percent of digital decision-makers say that their industry is either already being disrupted by digital technology, or that it's only a matter of time before disruption hits

Nallian on CUBEforall - A clear mission

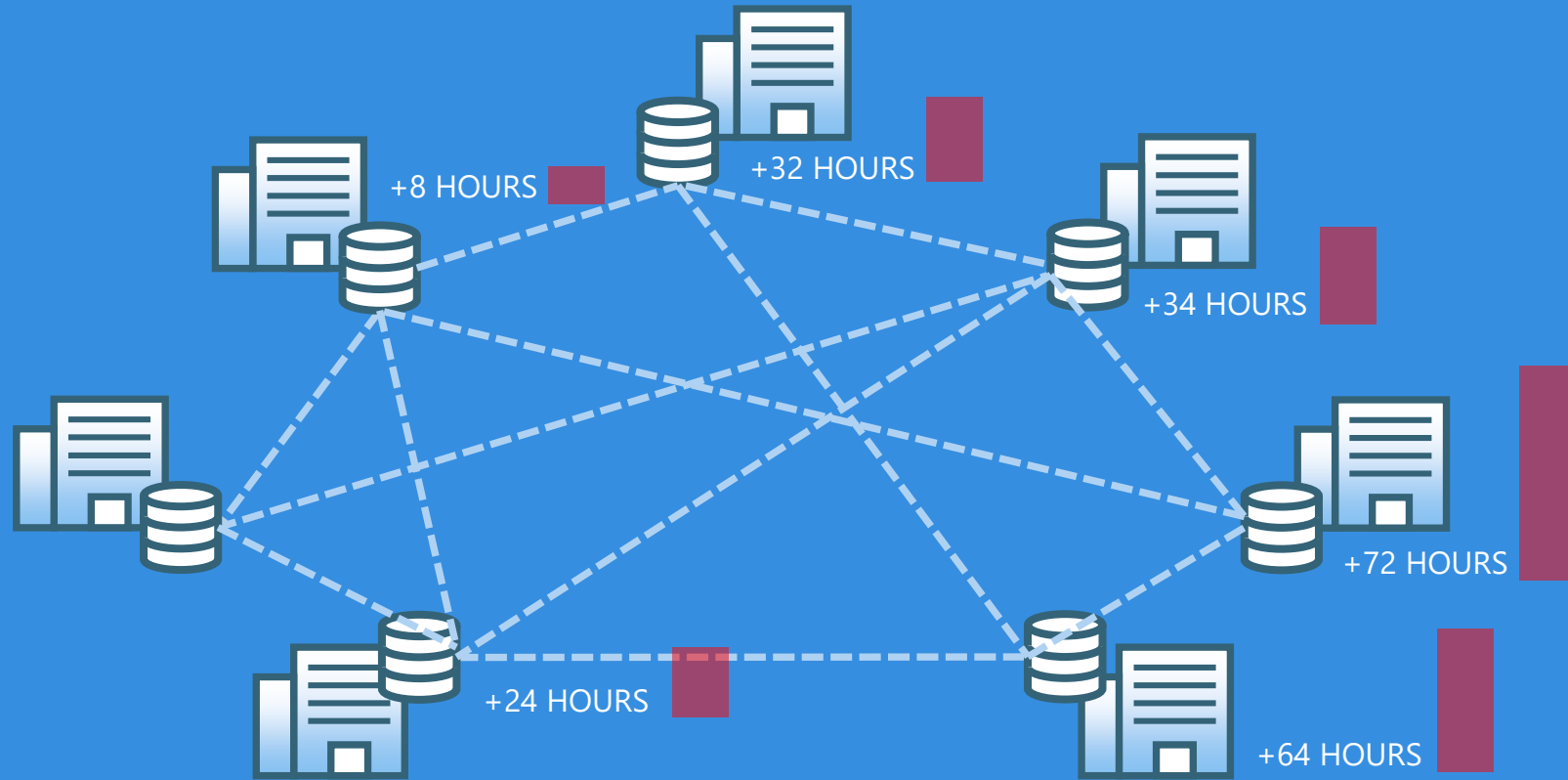
Making the world

Operate as One

The Traditional Air Cargo Industry

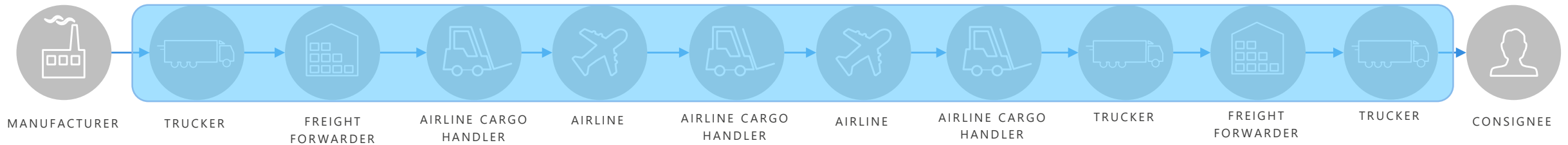


- A **fragmented** industry
- **Inefficiencies** – low degree of digitization / highly manual process
- Little innovation by the **incumbent players**



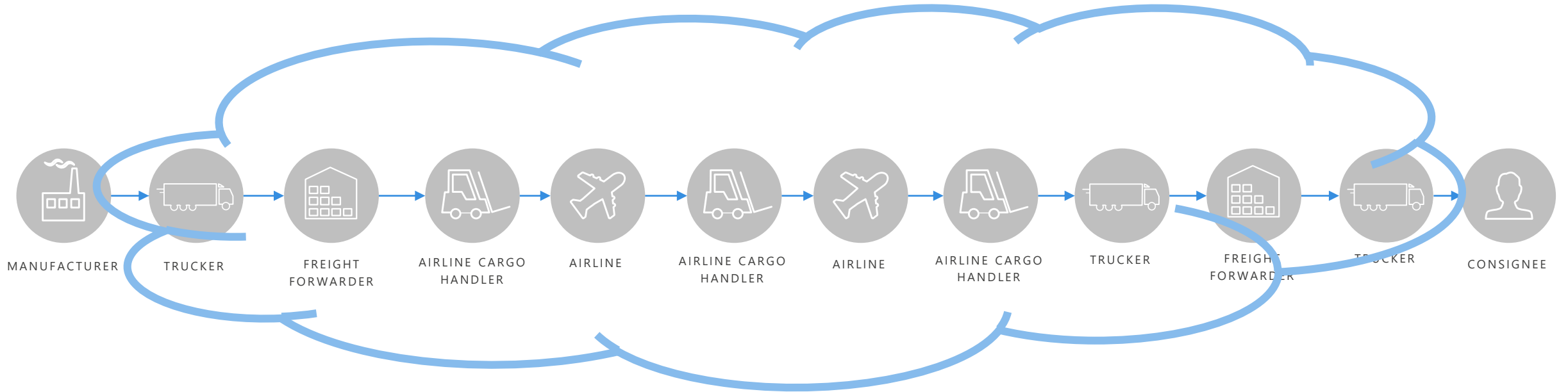
delays in data flowing **across** companies
causes **lack of overall visibility**
which makes network-wide **optimization** impossible

Integrators manage the logistics chain → how can the traditional cargo industry learn from this?



- **Growing** the air cargo industry and their market share
- **More expensive** – but more efficient and transparent
- **Higher profitability**, higher investments, innovation

To an Intelligent Air Cargo Supply Chain

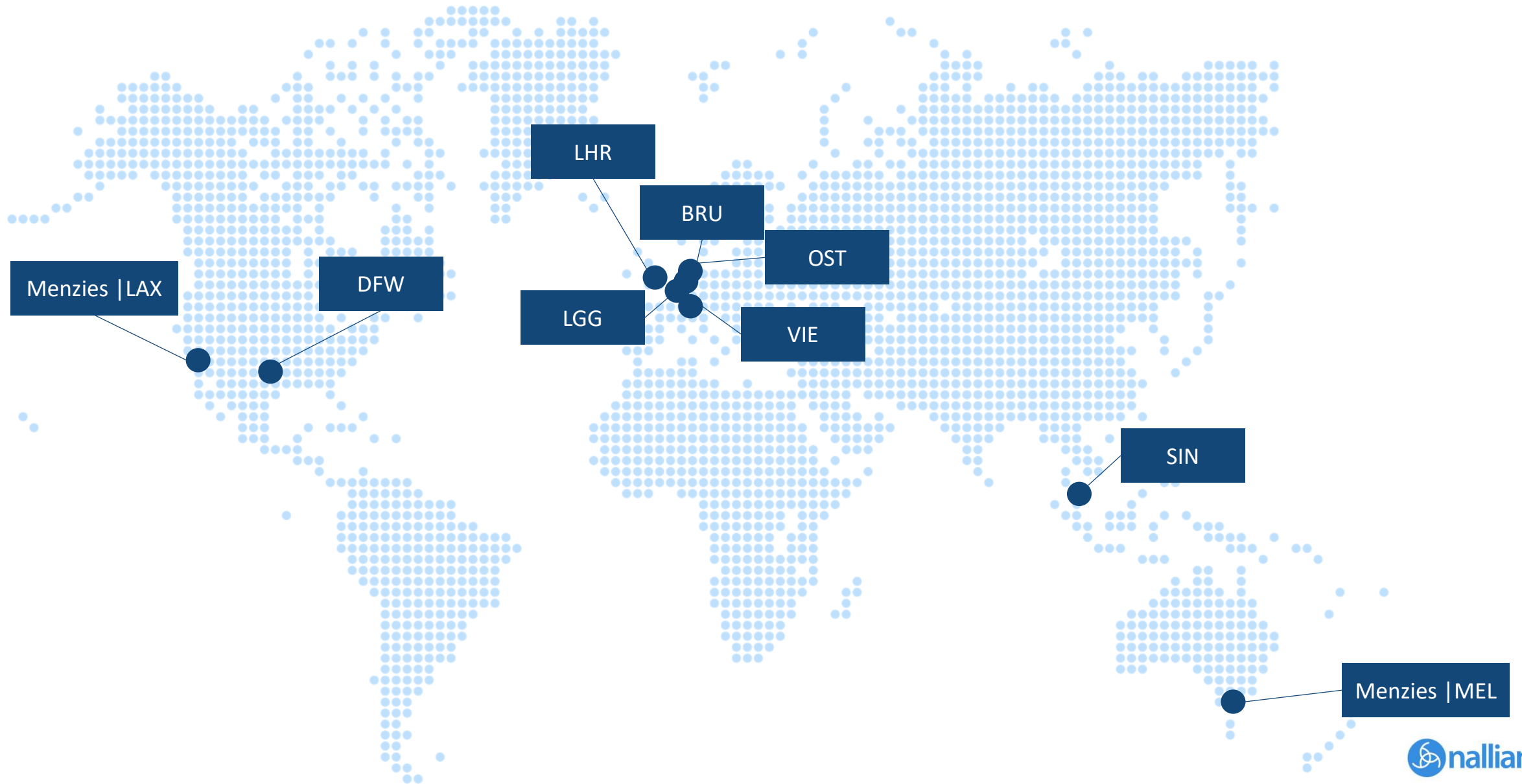


- A **connected** industry
- **Efficiencies** – focus on cross company processes
- Innovation by **communities and new enablers**
- **Transparency** for all stakeholders



Nallian on CUBEforall offers **cloud-based data sharing solutions** that help networks of logistic partners **collaborate** and **operate as one**

Some of the amazing cargo communities we're working with

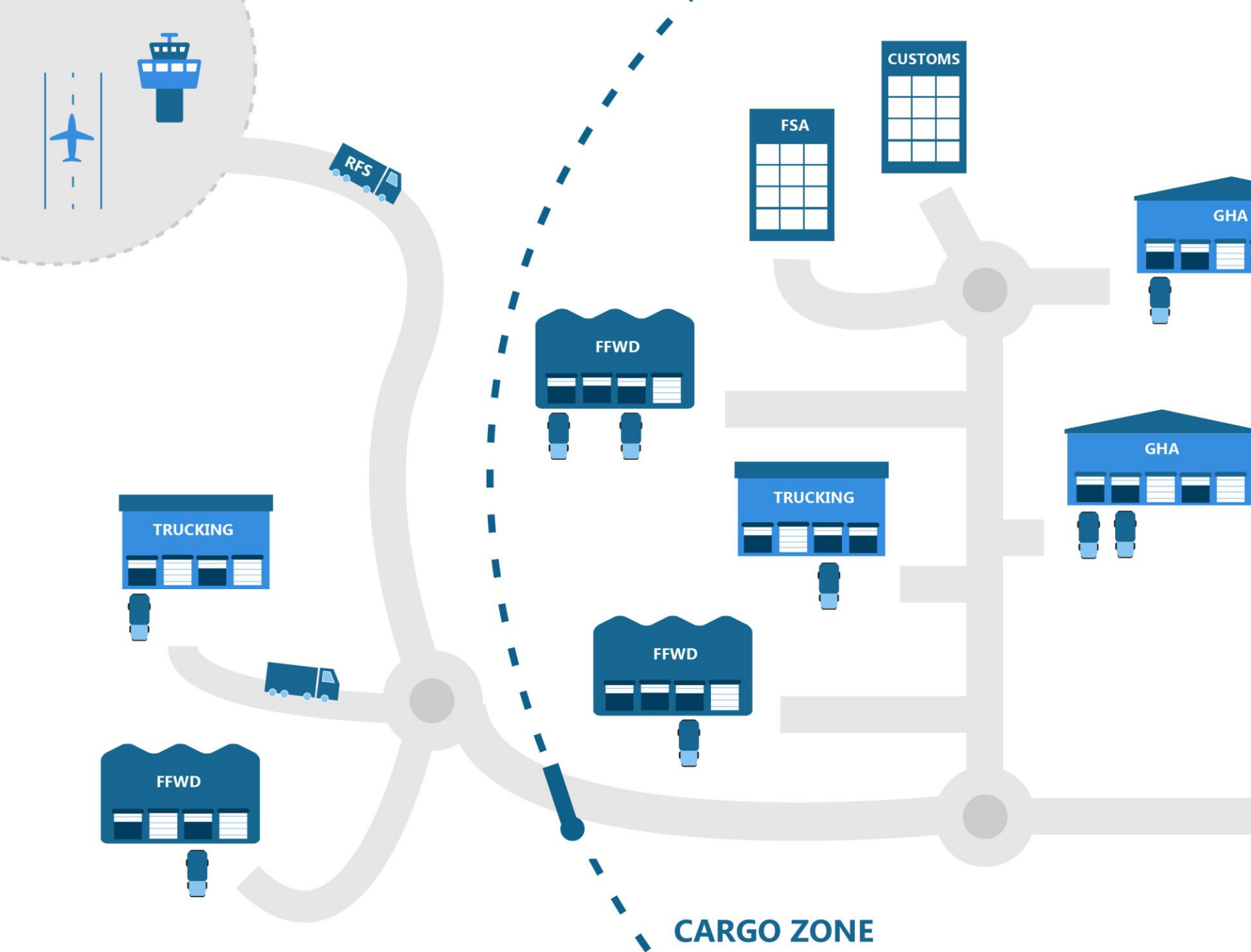


Some of the applications we could distribute via CUBEforall

Truck Dock Slot Booking (TDSB)	Inspection Management	Check-it	Cargo Insights	Roadfeeder Management
Streamline the landside pick-up and drop off process	Facilitate coordination of the inspection of perishable goods	Digitize question-based operational and compliance checks/tasks	Provide granular insights in end-to-end cargo streams	Provide visibility for long distance pick ups and deliveries
—	—	—	—	—
GHA, FFWD	GHA, FFWD	GHA, FFWD	Airport operator	GHA, Trucking

Optimizing the Truck Visit process: Truck Dock Slot Booking!

A modular solution for the air cargo community

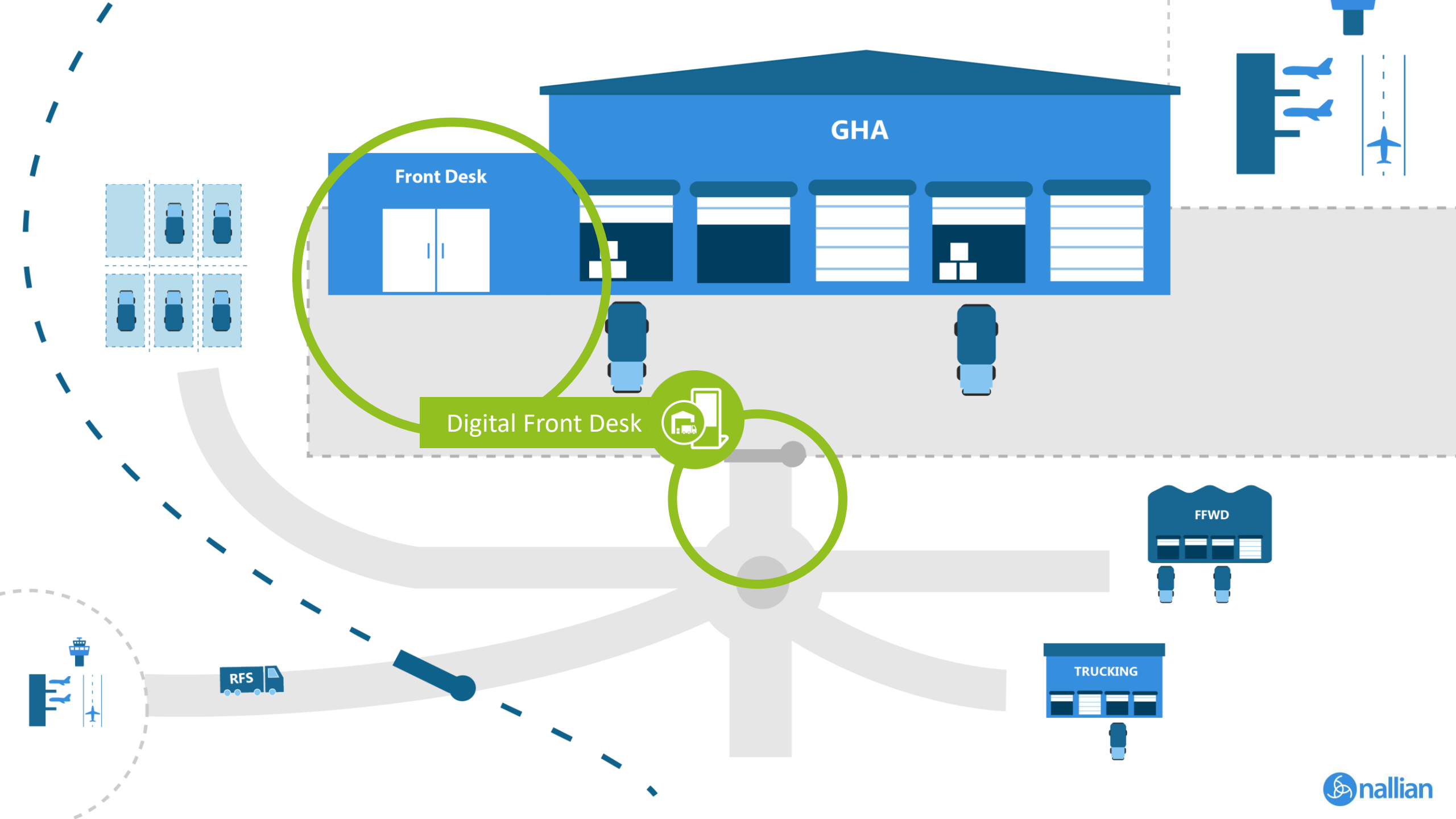


At the heart of the **pick up & delivery process** is the **handover of freight** at the gates of the ground handler's facilities. Optimizing this handover is a complex matter, requiring process alignment of

- **planning of trucking companies/forwarders**
- the GHA's **dock door capacity**
- equipment and **staff planning**
- exchange of **shipment data**
- operational planning of the **preparation of import shipments**
- **reception and inspection** of export shipments

A **lack of coordination and visibility** in this fragmented typically leads to

- Waiting times during peaks
- Idle times & congestion
- Inefficient personnel planning
- Paper & admin heavy process
- Lack of visibility
- Suboptimal use of capacity



(Pre) Registration



The (Pre) Registration module gives you visibility on all visits at your premises, without managing the dock door capacity or have a strict constraint in number of approved or booked slots.

- **Registration of the arrival** of all drivers (preannounced or not) via the **Digital Desk**
- Optional **pre-announcement** of visits by forwarders or trucking companies via **the Web App**
- **Manual linking of MAWB details** to visits- in advance or at the digital desk



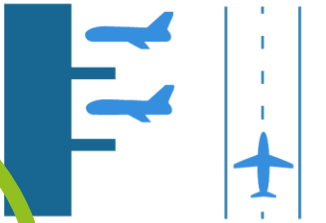
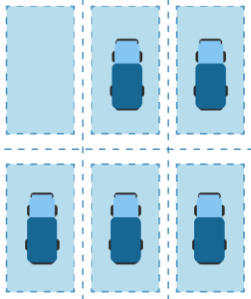
- Know *who* is visiting
- Free up front desk staff
- Facilitate registration for driver

Slot Management

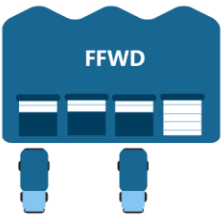


GHA

Front Desk



FFWD



TRUCKING



RFS

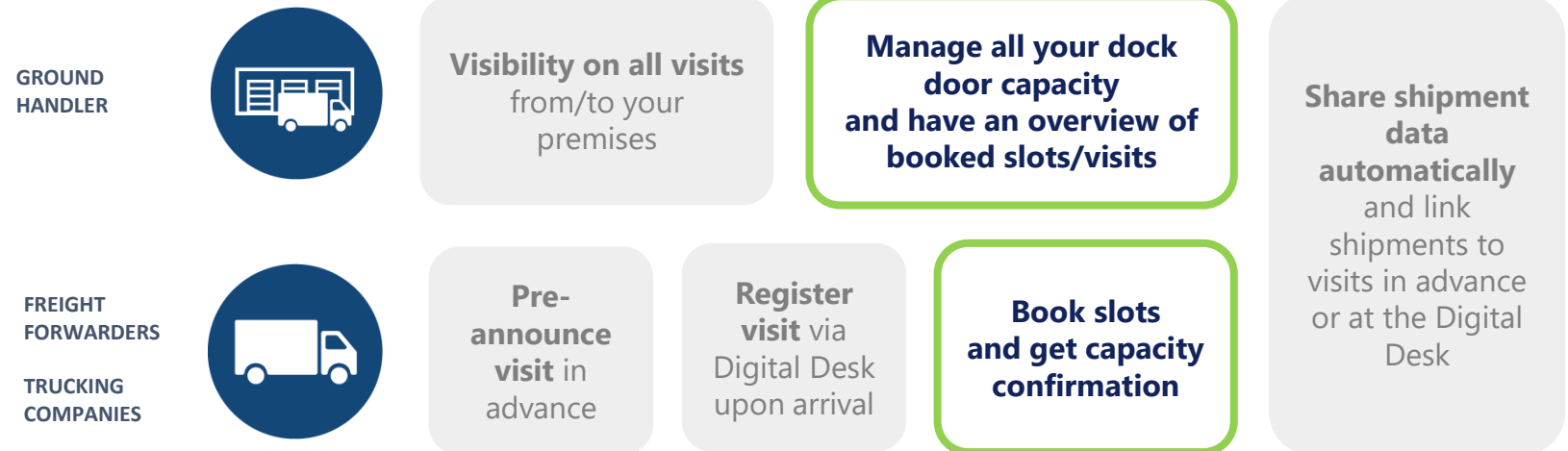


Slot Management

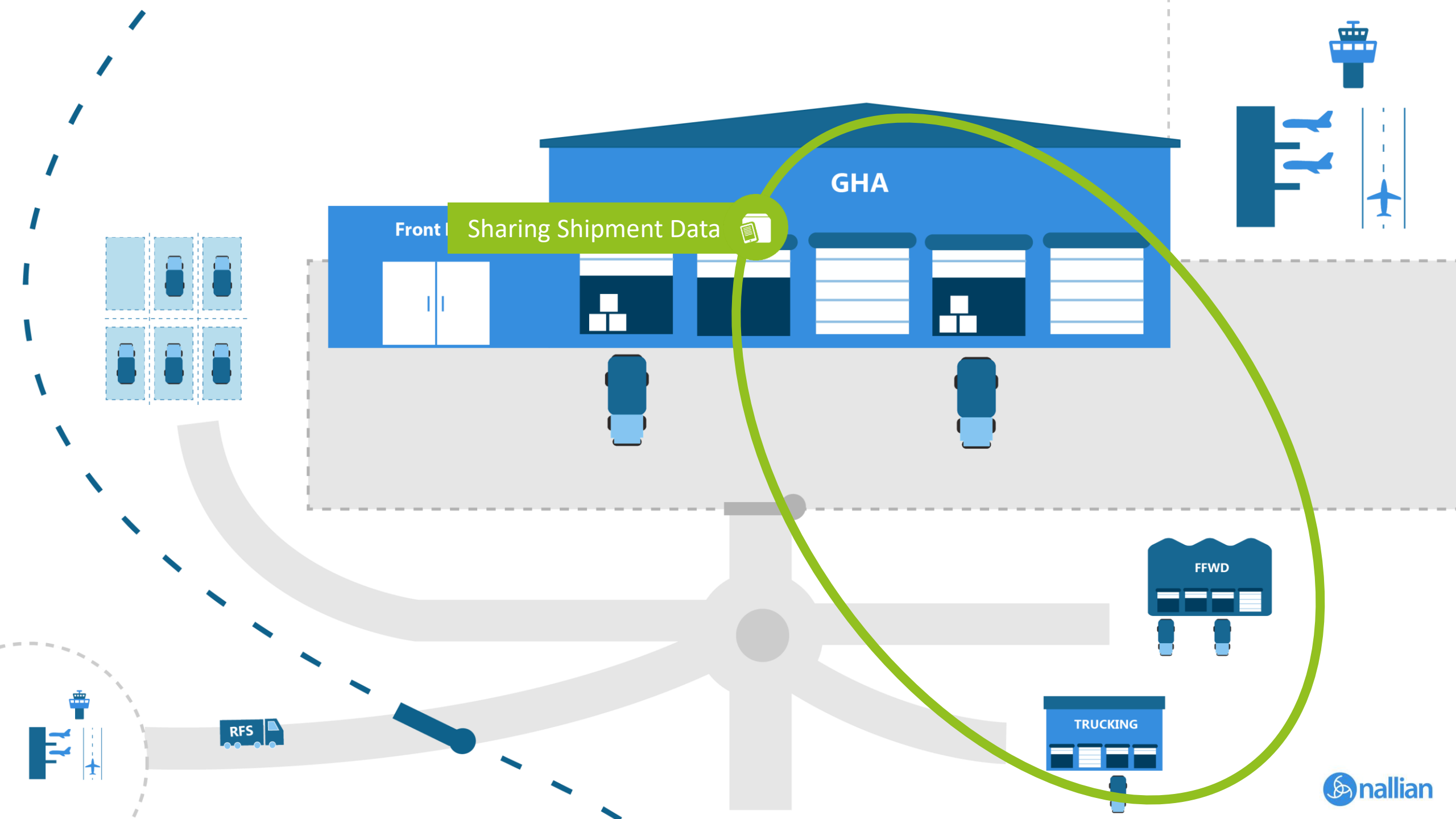


Slot Management enables you to **manage your dock door capacity** and offer **Slot Booking**

- **Manage dock door capacity** and turn preannouncements into **booked slots** or visits with guaranteed capacity reservation
- Pre-announcements and Digital Desk visit registrations turn into **slot reservations**, with feedback on the available/confirmed dock door capacity
- **Manual linking of MAWB details** to visits- in advance or at the digital desk



- Steer & know *who* is coming *when*
- Maximize existing capacity
- Flatten peaks
- Avoid idle times & congestion
- Eliminate waiting times
- Plan staff better



Front

Sharing Shipment Data

GHA

FFWD

TRUCKING

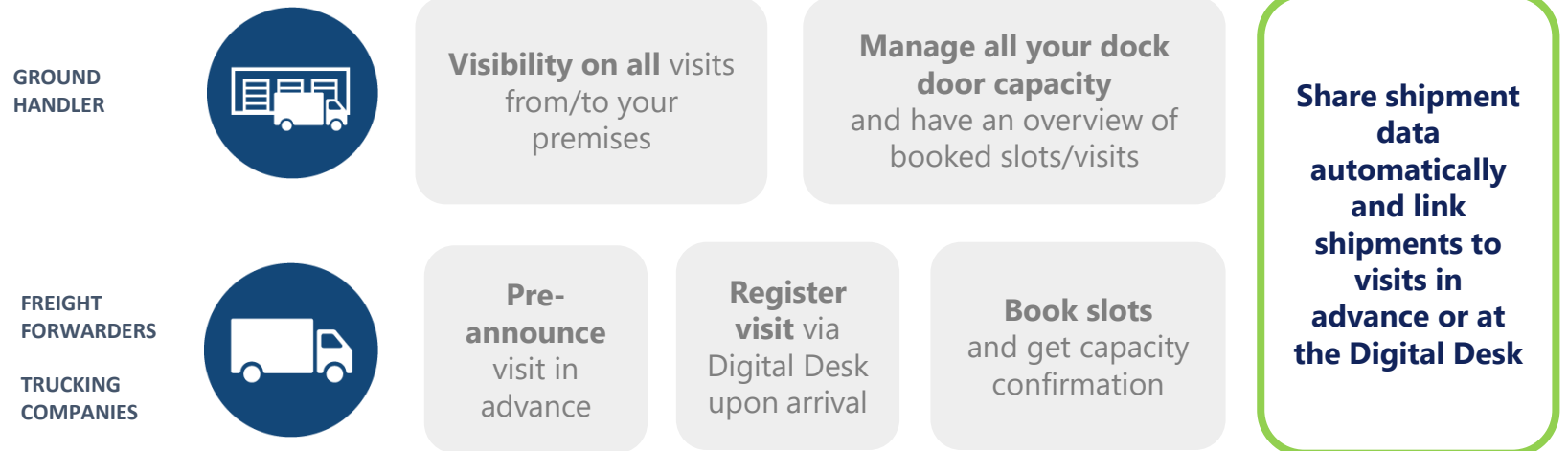
RFS

Sharing Shipment Data



The Sharing Shipment Data functionality enables **automatic sharing of shipment data** between GHA's and FFWD/TRC This makes it possible to:

- **Share shipment (MAWB) details** and link the shared MAWBs to visits - in advance or at the Digital Desk
- Shipment data can be **automatically integrated** from the GHA's or FFWD's system



- Know *who* picks up / drops of *what*
- Accelerate throughput at the gates
- Eliminate paperwork
- Avoid manual data entry

The Benefits



**Maximize
handling capacity**



**Speed up registration
& check-out**



**Optimize resource
planning**



**Eliminate driver
wait times**



**Increase visibility
& transparency**



**Avoid idle times
& congestion**



**Increase customer
satisfaction**



**Eliminate paperwork
& related admin**

TVM| Results achieved by our customers

- With the Slot Booking app we achieved a **50% drop in waiting times on export and 25% on import**, together with an **immense cut in overtime** for the drivers. We can now do the exact same nr of trips with 25% less drivers!" *Expeditors*
- In the past, wait times in certain cases were as long as three hours. With the use of the slot booking app, we have seen trucks handled in as quickly as 30 minutes
Dallas Fort Worth
- "Using Slot Booking, we have seen a **reduction of 90% wait times** in the cargo community.
Brussels Airport Company"
- With the Slot Booking app we can **better plan our resources** and handle freight more efficiently. This gave us an immediate **efficiency increase of 5-10%**, with opportunity for further improvement."
WFS
- "Using Truck Visit Management we know what is coming when, which allows us to **better plan** and **work more efficiently**. This enables us to create more value for our customers."
dnata

Check-it

Smoothen process execution with digital data capture

Streamline any question-based check in your organization



Operational checklists

Run any (acceptance) check on cargo in your operations: general acceptance, DGR, Pharma, Live animals, Damages ...



Compliance & admin checks

Streamline repetitive checks/tasks on fixed assets in your business: equipment maintenance, warehouse inspection, Quality, Environment, Safety & Health audits, ...

Benefits of a paperless approach



Eliminate
paperwork, admin
& related costs



Avoid costly re-checks
with complete, correct
info



Facilitate communication
with standardized, real-
time info



Enjoy real-time object
status visibility



Facilitate reporting &
gain insights in
performance



Invoice faster & in full
based on correct &
complete info



Facilitate onboarding &
speed up execution



Ensure compliance &
deliver stellar service

Nallian / CCN Partnership strength

- **Familiar air cargo platform** with single sign on (SSO) to TDSB
- Integrated process providing an **effective user experience**
- **Collaboration with other applications** and services on CUBEforall
- Manage the **billing/invoice** process
- End-user **support/helpdesk**
- **Onboarding** support
- Deeper **data collaboration** in future phases

Questions?

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