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## Azul Linhas Aereas Brasileiras (Azul) Chooses SmartKargo

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Azul has chosen SmartKargo, provider of a 100% Cloud-based Air Cargo management solution, to power the future growth for its end-to-end Air Cargo & Logistics business, beginning April 2016.

SmartKargo, the only cargo platform that is 100% Cloud-based, delivers all needed robust and scalable shipper-to-receiver functionality, in addition to the ease of use and latest technology innovations to power the fast growing and wide-range air cargo business that Azul has developed in its Brazilian home market:

- Domestic Cargo
- International cargo
- Parcels and Express
- E-Commerce integration
- Fast door-to-door shipment delivery

**Izabel Cristina Afonso Reis, Cargo Business Director at Azul, said:**

“SmartKargo is the most modern and completely integrated End-to-End Cargo solution we have seen in the marketplace. We are thrilled to partner with Smartkargo and expect to use the extended range of this Cloud-based solution to accelerate our growth and provide improved customer and employee experience. Enhanced capabilities such as 100% paperless e-AWBs; ease of booking; modern and flexible technology; single screen data entries; user-configurable Business Intelligence and reporting; powerful pricing and rate making; real-time capacity management; in addition to extensive use of Mobile technology from day one, means that we will be able to deliver the fastest and most reliable and predictable shipments to support our clients domestically and beyond”.

SmartKargo offers a robust set of fully integrated tools and solutions to support all Cargo business from Planning, Pricing and Sales, to Operations including Acceptance, managing warehouses, loading/un-loading and ramp operations, but also first mile pick-up and last-mile delivery (for door-to-door operations). Integrated Cargo Revenue accounting allows for real-time profitability analysis and real-time decision making. These tools are easy to use and are

accessible from any device with an Internet connection (or mobile network carrier connection).

**Kleber Linhares, Azul Chief Information Officer**, added: “Cloud-technology, APIs, Advanced User Interface, Business Intelligence and Mobility all the way, are key for Speed-to-Market. These technologies are faster to implement, faster to change/adapt to new paradigms and enable key initiatives such as Mobility and E-Commerce integration, in addition to information and visibility sharing with our key partners and stakeholders in the extended Azul Cargo value chain. We chose SmartKargo as the best fit Solution and Technology partner to help us deliver on our journey of Digital Transformation and Enablement”.

Azul operates a fleet of 126 aircrafts (120 narrow-body aircrafts including brand new A320 Neos, Embraer 195s-190s and ATR 72s, and 6 wide-body A330s aircrafts) to more than 107 destinations in Brazil, South and Central America and the USA.

**Olivier Hourri, Executive Vice President at SmartKargo**, said:

“SmartKargo is the most modern, scalable, robust and versatile solution on the market today and is ideal for innovative and rapidly growing air cargo businesses such as the one Azul operates today. SmartKargo End-to-End capabilities, combined with its Brazil domestic market readiness will enable a rapid implementation allowing Azul to quickly capture the system’s many benefits. We are delighted that Azul has chosen SmartKargo to power its innovative and fast-growing cargo business”.

**Milind Travshikar, CEO of SmartKargo** added: “Azul joins the increasing group of forward-thinking airlines that clearly understand that a future-ready cargo management solution is the only way to meet the challenges of a rapidly-evolving logistics sector. These airlines and other companies in the cargo ecosystem benefit from what SmartKargo delivers:

- Improved revenues and better customer service,
- Greater efficiency and more flexibility,
- And, instant information for better decisions”.

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