

SmartKargo

Bringing Airlines into the Age of e-Commerce



Connecting Airlines with e-Commerce Demand

Today, every shopping site is looking for a fast, reliable shipping solution for their products. More than ever, e-Commerce shipping relies on the speed and capacity that global airlines can provide and that consumers demand.

In addition, the world’s supply chain is pressed to deliver large volumes of cargo quickly around the world. Airlines have both the speed and fleet capacity to meet the huge demand.

This is causing many airlines to rethink business models and create or adjust to meet these new market needs.

SmartKargo has created a new solution designed to meet this demand. Now, airlines and their partners can create and manage an agile cargo business serving both their traditional B2B Air Cargo business and the e-commerce engines driving consumer demand—with an integration that can be up and running in months, not years.



SmartKargo e-Commerce Delivers Higher Yields

The smaller packages generated by e-Commerce fit perfectly with an airline’s fleet, suitable for both wide and narrow body aircraft. This delivers substantially greater load factors and utilization of cargo capacity across the entire fleet—both small planes and large.

EDI-enabled e-Commerce Integration that Delivers

SmartKargo's innovative EDI-enabled e-Commerce technology helps airlines utilize Assets + Ground partners to harness high demand + higher yields on the cargo they carry. By eliminating the middle layer, airlines can deploy an effective, extremely profitable integrated logistics e-Commerce service.



This new e-Commerce solution is currently live and proving to bring significant growth in volumes—raising the contribution of the Cargo business to the Airline's bottom line substantially.

The Full Functionality Suite of SmartKargo Cloud

The full functionality suite of the SmartKargo Cloud solution can further enable Airlines to realize the promise of greater volumes and higher yields—while operating an agile and efficient Cargo business that serves employees, customers and other partners.

Functionality areas of the SmartKargo Cloud ERP solution include:

-  e-Commerce integration including real-time pricing and bid management
-  Air Cargo Sales and Operations management
-  Cargo Revenue Management with real-time capacity forecast & revenue optimization
-  Cargo Revenue Accounting, billing and invoicing with back-office integration
-  Smart Warehouse management capability
-  Door-to-door logistics operations, fully integrated with shipper/consignee mgt
-  Comprehensive real-time tracking and audit trail

SmartKargo has a proven 6-step process from Blueprinting to Go Live that has demonstrated an efficient and repeatable process leading to success for our customers. Redundant systems during cutover yield seamless deployments. And, because SmartKargo was born on the cloud, real-time data visibility, mobility and advanced data analytics are core aspects of the platform.

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Our new EDI-enabled e-Commerce system connects shippers to consignees across all air cargo logistics business models, allowing us to operate a very high-volume business and dominant market share. ”

— **Kleber Linhares, Chief Information Officer,**
Azul Airlines



SmartKargo is future-ready

The SmartKargo solution means your airline will always be ready for new technologies such as AI, Blockchain and the Internet of Things (IoT). Because the Cloud platform updates as new technologies are available, your solution never becomes obsolete.

SmartKargo is built for power, security and scalability on the Microsoft Azure Cloud platform. Microsoft has invested billions in global Cloud infrastructure, which allows SmartKargo to serve the global requirements of international airlines, their customers and partners—delivering real-time data to can drive every aspect of the cargo business, from booking to delivery.

A model for quick deployments

SmartKargo has a proven process, from Blueprinting to Go-Live, that has demonstrated successful outcomes and a repeatable process for our clients large and small. Even the full SmartKargo functionality suite and new e-Commerce integration module can be deployed in weeks or months, not years.



24/7 support is standard

SmartKargo is IATA and e-compliant

SmartKargo technology is IATA compliant and e-compliant in all areas of freight management; and is even compatible with legacy environments. And 24/7 support is standard, with no add-on costs.

So why wait? Find out more about the e-Commerce integration solution that can change the game in your Air Cargo business. Get in touch with us today to learn how SmartKargo can greatly increase your freight loads and yields. Contact us at sales@smarkargo.com to set up a conversation or arrange a live demo.

Enabling e-Commerce, delivered.
smarkargo.com