# Kale Logistics

Technology that Transforms

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# Overview

**Kale provides "Technology that Transforms" the way information is exchanged across the Logistics value chain**

## 1 Business Focus

Kale Logistics focuses on providing IT solutions to:

- Logistics
- Airports & Ports
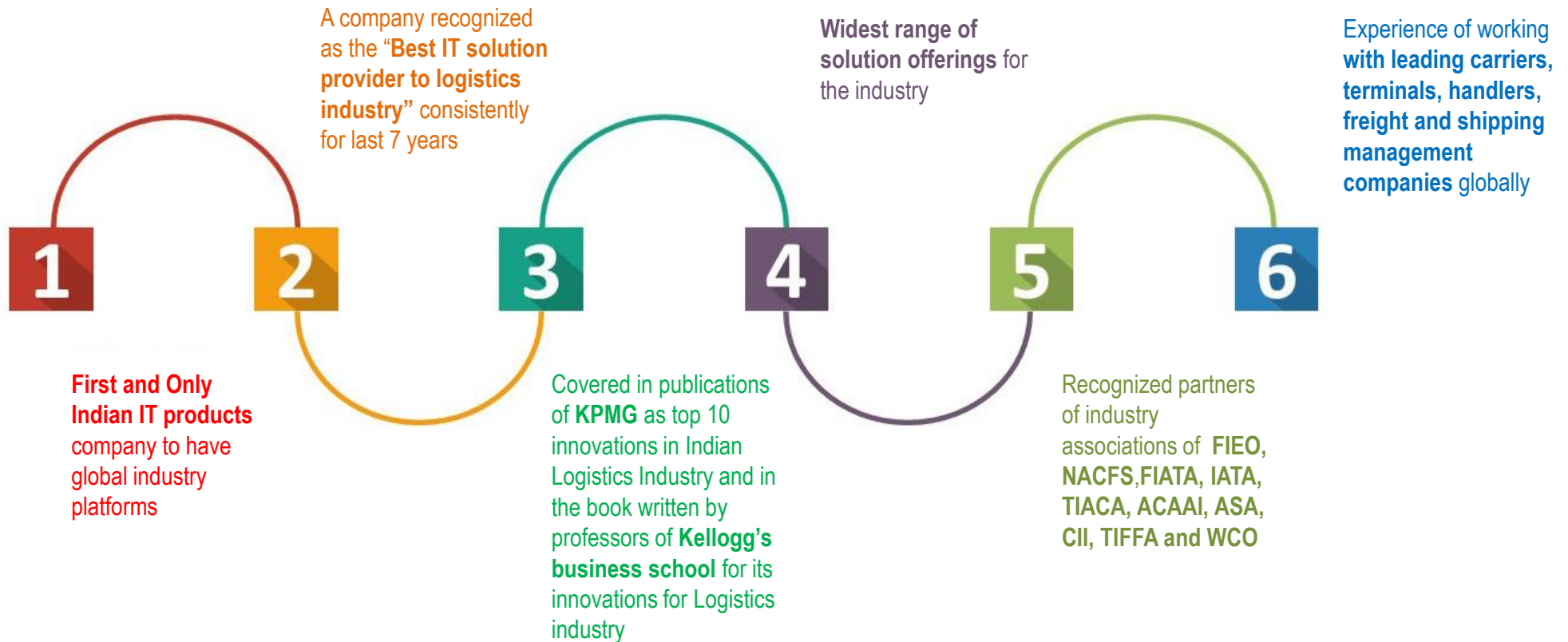- Warehouses
- Transporters & Fleet Operators

## 2 Solution Categories

It primarily provides two types of systems:

- Systems automating internal business processes of Logistics Service Providers
- Community solutions helping various players in the logistics value chain to communicate and transact with each other electronically

## Background

**1** — **First and Only Indian IT products** company to have global industry platforms

**2** — A company recognized as the "**Best IT solution provider to logistics industry**" consistently for last 7 years

**3** — Covered in publications of **KPMG** as top 10 innovations in Indian Logistics Industry and in the book written by professors of **Kellogg's business school** for its innovations for Logistics industry

**4** — **Widest range of solution offerings** for the industry

**5** — Recognized partners of industry associations of **FIEO, NACFS,FIATA, IATA, TIACA, ACAAI, ASA, CII, TIFFA and WCO**

**6** — Experience of working **with leading carriers, terminals, handlers, freight and shipping management companies** globally

# Logistics Industry - Solutions

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## Enterprise Solutions

### ✈ Air

**CORVI**
Freight Management System

**CANOPUS**
Customs Clearance Management

**GALAXY**
Custodian Management System

**GALAXY**
GHA Management System

**GALAXY**
Cargo GSA Management System

**PYXIS**
Warehouse Management System

### 🚢 Ocean

**CORVI**
Freight Management System

**CORVI**
Shipping Line Agency

**CORVI**
Stevedoring Agency

**CORVI**
Survey Agency

**CORVI**
Equipment Management

**CANOPUS**
Customs Clearance Management

**CAPELLA**
CFS/ICD Management System

**PYXIS**
Warehouse Management System

### 🚆 Rail

**CAPELLA**
Rail Management System

### 🚚 Road

**HELIOS**
Transportation Management System

**HELIOS**
Fleet Management System

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## Community Platforms

### ✈ Air

**uplift**
Connecting the Cargo Community

**uplift**
e-Certificate of Origin (e-CoO)

**GMAX**
Airport Community System

**HUBB**
Global Cargo Exchange

### 🚢 Ocean

**CODEX**
Container Digital Exchange

**CODEX**
Liners & Customs EDI

**CODEX**
Verified Gross Mass

**HUBB**
Global Cargo Exchange

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| CORVI | CAPELLA | GALAXY | PYXIS | HELIOS |
|---|---|---|---|---|
| **Freight Management System** | **CFS/ICD Management System** | **Airport Cargo Management System** | **Warehouse & Distribution Management System** | **Transportation & Fleet Management System** |

## Freight Forwarders

## CFS / ICDs

## Airport Operators

## Warehousing & Distribution

## Transportation & Fleet Management

### CORVI™

- Sales / Quotation
- Export, import and domestic ops
- Intl trade documentation
- Air, ocean shipment consolidation
- Rate management
- Invoicing
- CRM module
- Contract mgt
- Automated workflow mgt
- MIS reporting
- Customs interface

### CAPELLA™

- Import ops
- Export ops
- Bonding
- Auction
- Empty movement
- Irregularities management
- Accounting
- Track & Trace
- Invoicing
- Maintenance and repairs
- MIS reporting
- EDI interface

### GALAXY™ - CUSTODIAN

- Online Carting & Tracking
- Management information
- Interface with Indian Customs
- Maintenance of pre-deposit accounts
- Invoicing & online payment

### GALAXY™ - GHA

- Cargo, Courier & mail handling
- SLA module & ULD tracking
- Customs interface
- EDI messages & Invoicing
- Cargo 2000, e-freight message support

### PYXIS™

- Supports entire inbound process
- Supports entire outbound process
- Inspection Management
- Cycle count
- Stock & Location Transfer
- Delivery Tracker
- Auto Alerts, Bar Code & PDT
- B2B integration with Customers ERP

### HELIOS™ - Trans

- Demand & POD Mgmt
- Customer & Vendor Contracts
- Operations, Invoice & Payments
- Tracking & Security
- Online Accounts
- Customer Self-service portal

### HELIOS™ - Fleet

- Driver, Fuel & Tyre Mgmt
- Trip & Job Sheet Mgmt
- Route Cost & Journey request
- Document Alerts
- Track & Trace
- Finance & Accounts

**Kale's enterprise solutions address specific needs of logistics industry participants**

Community Platform Initiatives

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## UPLIFT Airport Cargo Community Platform



- UPLIFT is a pioneering Cargo Community Platform which enables Freight Forwarding and Customs Broker organizations to electronically communicate within themselves and with other stakeholders like Shippers, Consignee, Airports, Seaports, Airlines, Transporters and Customs amongst others.

- UPLIFT eliminates the manual operations, paperwork, redundant data entry and brings in the much needed shipment visibility across the value chain.

## GMAX - Airport Cargo Community System



- GMAX is the first of its kind 'Air Cargo Community Platform' offering a comprehensive EDI service platform connecting all the air cargo stakeholders at Mumbai International Airport Ltd (MIAL).

- GMAX is the first truly integrated platform offering Paperless connectivity to all the stakeholders at the Airport

## HUBB - Global Cargo Exchange



- HUBB is a global collaboration platform for world's Independent freight forwarders or freight forwarding alliances.

- HUBB helps independent forwarders to communicate with overseas partners with accurate information of shipment without giving up their existing systems.

## CODED - Container Digital Exchange



- A robust EDI based community platform - Container Digital Exchange (CODEX) is designed to offer the stakeholders of ocean trade with a clear visibility on container movement.

- CODEX platform enables seamless movement of Container from Container Depot (CFS/ICD) to Port & from Port to Container Depot under EXIM trade.

# Industry Initiatives & Partnerships

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## Industry research has been a critical parameter in shaping Kale Logistics' domain expertise

### Technology Adoption Index (TAIL™ study)

### Centre of Excellence for IT in Logistics

The Technology Adoption Index, TAIL™ has emerged as a reliable basis for measurement of the degree of technology adoption in logistics. The strongest evidence of this is its correlation with business metrics.

CoE, formed along with CILT* India, will help bring in excellence in business practice and work towards creating platforms for greater adoption of IT in the Logistics industry.

* CILT India is a wing of The Chartered Institute of Logistics and Transport in the UK - CILT(UK). It is the pre-eminent independent professional body for individuals associated with logistics, supply chains and all transport throughout their careers. Visit www. ciltuk.org.uk

# Alliances

**Air Cargo Agents Association of India**

**TIACA**

**Microsoft Gold Certified Partner**

**Centre of Excellence with CILT India**

**Airport Services Association**

**International Air Transport Association**

**International Federation of Freight Forwarders Associations**

**Courier Association of India**

**Confederation of Indian Industry**

**Maharashtra Chamber of Commerce, Industry & Agriculture**

**Federation of Freight Forwarders' Associations in India**

**Indo-German Chamber of commerce**

**The Federation of Indian Export Organisations**

**Bombay Chamber of commerce**

**National Association of Freight & Logistics**

**International Port Community System Association**

# Accolades

# Accolades: Best IT Solutions Provider YoY

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Sumeet Nadkar receiving the
**'Best Technology Service Provider'** award

Vipul Jain receiving the
**'Best IT Solutions Provider'** award

**'Top 25 fastest growing cos serving the
Logistics Industry'** – CEO Magazine

**2005** — **2012** — **2014** — **2015** — **2016** — **2017**

Vipul Jain - receiving the **NASSCOM IT** Innovation
Award from the Honourable Prime Minister of India,
**Dr. Manmohan Singh**

Amar More receiving the
**'Payload Asia'** award

Vineet Malhotra receiving the
**'Technology Provider'** award

Amar More receiving the
**'Best Technology Solution Provider'** Award-
India Cargo Awards

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"

CORVI incorporates industry best practices and it has successfully streamlined all our processes. It has cut down on our operational and processing time significantly. There has been an overall reduction in costs by 21% due to increase in supply chain visibility, reduced paperwork and prevention of revenue leakage. Our years of association with Kale Logistics team has been very good with the team always willing to understand and support our changing requirements.

"

*Chairman*
*A Leading International Freight Forwarder*

"

We were looking for a service provider who could understand our business process and help us develop an enterprise wide CFS/general warehousing and distribution management application. Kale fitted the bill perfectly. Kale's business understanding and their ability to customise the software which is specific to our needs have been a highlight in this relationship.The will help is increase the efficiency and at the same time offer value added services to client

"

*Director*
*A leading CFS, Western India*

"

Kale's Custodian Management System has been chosen after extensive studies to determine the best software solution that is available in the market. It meets our requirements and is a proven solution that has been implemented at another airport in India. With a readily available solution, we do not need to deploy additional resources to build a brand new system from scratch, and more importantly, we can deploy the system in a shorter timeframe.

"

*Senior Vice President*
*A leading GHA from South East-Asia*

# The Kale Advantage

**Kale Logistics**
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**01** Unrivalled industry and domain expertise – over 600 person years of experience

**02** Top-of-mind recall for its solutions across the Logistics service providers

**03** Pioneering initiative in creating Community Platforms for the industry

**04** Neutral entity and trustworthy partner

**05** Enduring partnerships with prominent industry bodies

**06** Customers include leading Logistics Service Providers in Americas, Asia Pacific, Europe, Middle East and Africa

# Thank You

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**Channel Network**

- Africa
- Middle East
- South-East Asia