



Kale Logistics

Technology that Transforms



Thoroughbred IT Solutions

A Portfolio of IT Solutions for Multi Modal Logistics & Trade Facilitation

Credentials & Solutions

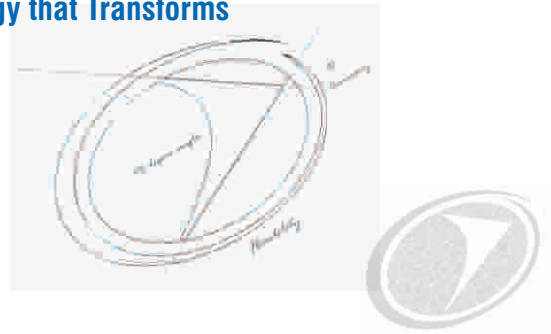
Kale Logistics Solutions is a trusted, global IT Logistics partner and serves Fortune 500 companies. Kale's solutions for Customs Brokers, Freight Forwarders, Shipping Line Agents, Stevedores, Surveyors, Container Freight Stations, Equipment Control Providers, Vessel Charterers, 3PL operators, Warehouse Operators, e-Commerce Logistics Players, Transportation Providers, Airport Cargo Terminal Operators, Other Air and Ocean Port Cargo Stakeholders, are helping them to achieve faster growth, standardise processes and operational efficiencies.

Kale's broad solution spectrum ranges from 'Internal Business Automation Systems' to 'Community Platforms' that help various players in the logistics value chain from shipper up to consignee, to communicate and transact with each other electronically.

An active partnership with key industry bodies and customers keeps Kale Logistics at the forefront of emerging trends. The company employs a dedicated team of techno-functional experts, with a complete physical set-up and

support infrastructure. Kale has been awarded several coveted industry accolades such as 'Logistics IT Provider' for the last eight consecutive years. With over 800+ man years of experience, Kale Logistics' IT solutions and next generation digital collaboration platforms are unifying the entire global logistics industry. With 500+ clients worldwide across 56+ global locations, Kale provides the most comprehensive and thoroughbred portfolio of IT solutions for the logistics Industry.

Technology that Transforms



'Technology that Transforms' is the guiding principle behind the core foundation and operations of Kale Logistics. It represents Kale's business focus and expertise in providing technology solutions that help transform the way business operations and B2B transactions are executed.

Kale Logistics works closely with industry associations and is led by a team of techno-savvy functional experts with the zeal to be the drivers of change. It is this drive and energy@ work which has enabled Kale to consistently create successful solutions for its clients.



LOGISTICS, 3PL & MARITIME

CANOPUS

Customs Clearance Management System

CORVI

Freight, Shipping & Import-Export Management System

Freight Forwarder | Shipping Line Agency |
Stevedore | Surveyor | Equipment Control Provider

CAPELLA

CFS/ICD, Rail, In Yard Container Positioning System

Container Depot Management System

Rail Management System

DGPS-based In Yard Container Positioning System

AGENA

Integrated e-Commerce Logistics Management System

PYXIS

Warehousing & Distribution Management System
General Cargo | Perishable | Agro Products | Bonded

HELIOS

Transportation & Fleet Management System
FTL | LTL | Express | Container



AIR CARGO

GALAXY

Air Cargo Management System

International | Domestic | Custodian | GSA



TRADE FACILITATION PLATFORM

UPLIFT

Universal Platform for Logistics & Integrated Freight Transport

➤ e-Manifest- Manifest Filing Service

➤ e-DO - Online Delivery Order

➤ e-CoO - Electronic Certificate of Origin

➤ e-VGM - Verified Gross Mass

ACS

Airport Cargo Community System

CODEX

Container Digital Exchange

HUBB

Global Cargo Exchange

PING

Knowledge based Managed Logistics Services



Kale Logistics

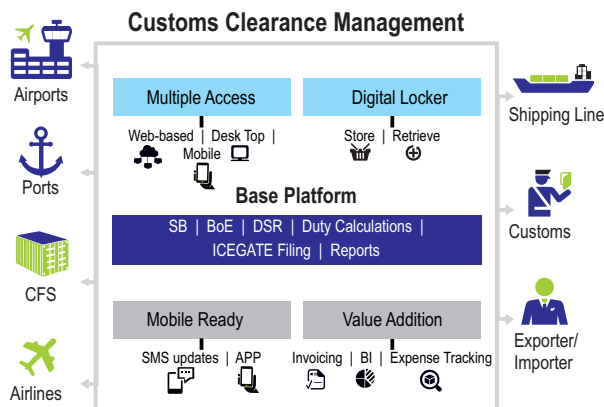
Technology that Transforms



LOGISTICS, 3PL & MARITIME

OVERVIEW

The role of Customs Broker (CB) has evolved from merely Customs document filing to connecting with multiple trade partners. Today's CBs need to adhere to local Customs' rules and regulations while ensuring appropriate business communication and tackling operational challenges. CANOPUS Customs Clearance Management (CCM) facilitates automated filing in compliance with global Customs system, helping CBs to achieve higher degree of efficiency in service at reduced operational costs.



A block diagram depicting Customs Clearance Management functionality in CANOPUS

KEY FEATURES

CANOPUS eases Customs filing with its comprehensive features, such as:

Documentation for Sea & Air operations

- Ensures compliance with EDI and manual documentation process
- Receive auto updates on Custom notification, exchange rates, Drawback Rates etc.
- Automatic Customs Duty calculation

Customs Filing Module

- Pre-check for data validation as per Customs compliance (eg., ICEGATE in India)
- Generate Imports & Exports EDI files, application of digital signature using auto sign feature and auto-uploads / email to Customs system
- Real-time status updates of Bill of Entry (BE)/ Shipping Bill (SB) No. based on ICEGATE emails, using ICEGATE tracker
- DEFC and EPCG License utilization status for EXIM Job
- Upload Import /Export Product, maintain and track DEFC and EPCG license details through Excel file format
- HS/RITC based 'Single Window' qualifier selection
- Provision to mention details of supporting documents through document master

- Generates Imports In-Bond / Ex-Bond Shipment, Invoice and Duty calculation for Ex-Bond Job, multiple Ex-Bond Jobs for single In-Bond Job
- In-Bond / Ex-Bond Register gives details about In-Bond / Ex-bond shipment and balance quantity
- Facility for data transfer to CORVI Freight Forwarding system
- Defined role and rights for users along with controlled data access
- GST compliant invoicing for India and support for reimbursement charges

Statutory Reports

- Imports /Exports Checklist
- Imports/Exports Annexure A
- Bill of Entry & Shipping Bill
- GATT & Customs Declaration Reports

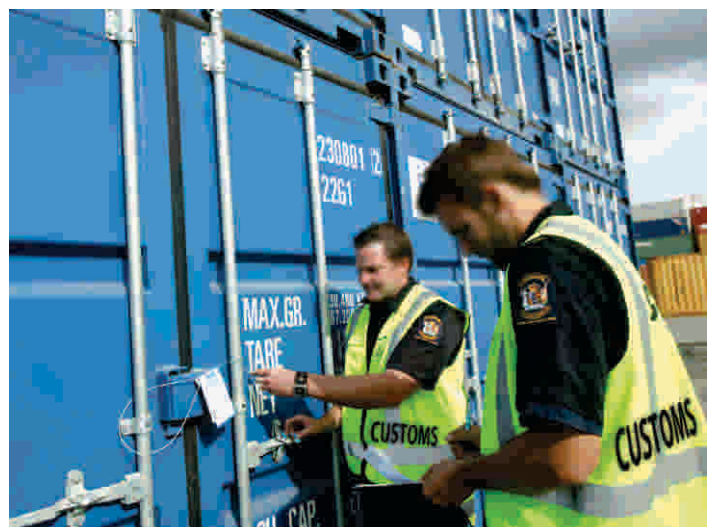
Reports & Register

- Import & Export Daily Status Reports
- Milestone dashboard with drill down reporting facility
- Import/Export Register
- Import Delivery Register
- In-Bond / Ex-Bond Register
- MIS Reports

BUSINESS BENEFITS

CANOPUS gives several business benefits to users as enumerated below:

- Compliance to 'The Single Window Interface For Trade' (SWIFT) and e-Sanchit in India
- Single platform facilitates both air & ocean transactions
- Multi-branch feature
- Secure and rights controlled transactions
- Significant cost saving
- 24/7 web support that helps CBs to remain competitive



- Are you spending too much of your time in shipment planning, pending activities and getting reports instead of focusing on core business issues?
- Does your system prevent errors in billing?
- Are you able to streamline internal and external communication?
- Does your present system allow retrieval of an external document pertaining to a job, at a later stage?

NEED FOR AN INTELLIGENT FREIGHT SYSTEM

Freight & Shipping Logistics comprises of highly fragmented Logistics processes. Multiple levels of stakeholder intervention are inevitable. Operations are often constrained by abundance of paperwork and redundant operating procedures. Inability to exchange information seamlessly between forwarders, shippers, Customs Brokers, carriers, airport/port terminals, overseas agents and consignees aggravates the situation. This builds up operational inefficiencies and acts as a roadblock to proactive and informed decision making.

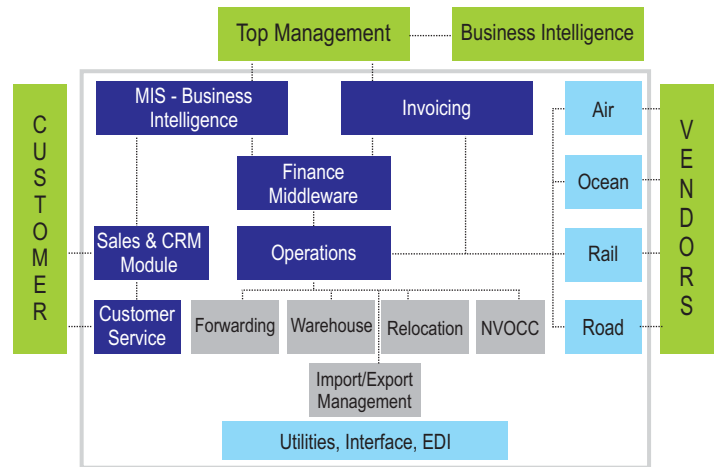
FREIGHT FORWARDING MANAGEMENT

Freight forwarders today need a scalable and reliable solution that offers enterprise-wide business functionality and security combined with an affordable cost of ownership. CORVI Freight Forwarding system is an integrated and well thought of IT system for Freight Forwarding Management. It can improve the company's business process and create competency among industry peers. CORVI enables Freight Forwarders worldwide to stay compliant to various policy changes from regulatory bodies, such as Customs. The resulting efficiency can have a significant impact on the bottom line.

BUSINESS BENEFITS

- CORVI Freight Forwarding supports multimodal transportation by integrating all the elements of Freight Forwarding business
- Elimination of redundant process
- Complete control on sales and operational activities
- Optimal resource utilisation
- Security features for controlled access
- Improved forecasting and planning
- End-to-end visibility with easy to use interface
- Process efficiency in customer complaint and feedback
- Standard templates for streamlining communication
- Proactive alerts to prevent failures
- Operational and MIS reporting for business visibility

Freight Forwarding & Import/Export Management System



A block diagram depicting Freight Forwarding functionality in CORVI

KEY FEATURES

CORVI Freight Forwarding supports multimodal transportation by integrating all the elements of Freight Forwarding business

Sales & CRM

- Captures freight rates received from multiple carriers & overseas agents
- Captures and monitors sales leads and activities
- Helps to assign sales targets & conduct performance analysis
- Enables enquiry and quotation management
- Helps to manage customer complaints & feedback

Operations Management

- Supports multimodal transport operations (Air, Ocean, Rail & Road)
- Supports international trade documentation like BL, AWB, CMR, SMGS
- Facilitates shipment consolidation
- e-Docket feature helps to upload external/internal documents & e-mail
- Enables General and Transit Warehouse management
- Support for Personal Effects and office relocation management
- Enables online approval of documents

Contracts, Invoicing & Costs Management

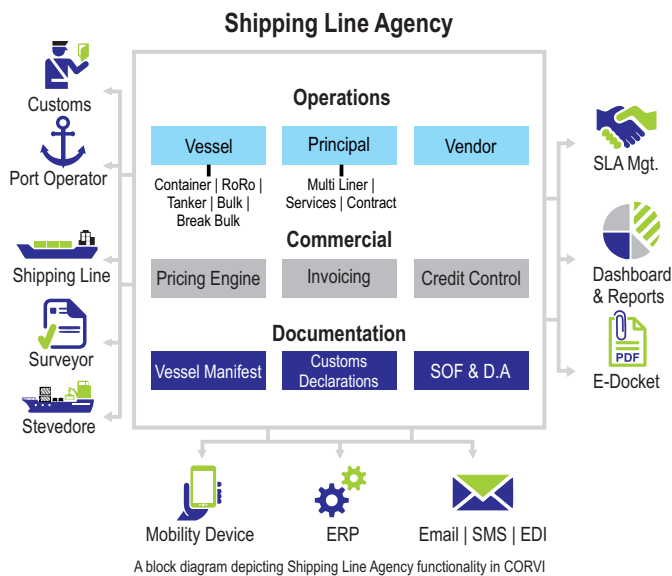
- Activity based billing & costs
- Comprehensive expense management
- Integration with leading financial accounting ERPs like SAP, Oracle etc

EDI & Customer Portal

- Connected with 110+ airlines through UPLIFT Cargo Community System (CCS)
- Ability to connect with leading shipping lines

Decision Support

- Built-in Business Intelligence module using Microsoft Power BI
- Exhaustive MIS and operational reports



STEVEDORING OPERATIONS MANAGEMENT

Stevedoring Operations Management module allows Stevedore Agents to manage the Stevedoring process right from Loading to Offloading, Equipment allocation to Resource planning and Quotation to Invoice generation. CORVI Stevedoring module offers seamless data transfer between stakeholders, provides for vessel planning and executes job orders for an identified activity. It also enables complex ship loading operations to be efficiently handled, to optimize vessel dispatch. This module allows the Stevedore Agency to manage all types of operations like Containerized, RoRo, Break Bulk, Bulk and Tanker Vessel.

CORVI's Stevedoring Operations Management module covers key functionalities as enumerated below:

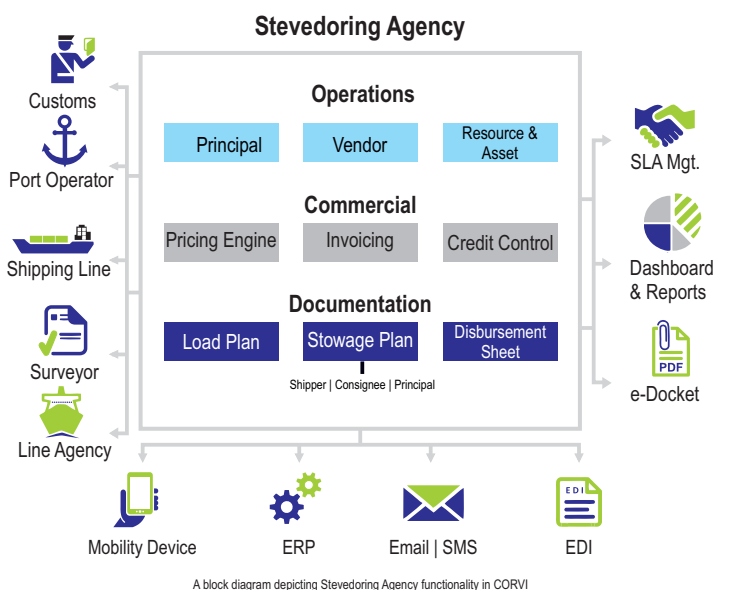
- Tariff Management
- Stowage plan & stowage sequence execution
- Ability to integrate with ports & Customs
- Shift planning for loading & unloading activity
- Handheld based operation control & real time visibility
- Daily disbursement reports
- Financial analyser
- Invoice generation

SHIPPING LINE AGENCY OPERATIONS MANAGEMENT

Shipping Line Agency Operations Management module enables the agency with a 360 degree view of business & provides complete support & control for a multi-line agency business. The system is easy to use & has configurable features, thereby ensuring minimal customization to meet a new Line's requirements. Additional services such as Vessel Husbanding, Ship Spares and Supplies Management etc., can also be maintained & tracked. Hence, the system ensures complete control for a Shipping Line Agency.

CORVI's Shipping Line Agency Operations Management module enables:

- Port tariff management
- Disbursement account management
- Ability to integrate with ports & Customs
- Statement of Fact (SOF) management
- Revenue & cost performance management
- Disbursement tracking
- Line's credit & SOA management
- Resource Requirement Fulfilment management
- Advance & invoice management
- Open Yard/Warehouse management

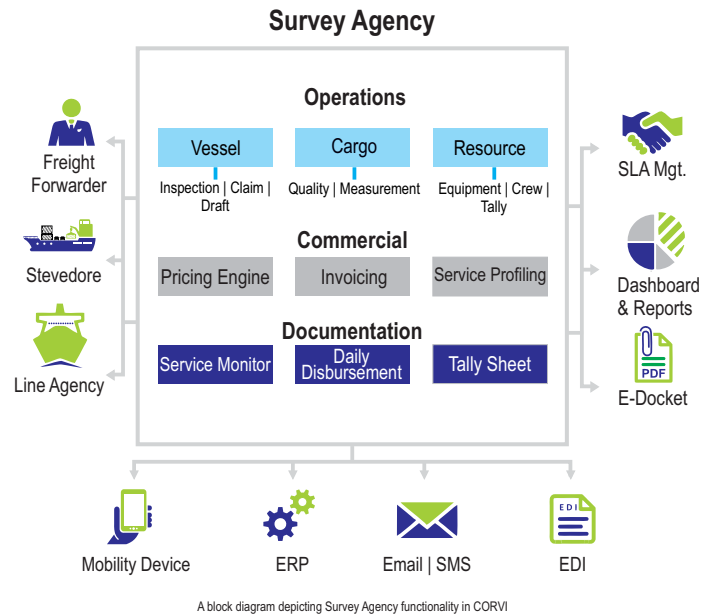


SURVEY OPERATIONS MODULE

Survey Operations Module is designed to ease and accelerate the task of capturing survey findings and preparing Surveyor's report. The system allows the Surveyor to generate the Job Order for survey activity to be carried out based on services agreed with Vessel Agent / Principal. It enables monitoring of shift wise activity based on parameters identified for Cargo / Container operations Survey, Draft Survey, Survey on Cargo Quality, Container Inspection Survey, Vessel Inspection, Lashing & Condition Survey and Damage Survey.

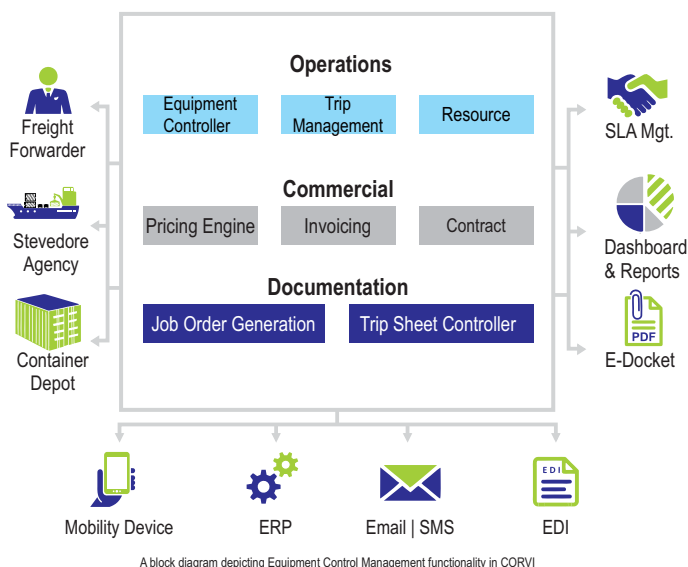
CORVI's Survey Operations module equips the surveyor with functionalities like:

- Ability to handle different facets of survey and inspection
- Flexibility to change the report formats and upload pictures
- Shift planning & shift survey reports
- Handheld based operation control & real time visibility
- Financial analyser
- Timestamp based activity reports
- Auto email to stakeholders with attached survey reports



CORVI is a web-based application that can be hosted centrally and accessed with a simple internet connection. It employs high level of security features to ensure authentic information and proper accountability. Along with CORVI, Kale also offers a decision support system that helps the end user and management to create their own reports.

Equipment Control Management



EQUIPMENT CONTROL MANAGEMENT MODULE

Equipment Control Management module allows the agency to manage the usability & allotment of equipment & resources. It enables monitoring of equipments like Trucks / Trailers, Reach Stacker and Forklift for number of tasks allotted and their productivity. The system tracks the usage of owned and hired equipment. It also supports management of key resources like labour / staff allotted for activities such as loading, offloading, packaging, stuffing & de-stuffing.

CORVI's Equipment Control module comes with extensive functionalities that support the agency in:

- Lease & contract management
- Trip & Task allotment
- Equipment maintenance
- Invoice generation
- Equipment-wise profitability

- Are you struggling to locate shipments and containers in your CFS/ICD?
- Do you find long queues at your CFS/ICD gates?
- Do you get angry calls from customers reporting short landing or damages?
- Do you struggle in getting the visibility of container yards and warehouses within your CFS/ICD?

NEED FOR A CFS/ICD MANAGEMENT SYSTEM

Container Freight Stations (CFS) and Inland Container Depots (ICD) are complex operations, involving intricate flow of information and goods between multiple stakeholders. These are further complicated due to manual processes which lead to procedural hassles, painfully slow movement of cargo and containers, and quite often, discrepancies between planned and actual actions. Amidst these constraints, CFS/ICD operations need to cater to increasing customer demands and expectations, whilst ensuring profitability.

CAPELLA- A COMPLETE SOLUTION FOR ALL CFS/ICD NEEDS

CAPELLA Container Management System has been designed to address the myriad challenges and fulfil complete needs of CFS / ICD operators. Built on the foundation of thorough industry knowledge and technical expertise, it is adept to drive complete automation and visibility in container management functions. The solution addresses all the major issues faced by the CFS /ICD operator in terminal EXIM and domestic operations, container inventory & yard management, bonded & non- bonded warehousing, back to town processes, maintenance & repairs. The solution also possesses a comprehensive reporting tool.

KEY FEATURES:

CAPELLA is a complete container management system with comprehensive modules such as:

Customer Portal

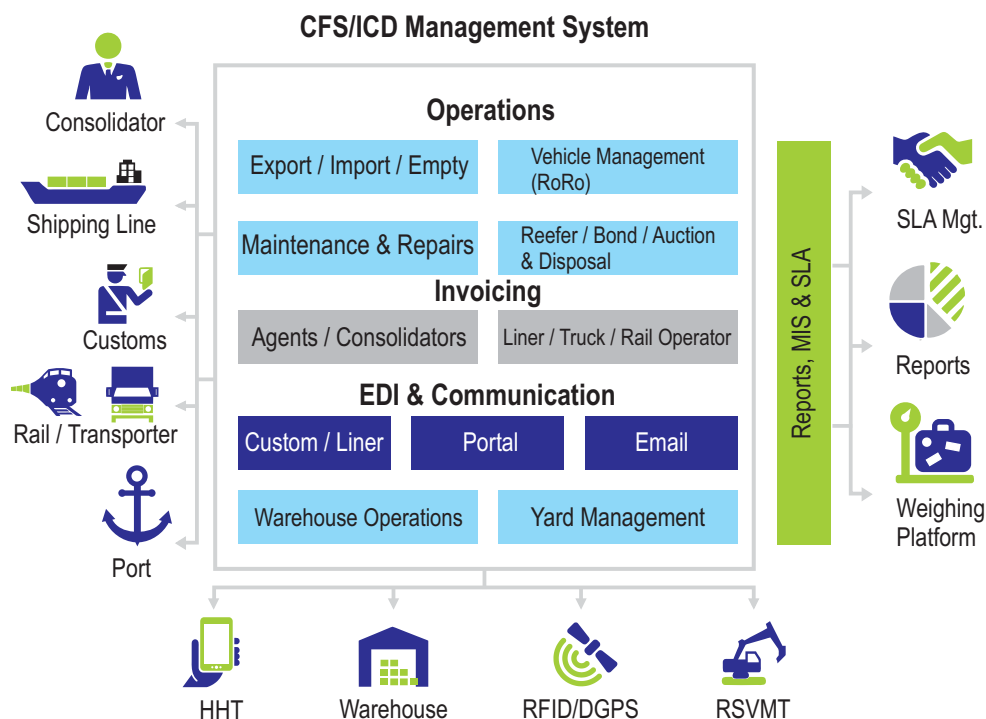
- Gateway to track shipment/container status
- Facility to request and book shipments
- View and pay invoices and get key reports

Customer registration, On-boarding & Booking

- Customer Registration Request & Approval
- Handling customer profiles and updates
- Registration SLA Dashboard
- Booking details | Stakeholders details | Cargo information

Export Management

- Dock Stuffing | Gate Operations | Carting | Warehouse operations|
Factory Stuffing | Customs Process | Re-work
- Back to Town



A block diagram depicting CFS/ICD functionality in CAPELLA

Import Process Management

- Manifest | Gate Operations | Container Inspection | Warehouse operations| FCL/LCL Handling | FCL-Loaded and De-Stuff | Delivery

Empty Process Management

- Gate Operations | Container Inspection | Container Transfer | Container Allotment

Yard Management

- Container List | Search Container/Empty Location | Yard View | Advance Planning | Audit Trail

Domestic Cycle Management

- Inbound Containers | Outbound Containers and Cargo

Vehicle Freight Station (RoRo) Management

- RoRo Manifest | Car inspection | Customs examination
- Gate operations

Bond Cycle Management

- In-Bonding and Ex-Bonding

Transport Desk Management

- Job order | Real-time track and trace

Reefer Management

- Plug In / Plug Out | Temperature Monitoring

Maintenance and Repairs Management

- Container Inspection | Repair work estimation | Job order for repairs | Invoicing for repairs


BUSINESS BENEFITS
Enhanced Operations

- Eliminates bottlenecks (resulting from manual processes) and redundant activities
- Provides real-time information with greater visibility
- Improves forecasting and planning
- Enhances customer service
- High level of data security
- Enables easy integration with other systems

Improved Profitability

- Lowers total cost of ownership
- Enables quick return on investment
- Maximises container and cargo throughput and space utilisation
- Improves revenues through accurate revenue reporting
- Maximises labor efficiency

Auction & Disposal Management

- Notice to consignee | Customs examination/valuation | Bid sheet
- Auction invoicing | Inventory management

EDI

- CODECO messages for empty and laden containers
- EDI with local Customs

Tariff, Billing & Cycle Management

- Default & Special Tariff Configuration
- Import/Export billing
- Container Loading/Unloading & Placement | Container Shifting | Container and Shipping bill wise invoice | PD Account Management
- Integration with leading financial accounting ERP's like SAP, Oracle etc

Management Information- MIS reports

- Container Throughput Reports | Cargo Handling Volume Reports | Customer Wise Volume Reports | Warehouse Occupancy Reports
- Over 100+ reports and dashboards



OVERVIEW

Rail freight operations are the backbone of logistics for many industries. Especially in countries like India, where the transport network is composed of routes with limited or no road/air connectivity, Rail has become an important mode of logistics. However, escalated demands from shareholders and customers; and factors such as last minute orders, seasonal fluctuations, day-of-operations disruptions make Rail freight planning a complex function. Operators are eyeing expansion in their network capacity and productivity with investments in advanced technology and better infrastructure. Rail companies are investing to maintain efficiency, safety and the sustainability of their networks by employing next generation IT infrastructure.

INVESTING IN CAPELLA RAIL MANAGEMENT SYSTEM

CAPELLA Rail management system is a web-based system that enables Rail operators to gain complete control over Rake operations. Built on comprehensive industry understanding, CAPELLA Rail management system is capable of integrating with several existing IT landscapes and systems, including Indian Railways' FOIS (Freight Operations Information System) and CAPELLA CFS/ICD Management System. CAPELLA Rail is specifically designed to drive control, agility and profitability in Rake operations. It supports and fulfils complete requirements of rail operations, intermodal liner service operators and private rail operators.

CAPELLA RAIL- A ROBUST, SCALABLE PLATFORM

CAPELLA RAIL management system automates Rail Operations & fulfils end-to-end needs of rail operators through its comprehensive interlinked modules like:

Rake Management

- Rake Details
- Rake Arrival
- Arrival Train Summary
- Rake Placement

Train Examination

- Train Examination Report (TXR) & Invoice

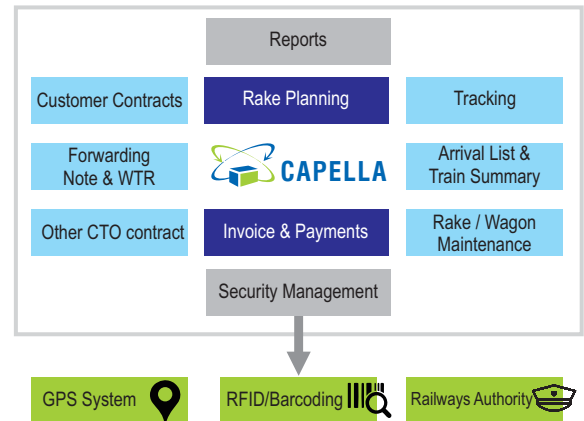
Rake Maintenance

- Sick Wagon Details
- Rake Stabling & Invoice

Rake Departure

- LOCO Requisition & Departure
- Shunting and Invoice
- Safe To Run (STR)
- Rake Departure

Rail Management System



A block diagram depicting Rail functionality in CAPELLA

BUSINESS BENEFITS

CAPELLA Rail promises a host of business and operational benefits for its users, as enumerated below:

Complete Automation

- Auto fetching of Rake details from dispatch to arrival on the basis of train arrival summary
- Automated Rake planning for container placement using preload list
- Automated triggering of charges for operational activities like TXR, Rake Stabling and Shunting using parameterized tariff configuration module

Real-time Visibility & Control

- Real-time milestone and current status update through built-in SLA dashboard
- Streamlined flow of Rake data throughout the operational stages based on details like Rake name or CTO name



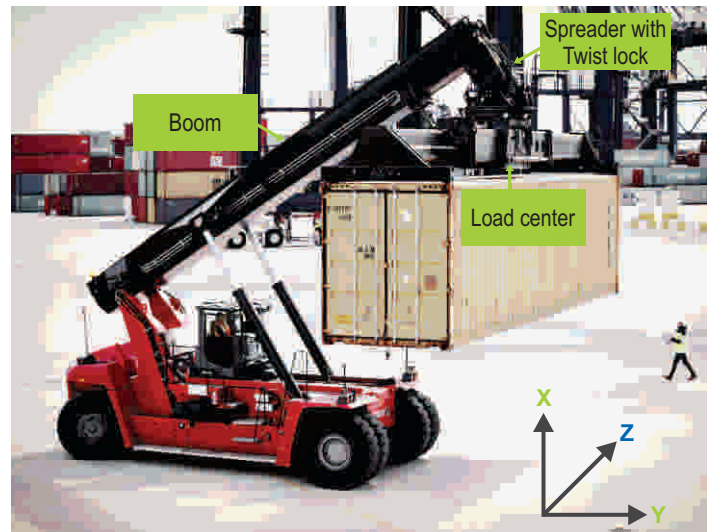
EXPERIENCE AGILITY AND CONTROL OVER IN-YARD OPERATIONS

Kale Logistics' In-Yard Container Positioning and tracking System is a DGNSS (GPS & GLONASS) based agile solution, capable of providing exact current location and position of any particular container in a yard, in a time efficient manner. The system focuses on CHE (Container Handling Equipment) such as Reach Stackers and RTGs to give the position of a container every time a "Pick" or "Drop" occurs. The system maps the location from DGNSS receiver to the Reach Stacker's real-time position and uses error corrections provided by reference station, to give the local in-yard coordinates (x, y) in meters. These are then referenced against a predefined localized origin location. The PLC/STU on the Reach Stacker electronically interfaces to pick up signals such as Twist Lock Status, Container Size, Landed Signals, Boom Angle (for z-axis) and Engine Ignition Status. The solution provides end-to-end accuracy for In-Yard Container Positioning, movement and locating containers. It eliminates underutilisation of container yard arising due to lack of visibility of empty slots and improves overall productivity.

KEY FEATURES

CAPELLA In-Yard Container Positioning promises a host of business and operational benefits for its users

- Focus on modification of Container Handling Equipment such as Reach Stackers and RTGs to give exact X-Y coordinates of container's location at every pick and drop
- Signals from the CHE are electronically interfaced to PLC (Programmable Logical Control) picking up Twist Lock Signals, Landed Signals and GPS Location information
- Differential Global Positioning System (DGPS) enhancement provides improved location accuracy from a radius of 10-meter nominal GPS accuracy to about 70 cm, in case of best implementations.

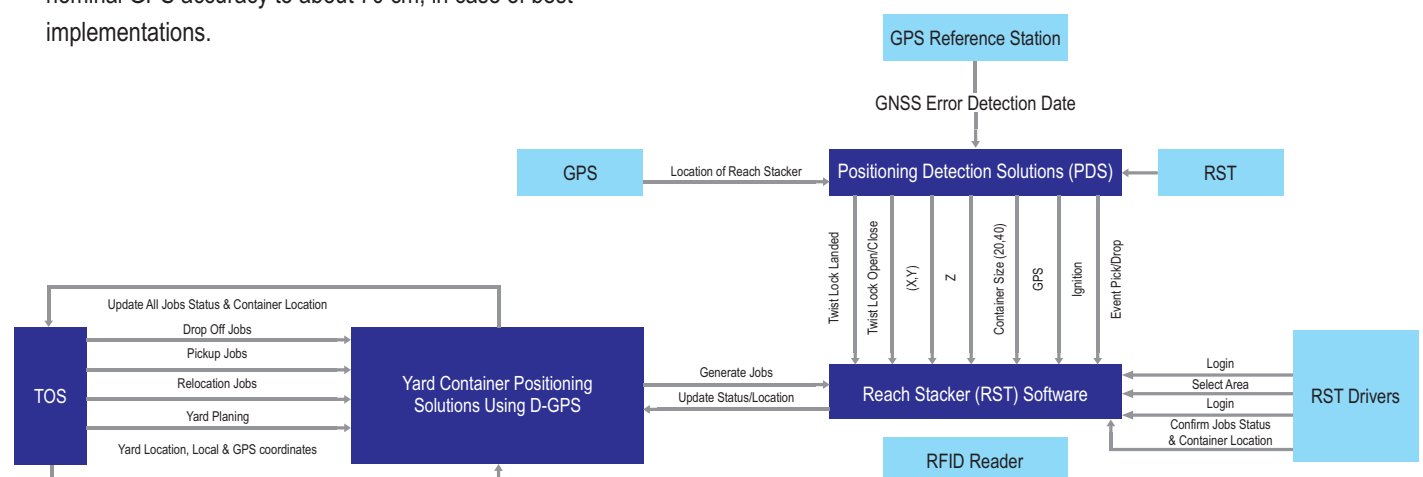


- Broadcasts reduce ambiguity between GPS indicated location and actual location utilising a network of fixed, ground-based reference stations
- Facility for digital correction
- Combination of GPS and GLONASS to minimize errors

BUSINESS BENEFITS

Some of the key advantages of using Kale's In-yard container solution are:

- Significant saving on yard check and planning efforts as system gives ready information to allocate and plan location of containers
- Tangible reduction on container dwell time due to reduced yard congestion and elimination of queuing at the gate and throughput in general
- Instrumentation on yard trucks monitors speed and hours of service for yard truck drivers along in adherence to safe practices
- Process conformity with thorough control as every container is checked and tagged during check in and checkout



A block diagram depicting In Yard Positioning functionality in CAPELLA

OVERVIEW

With the surge of e-Commerce operations around the world, organisations are challenged with an increasingly competitive marketplace that demands customer delight, value added services and seamless flow of transactions. One of the key bottleneck for the e-commerce industry is managing the first and last mile delivery operations. Complex customer demands, driver shortage and additional costs of delivery are hindering efficient operations. Companies need to act meticulously to manage Pick-up and Delivery (P&D) processes considering all these constraints and also including customer-care, driver management, vehicle and route management.

AGENA DRIVES COMPETENCY IN FIRST & LAST MILE OPERATIONS

AGENA, is a powerful, web-based delivery tool which helps to automate all the processes associated with order fulfilment tasks for e-Commerce logistics, like order booking, first mile, warehouse operations, fleet planning, last mile delivery, reverse logistics etc. It uses a combination of web and mobile apps to offer an integrated solution. AGENA also integrates with shipper's portal and supports order validation and pin-code based allocation for transport operators and logistics partners.



Routing & Transshipment

- Connected routing
- Positive bagging
- Route Management

Outbound/Inbound Warehouse Operations

- In-scan to verify orders
- Pick-up via docket scanning/ Mobile App.

Cash On Delivery (COD) Management

- COD Collection, cash deposit, reconciliation & update
- Collection repatriation to customers

Last Mile Delivery

- Managing order allotments and Consignment Note (CN)
- Pin-code based allocation & vehicle management
- Control Tower to track activity through mobile device
- Partial delivery, customer initiated delay, delay due to other factors
- Track & Trace of bulk orders through customer portal

Reverse & RTO

- Order cancellation, failed delivery, customer refusal
- Return To Origin (RTO) management
- Warranty execution and reverse pickup
- Cash refund on successful pick-up

Contract Management

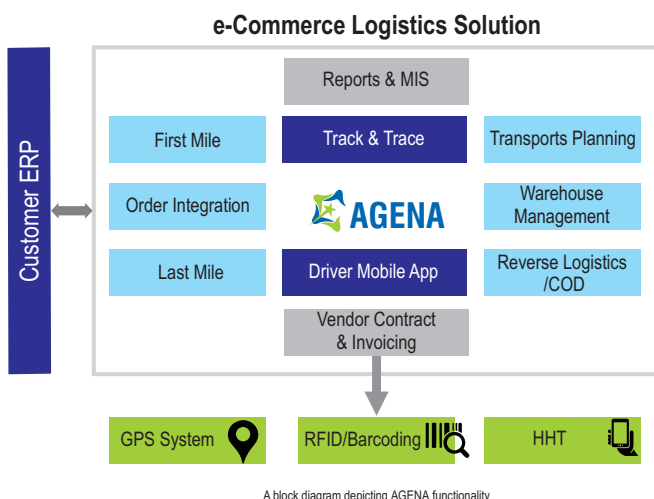
- Rate contracts based on city, zones, weight slab
- Automated rate application on booking
- Contract re-invoice

Drop Shipment

- Pin-code based order allocation
- Pickup confirmation and direct shipment
- Order drop and confirmation

Billing, Cash & Vendor Management

- Auto calculation of Freight, COD (Multi- Slab), Reverse Charges etc.
- Freight audit and payment processing
- Support for COD remittance



KEY FEATURES

AGENA supports end-to-end first and last mile logistics with in-built comprehensive features like:

Order Integration & Booking

- Ability to upload orders in sync with customer formats
- Auto creation of Way Bills against orders
- Auto calculation of volumetric weight post entering dimensions

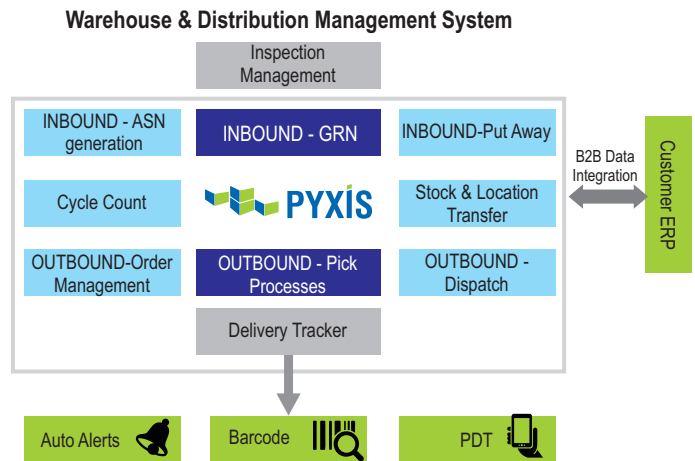
OVERVIEW

Warehouses are a crucial part of the supply chain. They ensure smooth movement of goods and help to maintain/improve productivity levels. Warehouse & Distribution Management Systems (WDMS) play a crucial role in controlling the placement, storage and movement of materials within a warehouse along with carrying out associated transactions.

New-age warehouses need an application which is capable of factoring ground realities of a modern warehouse, complexities of the processes and skill sets of those handling the cargo. A system which provides real time visibility, is easy to interface with third party applications and has been developed based on industry benchmarked processes is imperative for keeping pace with the growing business needs. In global economy, warehouses need to respond to growing trade with scalable warehouse systems. Moreover, the system also needs to be readily configurable to suit individual business needs. This can be achieved with next-generation systems which are both web-based and mobile enabled.

PYXIS: THE BEST FIT SOLUTION FOR LOGISTICS SERVICE PROVIDERS & USERS

PYXIS is a state-of-the art warehouse management system that encompasses a wide spectrum of warehouse activities starting from the arrival of cargo, storage, location management and dispatch. It is readily configurable wherein user can define the location rules, package types, pick-up rules, shipment procedures, packaging techniques and all other significant details regarding warehouse operations. It optimizes these tasks based on detailed algorithmic rule engine and enables manufacturers, distributors and retailers to optimize their day-to-day warehouse activities, improve space utilization, lower inventory carrying costs and boost manpower productivity.



A block diagram depicting PYXIS functionality

KEY FEATURES

PYXIS offers a comprehensive set of features and functionalities for a modern warehouse.

- Suitable for general cargo, temperature controlled, Bonded and Agro product warehousing and distribution
- Ability to create Advance Shipment Notice (ASN) by recording, uploading or integration with other inbound systems (e.g. Customs filing system)
- Inward and outward truck dock and queue management
- Inbound unloading ticket for speedy evacuation of cargo
- Pre GRN and GRN module with functionality of rebranding and repackaging
- Quality control including inspection management at inbound and outbound
- Ability to print bar code labels directly from the system and assign unique SKU's for rebranded/repackaged cargo
- Assigning material handling equipment & associated tasks to operators
- Different algorithms like FIFO, LIFO, Expiry date based, Serial No based etc., for Put Away and Pick Processes
- Update on Put Away using bar code or system generated code
- Cross Docking
- Location transfer within/ intra warehouse
- Ability to accept delivery orders by recording, uploading or interfacing with other system like SAP, Oracle etc.
- Assigning priority to orders received
- Generating single/multiple pick tickets against single/multiple orders
- Claims / damages & Shooter stock management module
- Gate pass and delivery area management
- Billing based on area, commodity or service rendered
- Stock management and full/partial/bin/commodity based cycle count
- Ability to integrate with Automatic Sorting machines, ASRS, VMT and RFID devices.
- Hand-held based functionality

OVERVIEW

Hyper-efficient delivery network is a pre-requisite for transport operators to ensure business profitability in operations. Transporters/Fleet owners with a large number of fleet need to service their network in a time efficient manner with adequate control on placement & movement of vehicles. This becomes increasingly challenging due to external constraints like expensive fuel and relentless price pressure from customers and competition. Any idling or underutilization of resources can incur significant overheads to the transporters/ fleet owners. The need of the hour is to get real-time control on costs, leverage all cargo placement opportunities and offer visibility to customers. This is where transportation companies need a modern IT system to cater to all functions of their organization in an integrated manner.

HELIOS: THE BEST-FIT SOLUTION FOR 3PLs, MANUFACTURERS, FLEET OWNERS & OPERATORS

HELIOS is a web-based transportation management system comprising of two modules- HELIOS TRANS & HELIOS FLEET.

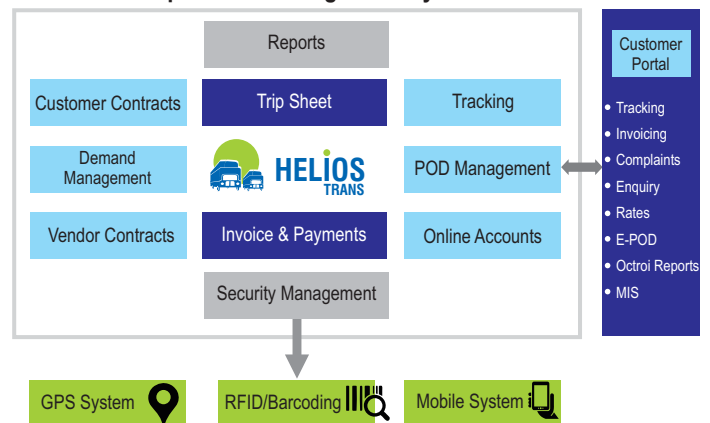


HELIOS TRANS

HELIOS TRANS is a GPS integrated, web based tool that supports all types of business models like Full Truck Load (FTL), Less than Truck Load (LTL), Project Cargo Movement, Express Cargo Delivery, Parcel Delivery, Local Delivery and Crossing. A customer self-service portal assures the customers with readily available information at all times on – tracking, invoice, complaints, enquiry, rates, E-POD, Octroi receipts & MIS.

The system helps transportation service providers to manage the entire business life cycle including vehicle request, vehicle tracking, placement, delivery and billing. HELIOS TRANS helps transportation companies to manage contracts with customers as well as vendors.

Transportation Management System



A block diagram depicting HELIOS - TRANS functionality

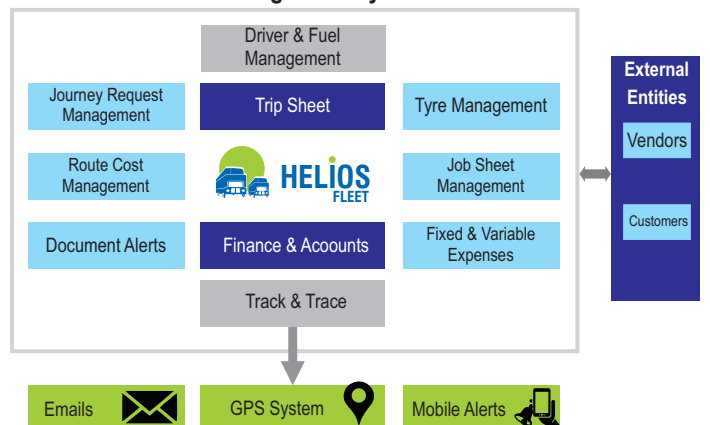
HELIOS FLEET

HELIOS FLEET helps to manage all the activities from trip sheet, driver settlement, fuel tracking, turnaround time of vehicle, tracking, billing to attached or market vendor and financial control over fleet hub. It can be integrated with an ERP to provide a seamless solution.

HELIOS FLEET is a web-based comprehensive Fleet Management Solution to manage all aspects of the fleet business. It can also be integrated with GPS systems to provide real-time visibility of vehicle status and their position.

HELIOS FLEET is designed to cater to the needs of Fleet Owners and Operators. It is a feature rich solution covering Trip Sheet, Job Sheet management, Route Cost Management and finance & accounts.

Fleet Management System



A block diagram depicting HELIOS - FLEET functionality



Kale Logistics

Technology that Transforms



AIR CARGO

- Are you losing money due to excessive documentation, data entry errors and incorrect invoicing?
- Is your system capable of exchanging EDI with airlines?
- Do you often struggle to meet SLAs with your airline customers?
- Are there long queues at your billing counters?
- Are your customers demanding to know the exact status of their cargo by the minute?

NEED FOR A WEB - BASED AIRPORT CARGO MANAGEMENT SOLUTION

The volume of air cargo being moved globally is ever increasing and airports find it difficult to keep pace with expansion in terms of infrastructure, man-power and level of automation. Cargo terminal operations are dependent on several stakeholders like ground handlers, airlines, Customs, freight forwarders / cargo agents and banks. Each of these stakeholders use multiple IT systems which do not communicate with each other, leading to multiple data entry efforts, complex paperwork, manual errors, increased cargo processing time, non-compliance, loss of revenue and goodwill.

INVESTING IN A WEB-BASED AIRPORT CARGO MANAGEMENT SOLUTION

An end-to-end 'Web-based Airport Cargo Management Solution' can assist cargo terminal operators to address all of these issues. GALAXY is one such solution that brings in collaboration, planning and process integration in cargo terminal operations. This modular solution helps cargo terminal operators to manage the internal warehouse operations at the terminal and simultaneously provide a common platform for communication to all external stakeholders. Such an integrated solution offers them the flexibility to address industry and regulatory requirements. Investing in GALAXY is similar to getting a one-stop solution for all the commonly faced problems in the cargo terminal operations.

GALAXY : THE BEST FIT SOLUTION FOR CARGO TERMINAL OPERATORS

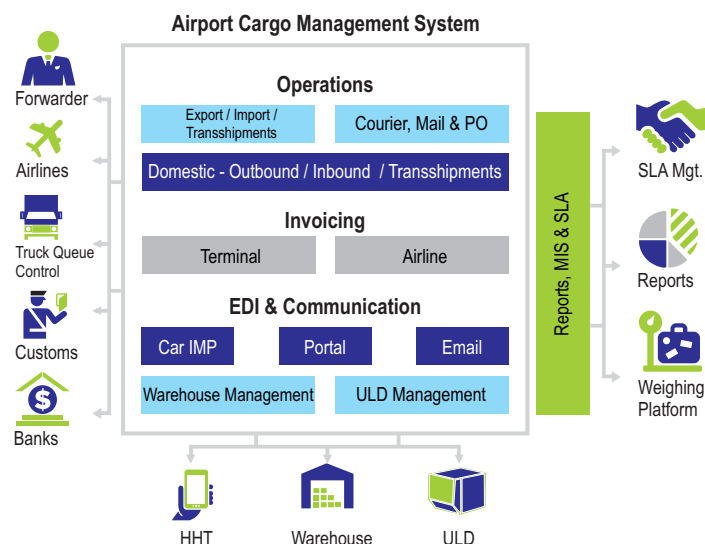
GALAXY is a first of its kind solution for airports of all sizes, which not only automates all cargo handling operations but also provides a collaborative platform for stakeholders such as Airlines, GSAs, Bonded Truckers, Custom Brokers, Forwarding agents, Customs and Banks amongst others. It also automates the custodian functions at the airport and the internal warehouse and cargo handling processes. Moreover, the system keeps pace with the changing regulatory requirements and brings in greater efficiency and visibility in air cargo handling operations at an airport.

GALAXY GIVES A WINNING EDGE

GALAXY ensures easy interface with third party applications such as X-ray, Customs, Airlines, TLX, accounting systems, as well as systems of institutions such as banks and government entities. It facilitates trade through online payment options, thereby encouraging cashless transactions. GALAXY is not only a highly scalable, flexible and low on maintenance web based system, but is also built on n-tier architecture which ensures ease of usage and configuring, as per changing business demands.

GALAXY encompasses modules for Export, Import and Transshipment like International to Domestic and vice versa, domestic to domestic & international to international. It controls the movement & storage of cargo in the warehouses and manages warehouse related transactions through in-built specific module. Moreover, the application also streamlines various processes like acceptance through in-built modules such as Carting Order and delivery of cargo with issuance of Delivery Order. Additionally, GALAXY facilitates ULD Management, PO Mail/Courier, SLA, and is a user friendly web portal for stakeholder interaction. A comprehensive EDI module enables seamless connectivity using IATA standard messages with airlines using XML/EDI and with local Customs.

Through GALAXY, agents/airlines can request specific cargo handling, view reports, pay and print invoices and track & trace cargo. Its mobile APP enables stakeholders to perform real-time track and trace of cargo to stay abreast of the cargo status at all times. Innovative features like faster e-AWB filing, single screen view of 'acceptance to manifest', auto-invoicing, auto-alerts and an EDI dashboard make GALAXY an efficient and comprehensive air cargo solution.



GALAXY INTERNATIONAL

International Cargo handling is a complex job with diverse functions that are important to conduct seamless cargo movement. GALAXY International is a web-based, HHT integrated system that automates operational processes and provides quick & comprehensive information on consignment status, cargo tracking and terminal operations. The system enables EDI with Customs, Airlines and other stakeholders.

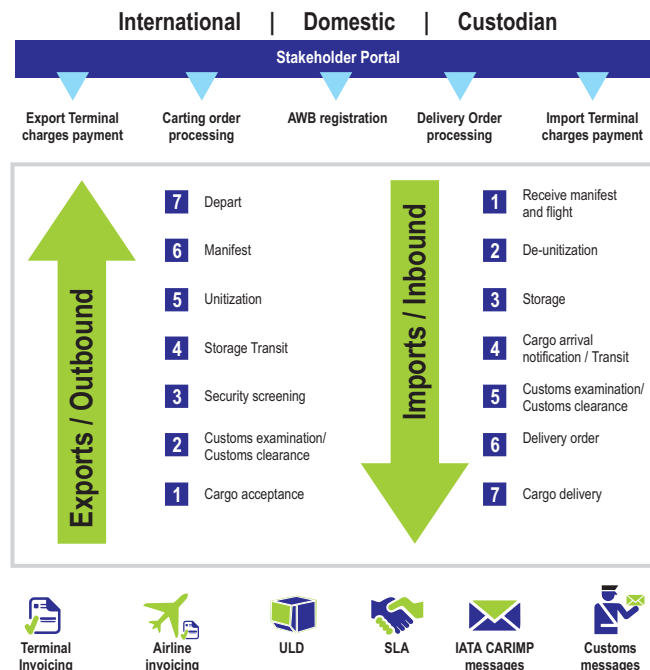
In addition to import & export handling processes, the solution also provides for Transshipment, ULD management, Service level management as per AHM801, tracking, terminal & airline invoicing, mail and courier handling.

GALAXY DOMESTIC

GALAXY Domestic supports complete automation of domestic air cargo handling, covering the entire outbound and inbound cargo process. It is a web-based system that enables end-to-end outbound cargo processing like acceptance, loading and departure (manifest); and inbound process right from flight arrival, flight check to finally placing cargo at the warehouse. It also covers transshipment and direct delivery processes. Its in-built invoicing and pricing engine enables auto generation of invoices to both agents as well as airlines.

GALAXY CUSTODIAN

GALAXY Custodian is designed to cater to the Custodian functions that are specifically needed in India. The Custodian module supports handling of EXIM, Customs clearances, disposal management, maintenance of PD accounts and reporting. Working in tandem with the International module and other ground handling solutions, Custodian module completely automates functions, eliminates paperwork and performs time-efficient transactions.



A block diagram depicting International GHA functionality within GALAXY

KEY FEATURES

GALAXY addresses challenges of global airport cargo handlers with following features and benefits:

- Real-time cargo status update provides complete visibility and transparency in cargo handling processes
- Ensures Customs compliance by interfacing with local Customs through EDI or web services
- Ensures statutory compliances and industry best practices such as e-CSD
- Provides interfacing with airline systems through IATA standard messages using FTP/SMTP and SITA
- Allows setup and management of warehouse space
- Facility for disposal or auction of unclaimed cargo
- Support for business planning through an enterprise standard BI tool
- A native HHT application provides for ease of cargo management, shorter dwell time and reduction in paper transactions
- Single point data entry
- Improves cash flow from AWB by enabling users to raise correct invoices on administrative and storage charges
- Accurate revenue reporting
- Assures quick ROI due to short implementation cycle

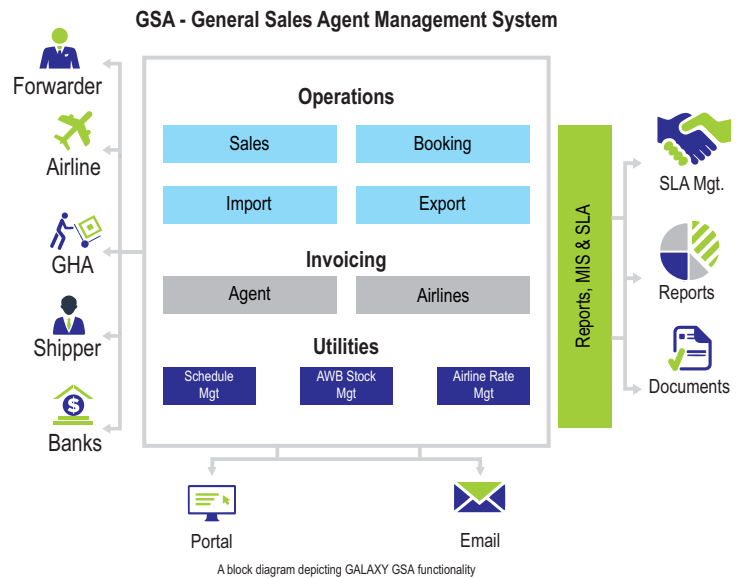
GALAXY GSA: A COMPLETE GSA SOLUTION

Kale Logistics Solutions' GALAXY General Sales Agent (GSA) System is a sophisticated system specifically designed to take care of all the GSA data/ information and reports. It takes care of multiple functions, like customer management, AWB stock management, sales management and financial processes like Cargo Sales Report, TDS, payments etc. The system enables user to keep a track of all the bookings, handover details and other pertinent data. Users experience highest level of confidentiality and security with GALAXY GSA. With password secured data access and limited access rights, system controls unrestricted usage and delivers not just timesaving and cost effective operations, but also ensures control over transactions.

KEY FEATURES

GSA system is enriched with following features

- Single system catering to multiple airlines & providing product support
- End-to-end and secure Import/Export operations
- Rate management
- Complete stock control
- Extensive customer profile management
- Airline schedule management
- EDI capable of messaging with multiple protocols
- Real-time cargo track & trace
- Credit maintenance
- Business Intelligence based reports



BUSINESS BENEFITS

Kale's GSA system promises the following benefits:

- Quick ROI and zero revenue leakages
- User-friendly system with minimal training cost
- Cloud based system, accessible from anywhere, at anytime with low infrastructure cost
- Automated documentation

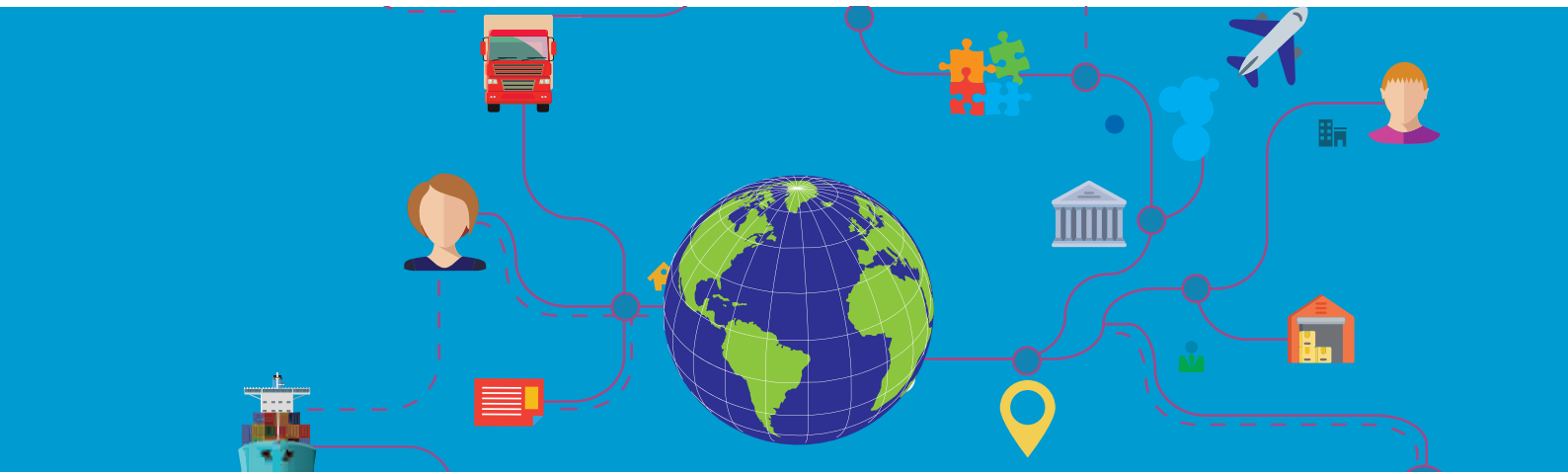
Leading airport experiences transformation in cargo handling process with GALAXY

One of India's busiest airport achieved state-of-the-art ground handling capabilities with GALAXY's comprehensive modules. GALAXY has enabled the airport to control the movement and storage of cargo at the warehouses and management of transactions in a time efficient manner. It has driven automation in operational processes and provides comprehensive information on consignment status, cargo tracking and terminal operations to all stakeholders. With GALAXY, the airport achieved real-time visibility, improvement on productivity, elimination of hidden costs and check on revenue leakages.



Kale Logistics

Technology that Transforms

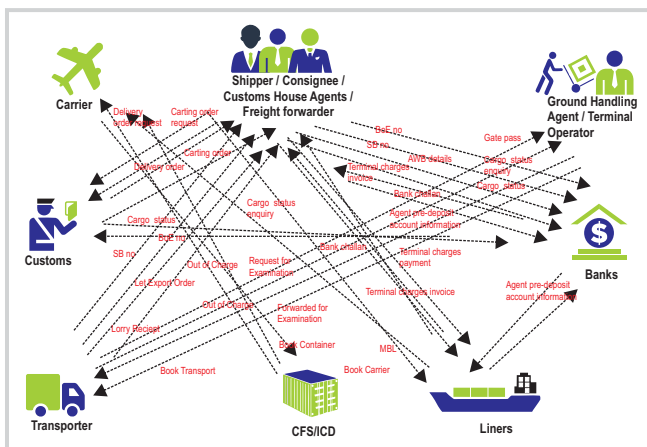


TRADE FACILITATION PLATFORM

OVERVIEW

The Logistics supply chain entities work round the clock to move cargo safely and on time. However, along with movement of cargo, there is a lot of complex documentation & data that gets exchanged between the entities. A study indicates that shipment data gets re-entered in the supply chain at least 6 times by various stakeholders, bringing in inefficiency, delays, penalties and lack of shipment visibility, thereby resulting in higher cost of logistics.

Scenario without UPLIFT

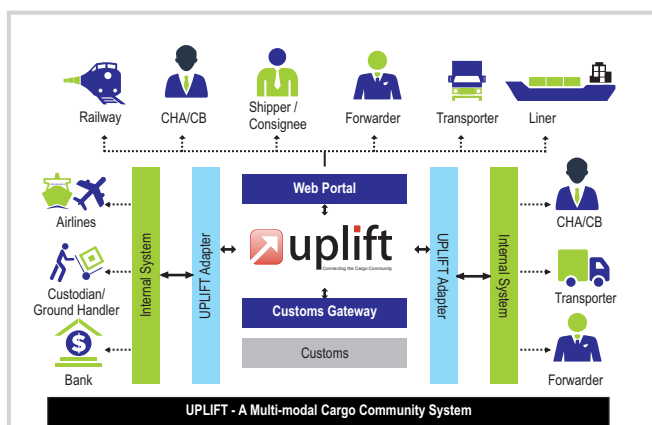


A block diagram depicting current information exchange between cargo stakeholders

UPLIFT - A UNIVERSAL PLATFORM FOR LOGISTICS & INTEGRATED FREIGHT TRANSPORT

UPLIFT is a pioneering initiative in creating a Cargo Community Platform which enables Freight Forwarders (FF) and Customs Brokers (CB) 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.

Scenario with UPLIFT



A block diagram depicting information exchange between cargo stakeholders with UPLIFT

UPLIFT @ WORK

UPLIFT- Cargo Community Platform was conceptualized, developed and launched in Jan 2011 in partnership with the Air Cargo Agents Association of India (ACAAI). UPLIFT has processed 4 million+ EDI transactions across 3000+ users for 500+ Shipment destinations with 90+ carriers connected through EDI. UPLIFT has been recognised by KPMG as one of India's Top 10 Logistics Innovations and is featured in the curriculum of the Supply Chain Management textbook at the KELLOGG Business School.

UPLIFT FEATURES FOR THE CARGO COMMUNITY



Shipper/
Consignee

Online booking | Document generation | Status updates by email & SMS | Online document transfer | EDI between Shippers and Forwarders (e.g. Invoice, Packing List, SLI)



Forwarder/
CHA/CB

View schedule creation of AWBs (Master & House) | Online filing of AWBs & Consol Manifest | AWB stock management | Label printing | Filing Customs declaration | Access to published rates | e-Docket facility | EDI between Forwarders & Carriers (FWB, FHL, MBL, HBL)



Airlines

Receive online booking requests | Online quotation | Receive AWB data | AWB stock allotment | Manifest filing with customs | Timely status updates to forwarders | EDI between Forwarders and Ground Handlers (e.g. FHL)



Customs

EDI Between Customs and Forwarders / CHA/ CB (e.g. Customs declaration documents, Customs Queries, Consol manifest with acknowledgments) | EDI Between Customs and Carriers (e.g. manifests) | EDI Between Carriers and GHA (e.g. FFM, FBL)



Custodian/
Ground Handler

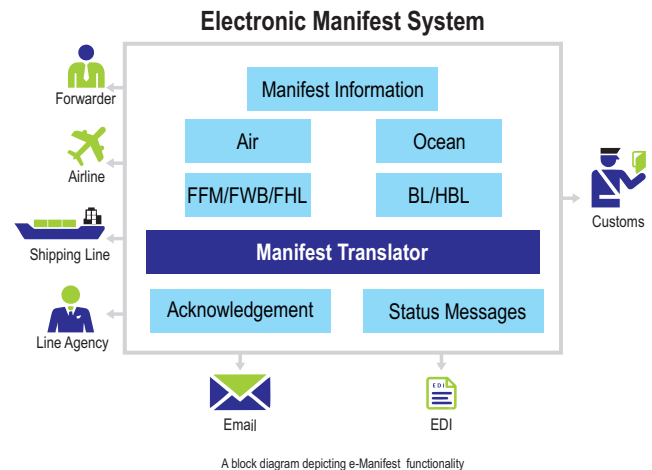
Online receipt of validated shipment data | Proactive milestone alerts | Terminal charge creation | Online auctions | Vehicle management | Accept bulk carting order request

OVERVIEW

With an aim of increasing vigilance towards managing shipments, especially that of dangerous or potentially harmful goods, many countries have implemented automated (electronic) processes to ensure intricate screening of shipments. In this regards, a major transformative initiative was, modernizing and improving cross-border processes with the introduction of e-Manifest. Introduced as part of the Advance Cargo Information (ACI) initiative, e-Manifest requires carriers and freight forwarders to electronically transmit shipment information to country's border agency in prescribed format, within specific time frames and in advance. Variations of e-Manifest are being implemented by border service agencies all across the globe.

EDI CAPABLE e-MANIFEST SYSTEM ENSURES SAFEGUARDED TRANSACTIONS

With the transition from paper-based system to electronic transmission of information, organisations are already adopting customized solutions to ensure compliance to e-Manifest. Kale Logistics Solutions' integrated e-Manifest filing system provides a robust and user-friendly solution for carriers and Freight Forwarders (FF), facilitating compliance with the latest filing mandate. The platform enables carriers and FF to file Import and Export manifest details to local Customs/security agencies as per prescribed EDI messaging formats. The manifest received in various EDI formats is converted into the formats accepted by local Customs/security agencies. After inserting a digital signature, it is then submitted to the local Customs/security agencies. Upon receipt, the agencies generate acknowledgements. The system then forwards the same to respective carrier/FF.



KEY FEATURES

Kale's e-manifest system enables reduced border delays and enhances efficiency of supply chain by facilitating seamless e-manifest filing with the Customs

- Enables advance electronic filing of import manifest, enabling the Customs and various other agencies to achieve efficient operational planning
- Accurate filing of exports manifest enables exporters to avail benefits from government under various exports incentive schemes without delays thereby facilitating cash flow management
- Creates adequate bandwidth to plan for arrival of special cargo
- Strengthens security, as authorities get equipped to handle suspicious movement of cargo
- Supports multiple modes of communication with carriers and FF like e-mail, EDI etc.



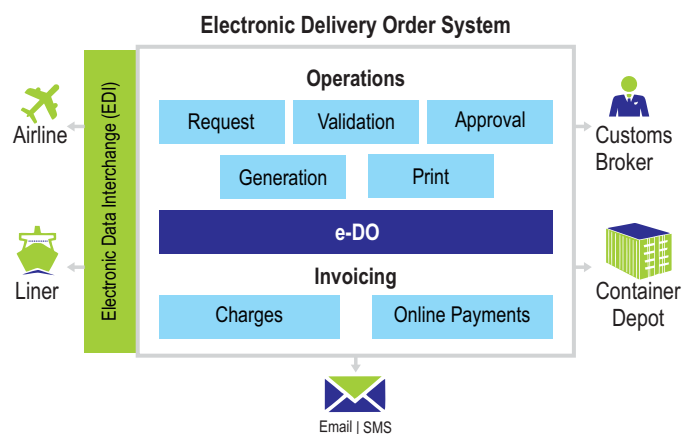
OVERVIEW

Traditionally, global airlines and shipping lines permitted the pick-up of imported cargo through a paper-based Delivery Order. The importer or his Customs Broker (CB) would submit a physical copy of the Delivery Order at the counter of the shipping line/airline, pay the charges, and hand over the paper copy of the Delivery Order to the warehouse operator at port/airport. However, this transaction involved manual exchange of physical copies. It also involved the importer/CB visiting offices of multiple carriers and consolidators, waiting for making payments and thereafter waiting for document approval.

Recognizing the need to ease and make this process more efficient, steps were taken by global Shipping Lines and Airlines in co-operation with warehouse operators to facilitate generation of the Delivery Order electronically in mutually agreed formats. This has enabled the entire process to be executed electronically, without the importer or CB having to visit multiple offices and waiting in the queues. Electronic Delivery Order (e-DO) has been regarded as a crucial trade facilitation measure since its introduction in year 2015. It has resulted in complete elimination of physical copy of Delivery Order supporting paperless trade initiatives.

UPLIFT e-DO PLATFORM

With implementation of Kale Logistics' e-DO platform, global Shipping Lines and Airlines are able to issue Delivery Order at the earliest possible time. This has resulted in improvement on shipment dwell time, control on transactions, and elimination of cash transactions. Moreover, elimination of human intervention has also enabled to curb possibility of errors/malpractices.



A block diagram depicting e-DO functionality

KEY FEATURES

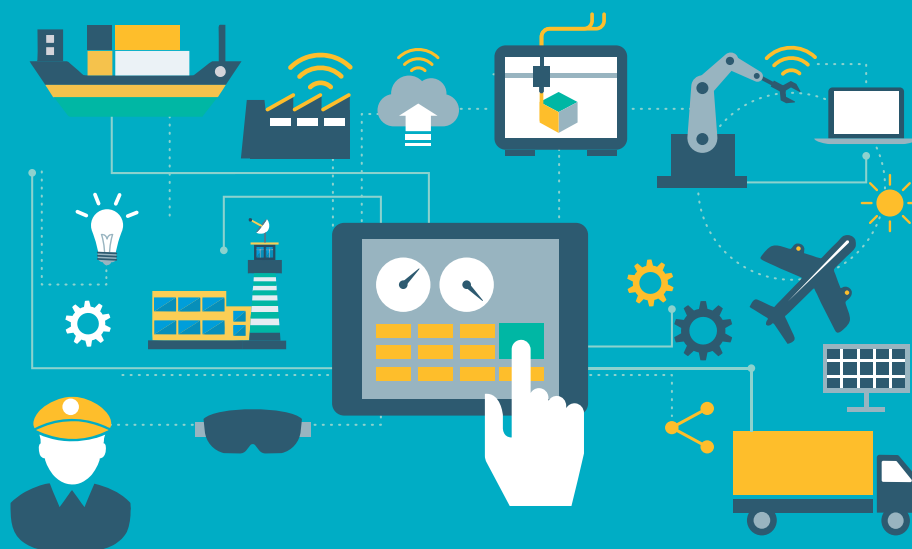
Kale's e-DO system is enriched with following key features:

- Real time visibility of Delivery Orders released in a secured manner by respective carrier
- Ability to issue DO for multiple carriers on a single platform
- Hassle free and password protected secure transactions
- Efficient financial transactions through auto calculation of Do fees and payment options to support successful payments
- Online re-validation of expired/soon to expire DO

BUSINESS BENEFITS

Kale's e-Do system is promises the following business benefits:

- Secured & authorised view of DO to value chain stakeholder establishes authority, security and accountability through operational and system validation
- Paperless transactions eliminate possibility of error
- Reduced dwell time in clearance process
- Faster revenue realisation with online payments



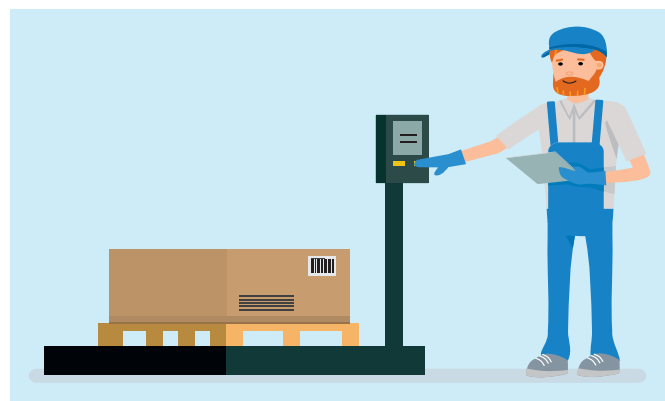
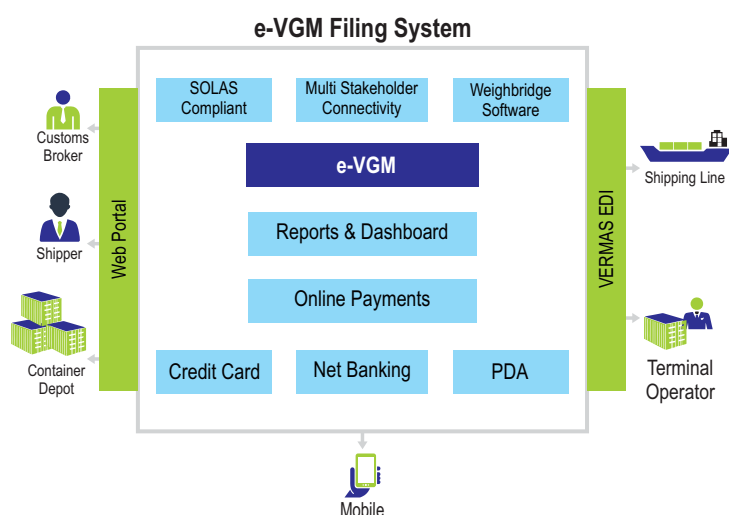
Web-based Electronic Verified Gross Mass Filing System (e-VGM)

OVERVIEW

Discrepancy between the declared container weight and the actual laden container weight poses great risk against transportation safety. Inaccurate container weight is one of the key causes of serious accidents occurring during maritime transport. Taking this lapse into account, a new regulation from the Safety of Life At Sea (SOLAS) Convention was adopted by the International Maritime Organization (IMO) in July 2016. This regulation prescribed a mandate for shippers to declare the Verified Gross Mass (VGM) of a laden container to the container carrier and the terminal operator. Verified Gross Mass is the total weight of a packed container. VGM includes packing and securing materials such as pallets and wires and container tare weight.

EASE OF VGM FILING THROUGH KALE LOGISTICS' e-VGM

Kale Logistics Solutions' digital system for electronic filing of VGM (e-VGM) enables shippers to submit their VGM information to ocean carriers and ports, flexibly and on time, in compliance with SOLAS requirements. Most leading shipping lines are connected to Kale's e-VGM platform.



KEY FEATURES

Customs Brokers/Shippers/Freight Forwarders agents are using Kale's feature rich e-VGM platform to ensure regulatory compliance

- Works as a stand-alone SaaS based Web application with SOLAS compliance
- e-VGM repository is accessible to carriers and third parties such as weighbridge providers and terminals
- Allows CBs, shippers and Freight Forwarders to submit VGM details through EDI
- Allows EDI inbound submission as VERMAS, or via shipping instructions (IFTMIN) EDI messages or XML equivalents
- EDI messaging directly to subscribed Ocean Carriers
- Support to multiple weighing scenarios and submission use cases, including third party authorization & submission
- Integration with weighbridge software for fetching accurate container weight thus ensuring accuracy and eliminating data duplication
- Integration for incorporating digital signature
- Easy recharge e-VGM accounts through online payment gateway using debit/credit card, net banking, UPI or wallets

BUSINESS BENEFITS

- Ease of payments through online & pre-deposit accounts
- Clear visibility on status of submission through system dashboard view and through alerts, supporting efficient planning
- Reduced cost of compliance

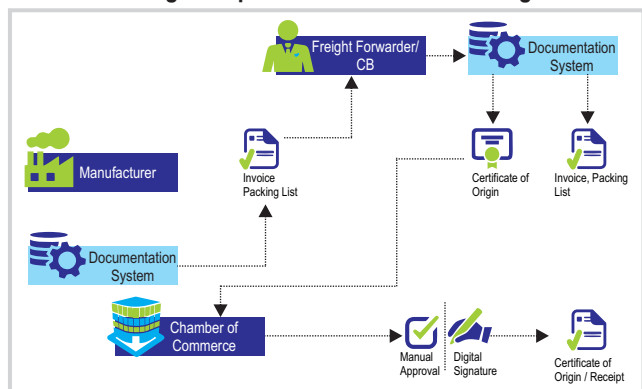
e-Certificate of Origin (e-CoO)

OVERVIEW

A Certificate of Origin (CoO) is a document used in international trade for determining the origin of a product. This is important because it is a key basis for applying tariff and other important criteria for export shipment. Certificate of Origin is mandatory to validate goods for Export to most countries.

The generation & processing of a CoO is often manual and involves data entry, verification and approval of the document. At present, a lot of time & cost efforts are spent in entering the data, printing the documents and traveling to the Chamber of Commerce office. What the industry stakeholders require is a facility that enables online filing of CoO that gets electronically transmitted between all entities involved in the process.

Issuing of Paper based Certificate of Origin



A block diagram depicting issuance of paper based CoO

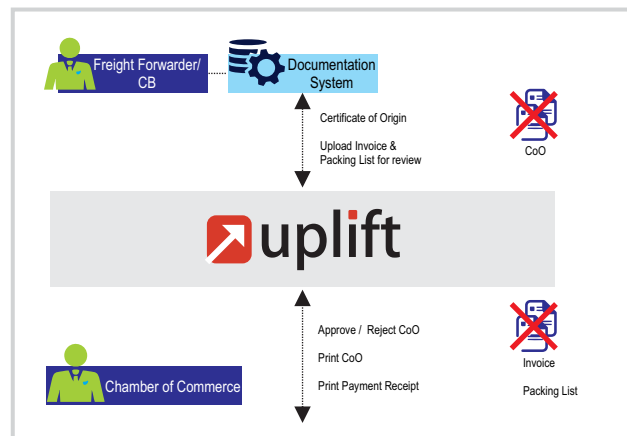
e-CoO - PROCESS

There are two stages in filing of CoO for Export documentation:

Generation of CoO by Customs Broker (CB) / Exporter and submission of CoO to the Chamber of Commerce

- A CB/ Exporter generates the CoO and submits it to the Chamber of commerce for approval. This can be done using following mechanisms -
 - Enter data into UPLIFT
 - Directly upload customs EDI file (eg.SB file) as per Customs format from existing system to UPLIFT
 - UPLIFT subscribers can convert a CB job to CoO electronically
- Upload supporting documents for CoO approval to Chamber of Commerce
- CoO is sent in email/ print form to exporter for approval
- Intimation of rejected CoO is sent to CB stating the reason thereof
- CB can modify and resubmit the CoO for approval
- CB collects the approved CoO and makes agreed payments

Issuing e-CoO with UPLIFT



A block diagram depicting issuance of CoO using UPLIFT CoO

Verification and Approval of e-CoO by the Chamber of Commerce

As & when CB/ Exporter submits CoO, following process is carried out:

- An email alert is received by the Chamber of Commerce
- Verification of certificate request along with supporting document
- In case of discrepancies CoO request is rejected with appropriate reasons
- If all data is correct CoO is approved and an email with CoO number is sent to CB
- The Chamber prints the CoO and adds necessary endorsements like a stamp & signature to keep it ready with invoice. Wherever digital signatures are in force, the e-CoO gets appended with the digital signature.
- CoO is ready to be collected by CB

UPLIFT e-CoO : A New Frontier

UPLIFT e-CoO is a service made available by the Chamber of Commerce to Exporters / Freight Forwarders (FF) / Customs Brokers(CB) for processing Certificate of Origin online. It automates the final step for export documentation in the supply Chain. The system has been deployed using a web-based Software-as-a-Service (SaaS) model and considerably reduces administration time and cost. With the advent of digital signature, the complete process from request to issuance of CoO has been digitized.

OVERVIEW

Airports play a pivotal role in the movement of goods by air. While improving cargo handling efficiencies at the airports through automation is important, it is even more crucial to provide better services to Airport customers. As an Airport - GHA (Ground Handling Agent) or an Airport- Cargo Terminal Operator (CTO), there are increased pressures towards complying with global security regulations such as ENS/AMS programs. These advanced information requirements mean that the Airport GHA/CTO need to get the shipment information before actual arrival of cargo, preferably in an electronic form, from the forwarders.

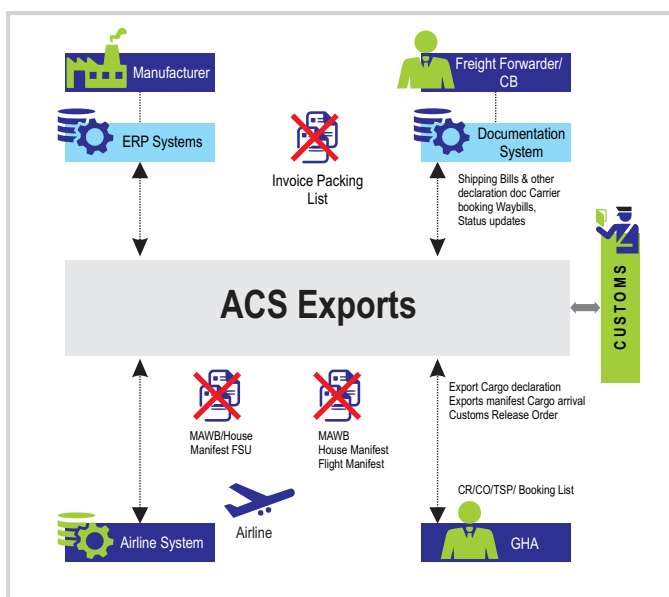
NEED FOR AN AIRPORT CARGO COMMUNITY SYSTEM (ACS)

An electronic collaboration platform – Airport Cargo Community System – can help all stakeholders to electronically communicate within themselves and with other stakeholders like Airlines, Customs House Agents, Customs, Banks and GHAs. It can facilitate the movement of goods and information at the airport and aid in digital interactions in conformance to initiatives around e-freight, e-AWB and e-CSD.

ACS - OPERATIONAL FLOW : EXPORTS

ACS streamlines the entire export process for all Airport Cargo stakeholders, the process involves:

- Establishing EDI connectivity between Freight Forwarder and airline
- Forwarder logs-in and from the data in ACS creates carrier booking requests, waybills, & sends the data to the carrier
- Forwarder requests carting and carriers approve



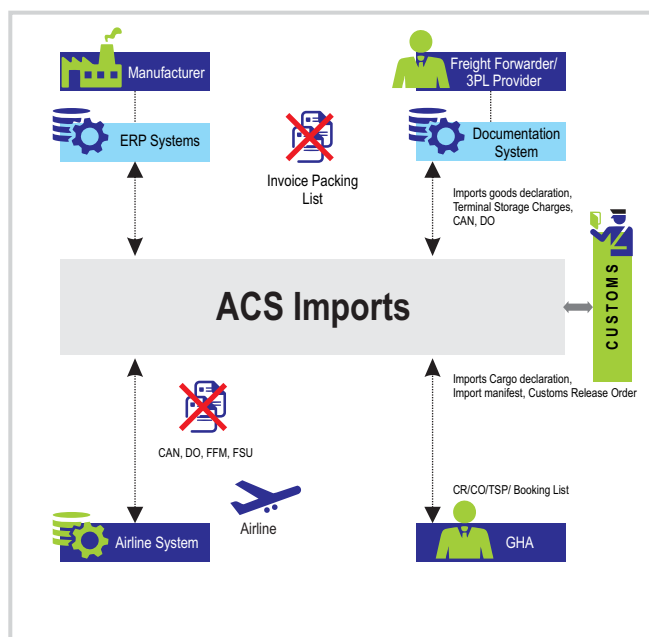
A block diagram depicting ACS Export functionality

- Slot Management enables vehicle token to be generated and vehicle is scanned
- Shipment weight at cargo complex
- CARR message sent to Customs and TDG to Freight Forwarder
- Forwarder pays TSP & GHA gets the booking list and confirmed cargo
- Customs sends Release Order (LEO) which is made available to carriers & forwarders

ACS - OPERATIONAL FLOW : IMPORTS

ACS streamlines the entire Import process for all Airport Cargo stakeholders, the process involves:

- Consignee uploads the booking /Invoice / PL on ACS and assigns to a Forwarder
- Forwarder logs in and from the data in ACS creates imports goods declaration and submits to Customs



A block diagram depicting ACS Import functionality

- Carrier sends the FFM for incoming flight which is converted to Import Manifest and filed with Customs
- Custodian checks in the cargo in the warehouse and sends arrival notification, segregation report to carrier
- Carrier sends CAN / DO charges to consol agents / forwarder
- Consol agents / forwarder pay Terminal storage charges, DO charges, collect charges, Customs duty
- Carrier issues an e-DO for the consignment
- Customs sends a Release Order (OC). GHA issues gate pass
- Cargo is delivered to the consignee and proof of delivery is recorded

Web-based Airport Cargo Community System (ACS)

BUSINESS BENEFITS

ACS brings in the following benefits to Airport CTOs/GHAs:

Implementation of Industry Best Practices

- Brings in greater visibility and transparency in cargo handling process through track and trace and real time status updates
- Single point data entry ensures that data integrity is maintained
- Enhances resource utilisation derived from ability to plan in advance
- Support for e-freight / e-AWB
- Support for ENS/AMS

Reduced Cost

- Provides multi-airline interface, thereby saving cost of supporting different IT systems and providing local control of business and data
- Enhances user productivity and minimises training costs owing to the use of a simple and intuitive Graphical User Interface (GUI)
- Ensures quick ROI (Return on Investment) due to short implementation cycle.
- Reduces data entry and paper management costs

GMAX - INDIA'S FIRST AIRPORT CARGO COMMUNITY SYSTEM

GMAX COMMUNITY SYSTEM is a first of its kind 'Air Cargo Community Portal' offering comprehensive EDI service platform, connecting all the air cargo stakeholders at Mumbai International Airport Ltd (MIAL). GMAX has successfully brought all the participants in the air cargo supply chain (Shipper/Consignee, Forwarders, Custom Brokers, Airlines, Cargo Ground Handler, Customs, Banks and other regulatory authorities) under one roof enabling them to exchange information/documents electronically and pay for services online. The platform has eliminated the need for printed AWB copies, improved planning and introduced measures like Bar Code based Vehicle token system for streamlining the cargo movement. With 1800+ registered agents, GMAX platform is at the forefront in driving the e-Freight movement at MIAL.

Customer Service

- Enhances customer satisfaction by providing quick and effective information on consignment status through increased transparency and traceability of shipments
- Improved decision making through rich repository of management and operational reports



OVERVIEW

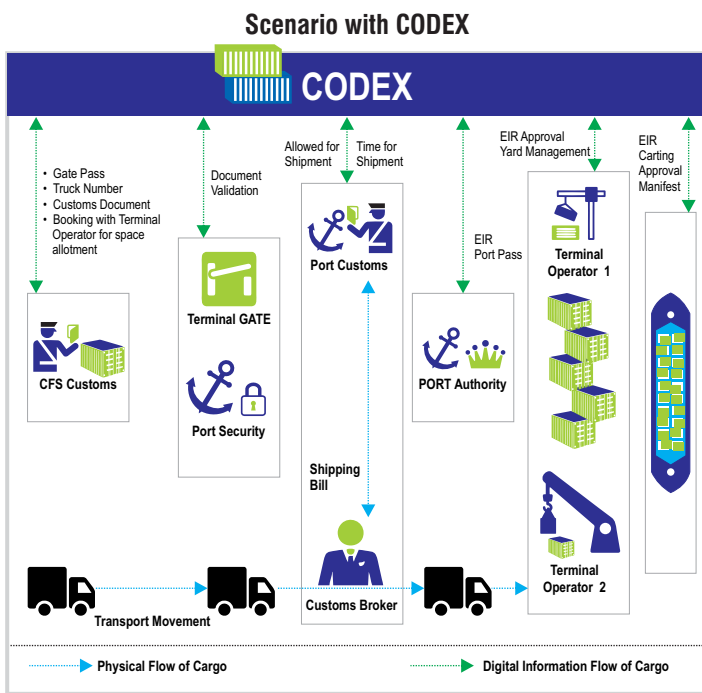
Container Supply Chains continue to rely on manual or semi-automated processes resulting in limited cargo visibility as containers move from Container Depot (CFS/ICD) to Port and vice-versa. The original shipment information (Commercial Invoice / Packing List) which has most of the data to create subsequent documents is exchanged manually. A Forwarder / Customs Broker has to access multiple stakeholder systems viz., shipping line portals, Custodian portals, Customs portal, bank portal etc., and re-enter shipment data multiple times. This is a time and resource consuming activity as a typical shipping export transaction utilises more than 120 original documents and their subsequent copies.

NEED FOR CONTAINER DIGITAL EXCHANGE

With an increase in the volume of shipments, it has become imperative that Ports, shipping lines, CFS/ICD and Customs are linked on a common system that promises flexibility, accuracy and 'Ease of Doing Business'. Currently, the level of automation in the industry is diverse. Most ports do not possess single window EDI for trade facilitation. This affects the efficiency and profitability of container trade in many ways. Lack of advance shipment information results in the possibility of congestion at the port gate. Absence of real-time data exchange translates to higher inventory in the supply chain, resulting in escalated logistics costs. Moreover, the security of container trade too is compromised as there is no common portal for the CFS or customers where they can track real-time status and milestone of their containers. Lack of a common portal for exchange of information amongst supply chain holders not only affects supply chain participants, but also impacts policy formation.

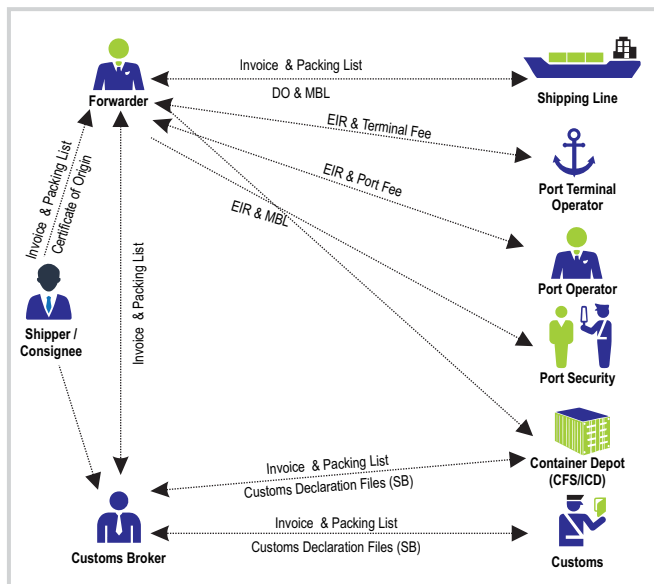
Data and information needed for efficient policy making pre-exists on multiple documents and systems. This makes policy making difficult for regulatory authorities and government as there are challenges with readily accessible data while forming policies, thus affecting the overall efficiency.

Current processes call for rigorous follow-ups by all stakeholders to get shipment update, making it difficult to correlate the available terminal space with the incoming cargo. CFS/ICD and stakeholders associated with port trade need a central system to regulate and monitor the container traffic on a real time basis.



A block diagram depicting proposed process after CODEX Implementation

Scenario without CODEX



A block diagram depicting current process followed in Container Movement

INVESTING IN A UNIFIED CONTAINER DIGITAL EXCHANGE - CODEX

CODEX is a robust EDI based community platform designed to offer stakeholders of the ocean trade, a clear visibility on container movement. It enables seamless movement of Container from Container Depot (CFS/ICD) to Port & vice-versa under EXIM trade. CODEX is designed to provide 100 % shipment status visibility to all stakeholders. Implementation of CODEX evades gate congestion by allocating sufficient window of time for shipment to move, thereby streamlining container traffic at the Port. The digital exchange acts like a common central Platform where the trade can be monitored, related services can be offered, paper-free transactions can be executed and required approvals can be sanctioned digitally on real-time basis. This ensures a congestion free terminal with no un-cleared shipment moving to the terminal.

KEY FEATURES

CODEX accelerates container throughput, enables end-to-end automation & facilitates electronic movement of Container documentation for all value chain stakeholders

For Terminal Operator at Port

- Endorsement / Approval of EIR
- Management of incoming container traffic with real time dashboard view
- Visibility on terminal inventory
- Real-time integration with Terminal Operation Management System
- Ability to send notification status pertaining to Container Loading / Offloading from Vessel to the stakeholders
- Container inventory count/graphical representation of EIR endorsement approval and pending status

For Port Authority

- Online port pass registration for vehicle & driver
- Approval of port pass registration
- Visibility on number of Port Visit Passes generated & their validity on a daily, weekly, quarterly and yearly basis
- Visibility and report of port statistics
- Direct confirmation into Port Management System from CODEX using Integration
- No manual recording pertaining to EIR in/out movement

Container Freight Station & Inland Container Depot

- Online CODEX pass generation (Export- Import)
- Direct visibility on EIR Status
- Mile-to-Mile tracking on Container Movement
- Port Pass registration requests and issuance control
- Container Security

Customs

- Automated alerts on Container Movement from CFS/ICD to Port & vice-versa
- Automated confirmation on Import Container Scanning Status
- SB / IGM wise auto confirmation on in/out movement
- Digitization allows for shipment checks

Mobile App integration

- Container tracking & real-time status update of every milestone
- Graphical report of monthly volume for export / import container
- Seal image upload facility to enable verification by Customs
- Provision for Terminal Gate out approval for import containers

BUSINESS BENEFITS

Due to its state-of-the-art features and advantages, the Indian Customs at a leading sea port in India have endorsed the use of CODEX through a public notice

- Unique commercial model enables the local CFS association to earn revenue without any investment.
- Reduced overall shipment time from 2.5 hrs to less than 25 minutes
- Support to paperless initiative by replacing almost 40 documents with a single CODEX pass
- One common Information highway connecting all the entities
- Shipment visibility to each participant based on authorised rights
- Improved capacity planning for port terminal due to advance shipment visibility
- Availability of documents for ease of approvals & processing
- No need of a separate software for managing shipping operations
- Reduced dwell time

OTHER STAKEHOLDER SERVICES

CODEX is designed to enable digital transactions between all the Port users. Some of them are enumerated below:

Stakeholders	Transactions / documents
Exporters/Importers – Forwarders / Customs Broker	Freight booking Invoice Packing List SLI pre-alerts
Forwarder - Customs Broker	Job information Job status Consol DO
Forwarder - Shipping Line	E-booking SI e-BL e-House Manifest Tracking
Customs Broker-Customs	Export Declaration Import Declaration Acknowledgements Status
Container Depot- Port/Port Terminal	Container Gate Pass Bay Area Truck Details Port Gate Pass Status
Shipping Line – Customs	Export Manifest Import Manifest Acknowledgements
Forwarder - Customs	Consol Manifest Acknowledgements
Customs Broker-Container Depot	Carting Order Terminal Storage Charges, Vehicle Token, Gate Pass
Forwarder/Customs Broker/Exporter – Chamber of Commerce	Certificate of Origin
Forwarder – Overseas Agent	Pre-Alerts

NEED FOR THE HUBB PLATFORM

Shipment transfers are comprised of several complex and duplicate processes. Disparate systems used by Agents around the world are one of the key pain areas for lack of efficiency in these processes. Reliance on informal documentation and communication exchange channels like telephone, faxes or e-mails makes shipment processing expensive, error-ridden and time consuming activity, resulting in delays, overheads and customer dissatisfaction.

INVESTING IN HUBB PLATFORM

A pro-active platform that streamlines flow of cargo information and offers shipment visibility is the need of the hour. One such solution is Kale Logistics' digital platform, HUBB. It facilitates collaboration, ease of communication and transactions amongst the agents. HUBB enables electronic transmission of data from one forwarder's system to another for performing transactions such as RFQ management, quotations, nominations and shipment tracking.

KEY FUNCTIONALITY

HUBB incorporates the following key functionalities for its members

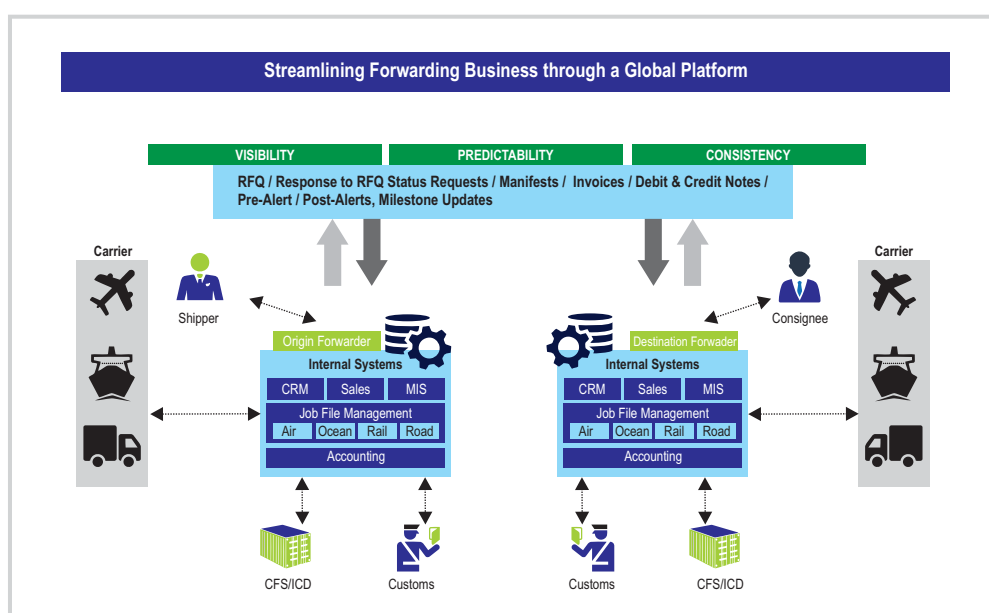
- Selection of trading partners and placing rate request for a specific route, cargo type
- Request for additional services like-warehousing, packaging, documentation
- Request For Quote (RFQ) receiving members can accept RFQ and send response to RFQ as a quotation

- Support for a variety of rate capture based on selected services which can be tracked by overseas partners
- HUBB captures shipment information with cargo & carrier details
- Destination member can update import delivery details
- Facility to attach variety of shipment documents in various formats using e-Docket feature
- Different activities like Track & Trace during shipment handling Dashboard enabled view of sent/ received RFQ, Quotations and Job Orders with different status
- Data extraction from various modules to generate relevant reports and store them

KEY FEATURES

HUBB drives collaboration among industry members by functioning as an efficient data sharing and communication channel

- Universal portal that translates, distributes and shares documents, messages and data across disparate systems
- Flexibility & security in entire RFQ process
- Facilitates management of incoming & outgoing RFQs
- Near real time updates enable the origin and destination forwarder to leverage the platform for enhancing customer satisfaction
- Opportunity for increased business and greater profits
- Visibility on transactions



A block diagram depicting Forwarder to Forwarder Digital Exchange

OVERVIEW

In today's competitive world, operations surrounding Logistics industry have evolved from only 'Cargo' movement to movement of 'Information and Cargo'. It is a well-known fact that enormous amount of paperwork is generated in the logistics industry and humongous amount of administrative data entry work goes in moving a shipment from shipper to consignee. This administrative work does not provide any value addition to an organization. Most logistics organizations would rather prefer to focus on value additions and get rid of administrative work.

Kale Logistics realizes this need of the industry. By virtue of their industry experience and having pioneered several technologies, Kale logistics has designed its suite of "PING" services which would take away the burden of administrative work like documentation, audit, status tracking etc., from the logistics entity, thus allowing them to focus on core business activities. With a combination of machine learning and human supervision, PING enables administrative tasks to be handled more efficiently, thereby reducing the overall costs for the end customer and delivering better value. PING service suites comprises of:

Document to EDI Converter Service

With increased focus on Electronic Data Interchange(EDI) for trade facilitation, most companies have to either absorb or send shipment data digitally to other stakeholders in supply chain. This service under PING extracts data from documents like commercial invoices, packing list, Air Waybill, Bill of Lading and converts the same into EDI messages, which are transmitted to airlines, shipping lines and other entities in the supply chain. This great innovation has increased the e-AWB adoption globally for our customers.

Trade Documentation Service

Kale offers comprehensive documentation services backed by extensive industry knowledge and experience. By integrating people, processes and technology, our documentation services enable users to experience lower operational costs, drive higher productivity and ensure data integrity. We handle the following services:

- HBL preparation
- Airway Bill/ House Airway Bill

Cargo Track and Trace Service

This service enables real-time visibility of cargo status for all modes of transport, covering both inbound and outbound transfer. It encompasses:

BUSINESS BENEFITS

PING has been designed keeping in mind the balance between service quality, costs and timeliness for a particular process. It helps the Logistics entity to:

- Reduce overhead costs and improve revenues
- Focus on core business functions
- Digitize operations
- Increase productivity and improve customer focus
- Gain competitive advantage

- Collaboration with multiple stakeholders to determine shipment location
- Automatic updates sent via email and SMS
- Advise on delays and pre-arrivals
- Increase in Cargo IQ compliance for air cargo

Rate Management Service

Kale's services offer quick and comprehensive access to carrier rates be it for air, ocean, road or rail, along with round-the-clock support. It also covers:

- Comprehensive multi-modal rate contract system
- Rate validation and expiry
- All-in one quote with GRI, market fee, surcharges etc.

Freight Audit Support

This service offers end to end Freight Audit by invoking contractual rates and comparing the same with the invoices received from the freight providing vendors. It has significant impact in cases involving vendor vehicles in road transportation operations. The service provides for:

- Complete Freight Audit support through rate application, validation of conformance to contract validity and service agreements
- Ability to define and change charges based on location, products and slab
- Data upload facility via upload option in a configurable excel format

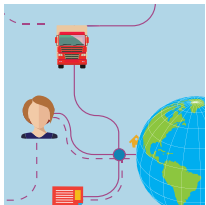


Kale @ Forefront



Kale's association with global trade bodies

Owing to their portfolio of products and services, Kale Logistics have garnered recognition and appreciation from several global industry associations. Their experts hold critical positions in esteemed industry associations such as IATA, TIACA, and other industry trade associations. They have also been empaneled on the coveted United Nations Economic Commission for Europe (UNECE).



Recognition on Trade Facilitation

Kale's efforts in driving Trade Facilitation across the logistics domain have been recognised and appreciated globally. UPLIFT- Kale's Cargo Community System has been featured as a case study in the Supply Chain Management book, authored by Kellogg's Business School professors. CODEX- India's first Container Digital Exchange Platform is an Electronic Data Interchange (EDI) based platform that has accelerated container throughput at leading ports. This solution been considered in the list of 'Top 10 innovations' by KPMG in their 'Adding Wings' publication. A case study based on it has been presented to the Honourable Prime Minister as one of the innovations in trade facilitation.



CLEAR VIEW - Our Annual Air Cargo Thought Leadership Summit

CLEAR VIEW - A Kale Thought Leadership Summit for Air Cargo is a first of its kind interactive platform with participation from several global organizations like IATA, leading Airlines, Cargo Handlers, Industry Associations, Regulators, Prominent Industry Consultants and industry leaders from across the world. CLEAR VIEW encourages Air Cargo industry to come out with participative and innovative practical solutions concerning the business.




INDUSTRY AWARDS

- Best Technology Solution Provider in the Logistics Industry for 7 consecutive years
- Top 25 Fastest Growing Companies in Logistics Industry
- eProject of the Year in the Transport Industry
- The 30 Most Preferred Tech Workplaces



INDUSTRY ASSOCIATIONS & TECHNOLOGY PARTNERSHIPS

- International Air Transport Association (IATA)
- The International Air Cargo Association (TIACA)
- Airport Services Association (ASA)
- International Port Community Systems Association (IPCSA)
- International Federation of Freight Forwarders Associations (FIATA)
- National Association of Freight & Logistics (NAFL)
- Air Cargo Agents Association of India (ACCAI)
- Federation of Indian Export Organisations (FIEO)
- Microsoft Certified Gold Partner
- Federation of Freight Forwarder's Associations in India (FFFAI)
- Confederation of Indian Industry (CII)



WHAT OUR CLIENTS SAY ABOUT US

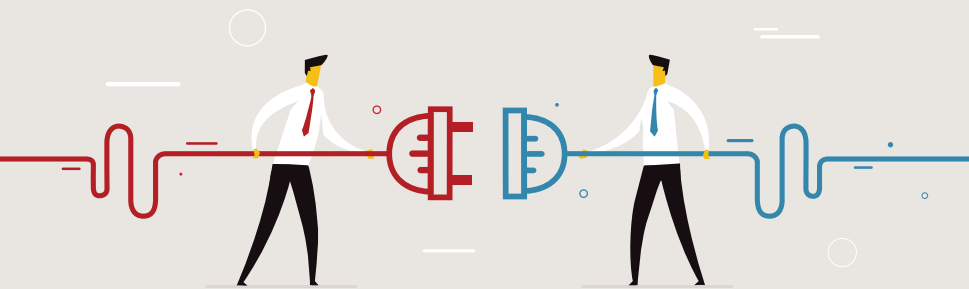
“ We were impressed with the work Kale Logistics has done on Airport cargo handling side for Mumbai Airport and also at other port CFS/ICDs in India and abroad. They completely understand our business and that of our extended logistics value chain. With the CODEX platform, we look forward to better manage multiple document exchange between our members & trade partners, streamline the processes involved in container movement, track queue issue at port and reduce overall dwell time. ”

- Mr. David Raja, President, TCSFA

“ In a bid to foster better communication and effective dissemination of information to trade partners, MIAL with Kale Logistics launched India's first air cargo community portal 'GMAX-GVK MIAL Air Xchange'. The project offers an integrated electronic communication platform and a central base for data sharing with MIAL's trade partners. We were already using Kale's GALAXY- Airport Cargo Management system. GMAX has eradicated the manual processes, multiple data entries and improved transparency in the supply chain. Currently, there are 1500+ organizations on GMAX and we have successfully processed 800000+ EDI transactions. ”

- Airport Director, Leading International Airport

Connect with us



Kale Logistics Solutions Private Limited

9th Floor, Thane One Corporate Business Park,
Behind CineWonder Mall, Majiwada,
Thane (W), Maharashtra, INDIA - 400 610.

+91 22 4113 4113

info@kalelogistics.in

+91 22 4113 4123

www.kalelogistics.in

Mumbai | Delhi | Dubai | Mauritius