

# EPIC

## A Cargo Connect Solution

### StB Cargo

Strengthen today, build tomorrow

March 27<sup>th</sup> 2019



# Cargo Connect

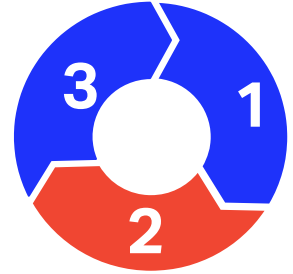
## Vision

Simplify, Standardize and Automate air cargo digital connectivity.

## Objectives

- Establish industry digital connectivity standards & procedures
- Promote & support digital collaboration between airlines, freight forwarders, ground handlers, CCSs and other stakeholders involved in the air cargo supply chain

[iata.org/cargo-connect](https://iata.org/cargo-connect)



Under  
development



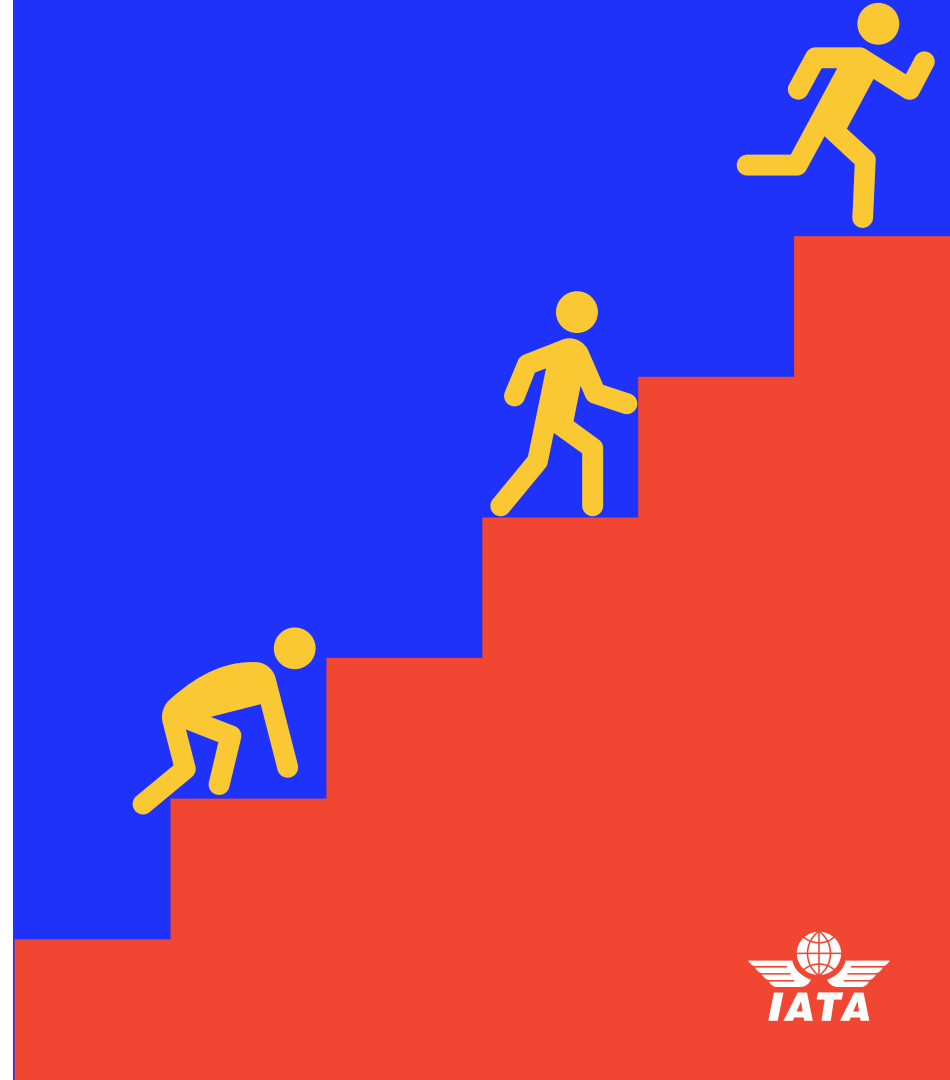
# Did You Know That...

- Each stakeholder must have an EDI ID to exchange data electronically with its business partners
- IDs are created and distributed by CCSs, and are CCS-specific
- Each time a stakeholder changes CCS, its IDs have to change, taking weeks and dedicated staff to do it
- An airline/freight forwarder may partner with multiple CCSs to ensure network wide messaging coverage.

**40,000+ FFs**  
exchange messages  
with  
**450+ Airlines**  
through  
**23 CCSs**

# Digital Connectivity Challenges

- For the new users, the connectivity process remains a mystery
- Process spans over weeks - Unavailability of Global IDs & manual distribution of IDs and connectivity info
- Complicated registration formalities - Lack of standards
- Data loss - Complex problem solving and troubleshooting

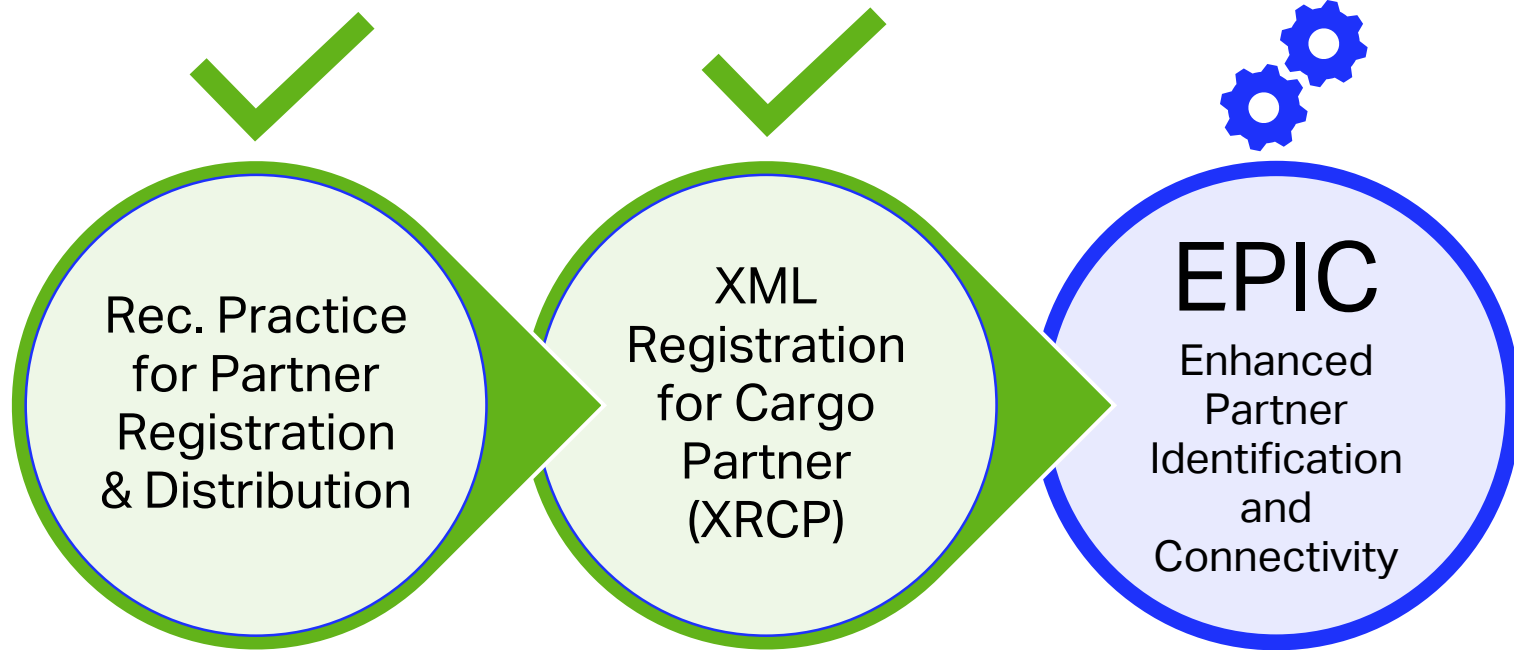


# Cargo Digital Connectivity Working Group

- Descartes System Group
- CHAMP Cargosystems
- CCN Singapore
- Wise Tech Global
- CCS Italy
- RIEGE Software
- HANS Infomatics
- GLS HK
- CCS Japan
- Infosky

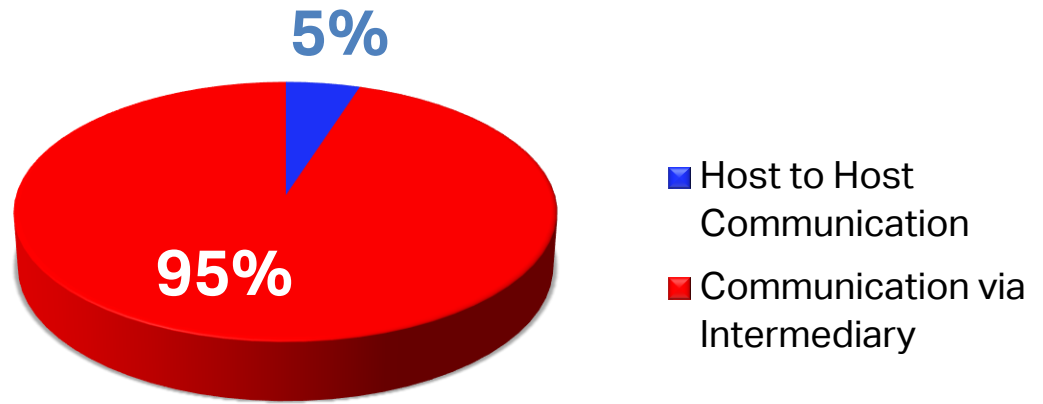


# Proposed Solutions



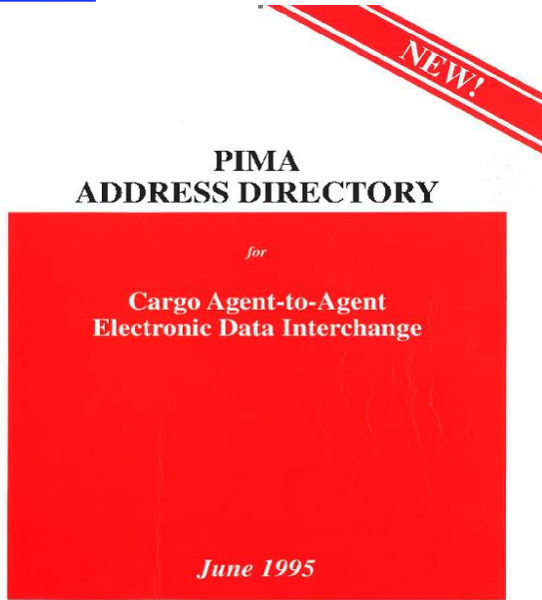
# What can IATA do?

**Streamline 95%**  
**of the air cargo**  
**connectivity**



**Statistics for Connectivity Between  
Airlines and Freight Forwarders**

# Where We Started



Initiated by  
The Cargo Community Systems

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## United Kingdom

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### **ABC FREIGHT FORWARDERS LTD.**

DUMMY ADDRESS  
DUMMY NAME

PIMA:  
MUKFFY78000PDY

### **CLEAR CARGO SHIPPING LTD.**

DUMMY ADDRESS  
DUMMY NAME

PIMA:  
MUKFFY78000RYB

### **GOOD CARGO INTERNATIONAL**

DUMMY ADDRESS  
DUMMY NAME

PIMA:  
MUKFFY56000LFG

### **ACTIVE AIR FREIGHT EXPRESS**

DUMMY ADDRESS  
DUMMY NAME

PIMA:  
MUKFFY87000BFW





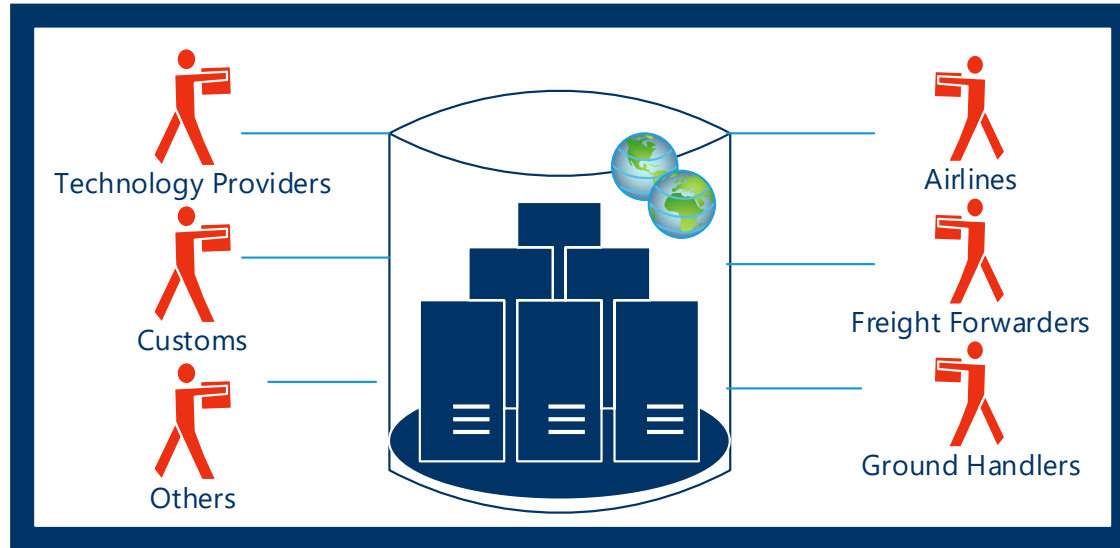
# What Is Needed?

- Robust automated distribution mechanism
- Digital connectivity info.
- Permanent and harmonized identities
- Simplified & standardized registration process
- Data quality improvements
- Facilitate new users



# Introducing EPIC

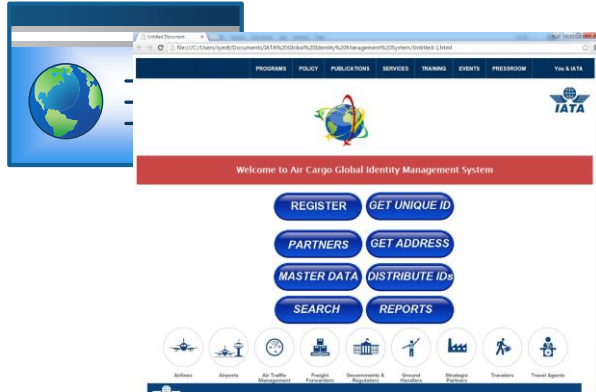
Express connect and embrace digitization



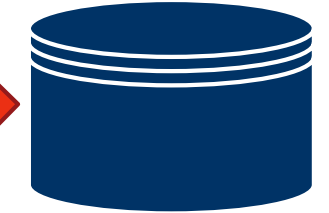
**Enhanced Partner Identification and  
Connectivity (EPIC) System**

# How Will It Work?

## EPIC Web Portal



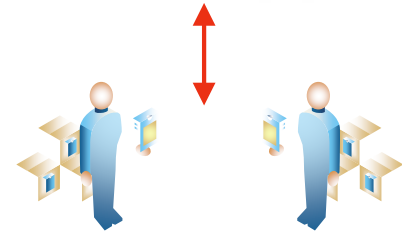
Airlines, FFs, GHAs etc.



EPIC Centralized  
Repository

## EPIC Lookup Service

Web Service/API,  
XML Registration for Cargo Partner (XRCP) Message  
Email Alerts, Data Download etc.



Airlines IT Dept, FFs,  
IT Companies etc.

CCS(s)



# EPIC Interface

## Via EPIC Portal

User will register through EPIC portal

Once access is granted, user can:

- Maintain existing IDs in EPIC
- Distribute IDs with partners

Depending upon the need, one could register for both types of access methods

## Via EPIC Look-up Service

EPIC system will provide a web service/API allowing users to connect and query about IDs

Will enable users to integrate their inhouse system with EPIC to:

- Download data from EPIC
- Query the EPIC
- Update EPIC data



# Phased Approach

## Phase-1

**Automate** existing connectivity business processes e.g.

- Migrate existing IDs
- Distribute through EPIC
- User Capabilities

## Phase-2

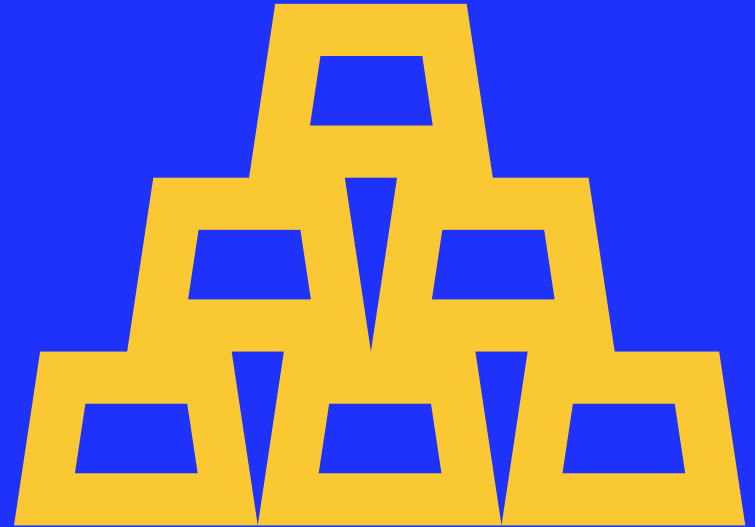
**Robust** connectivity business processes e.g.

- Issue IATA Unique Global ID
- Manage Routing

# Value Proposition

A centralized repository that will:

1. **Distribute IDs** through a robust mechanism to partners
2. **Generate permanent IDs** for each stakeholder
3. **Maintain routing**, CCS or host-to-host connection details
4. **Setup Lookup Service** to obtain partners IDs and routing information



# EPIC Benefits

**Cost  
Reduction**

**Time  
Gain**

**Digital  
Cargo  
Acceleration**

**Improving  
Efficiency in  
the Movement  
of Goods**

**Data Quality  
Improvements**

**Advancing  
Automation  
Technology**

**Increasing e-  
AWB and e-  
Freight  
Adoption**



# EPIC Functionality in a Nutshell

## Phase-1

- Migrate Existing Data
- Maintain IDs
- Maintain Partnerships
- Distribute IDs & Messaging Capabilities
  - E-mail
  - XRCP
  - Web Service
- User Capabilities
- Lookup Service
- Download IDs & User Capabilities

## Phase-2

- Generate Unique ID
- Maintain Addressing
- Validate Addressing
- Distribute IDs & Addressing
  - E-mail
  - XRCP
  - Web Service
  - SMS
- Lookup Service





# Phase 1: Migrate Manual Distribution to Automated

1. Registration
2. Setup Profiles(HDQ, Branch Office, Technical Contacts, Partner CCSs etc.)
3. Setup Access Control, Distribution Channel & Alert Mechanism
4. Setup IDs (Upload/add existing IDs)
5. Assign IDs (parameters include branch offices, carrier etc.)
6. Define Messaging Capabilities
7. Publish IDs and Messaging Capabilities

8. Dashboard
9. Identify and Establish Partnership
10. Search & Download Partner IDs & Messaging Capabilities
11. Distribution IDs (branch level) and Messaging Capabilities to Partners
12. Message Board with Partners
13. Reporting
14. Billing
15. Lookup Service



# Phase 2: Process Improvements and Automation

1. All features of Phase-1
2. Get Unique Global ID
3. Setup Routing /Addressing for Global ID
4. Validate Routing/Addressing
5. Distribute Global IDs and Addressing



# EPIC Dashboard



**Statistics:** Total Branch Offices, Total IDs maintained by a Freight Forwarders, Total Partner Airlines, Total Partner CCS's



**Partnership** Requests and Confirmations



**New ID & Routings Info.**



**Updates for ID & Routing**



**Confirmation and Decline** of ID Distribution & Routing



**Message Board:** Any new message for the user

Account

Settings

Partners  
(21)

Messages



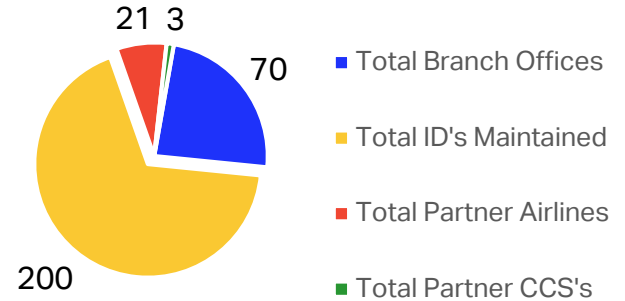
**Recent Activity:**

**QR** has joined EPIC

**Riege** has joined EPIC

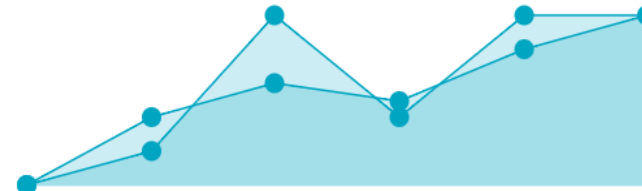
**LH** has updated routing info.

ID successfully distributed to **LH**



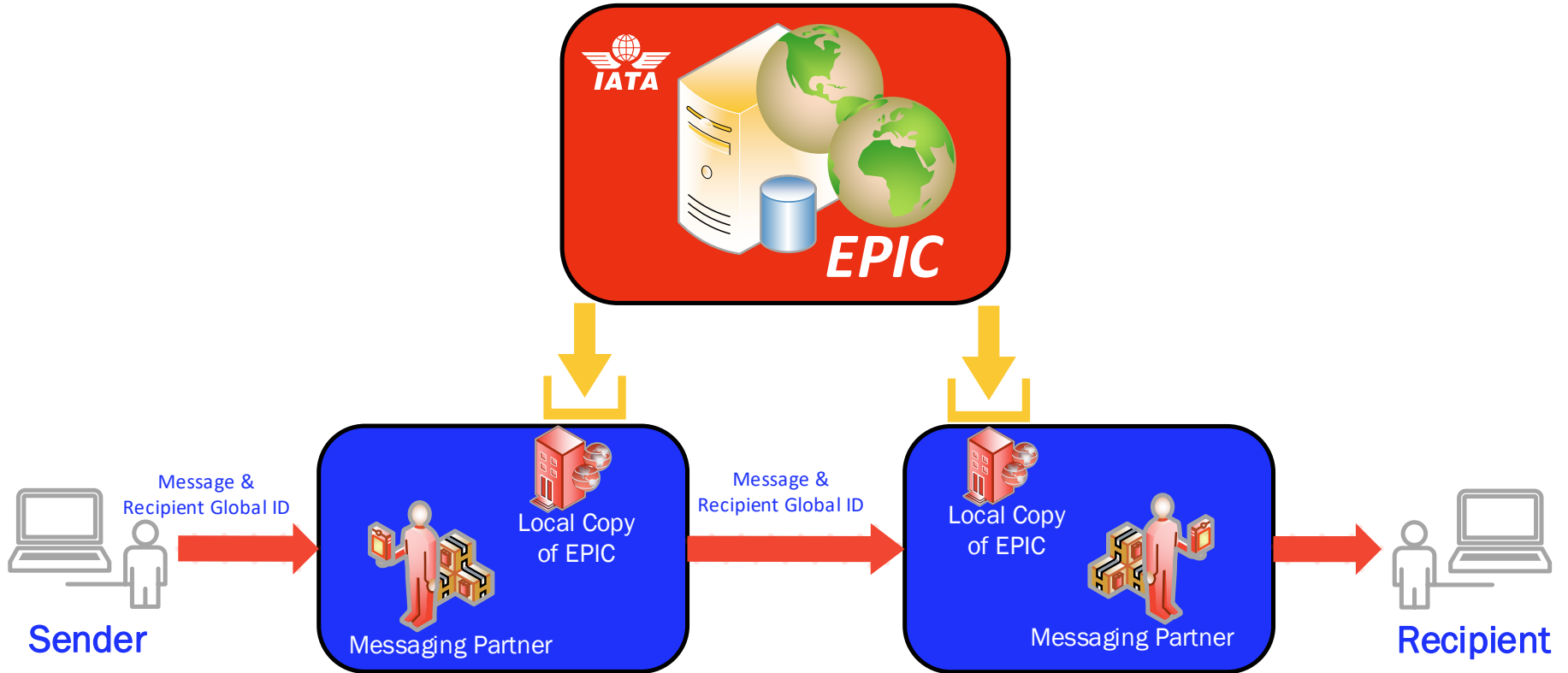
**Average Connectivity Time:**

**11.5 Days**



Dashboard  
Prototype

# EPIC Process Model



# Distribution and Payment

## Distribution methods

- FTP
- SFTP
- SMTP
- IATA Cargo-XML (XRCP)
- Email
- Web service
- SMS

## Payment methods

- Credit Card
- IATA Clearing House (ICH)
- Bank Transfer

# EPIC Access Controls



A freight forwarder wouldn't be able to access another freight forwarders data



A CCS wouldn't be able to get direct connectivity information between the airlines and freight forwarders partner



An Airline wouldn't be able to access data of OAL unless they are indicated as an interline partner

# EPIC Will Lead To...

- **Improve transparency and visibility** by automating management & distribution of global ID's & digital connectivity information among partners
- **Encourage** of new entrants to be a part of digital cargo
- **Enhancement** of air cargo industry connectivity
- **Expedite** digital handshake
- **Automate** partner registration



# Who Will It Assist?

## Entire supply chain



Airlines



Freight Forwarders



CCS's/ IT Service Providers



Ground Handlers



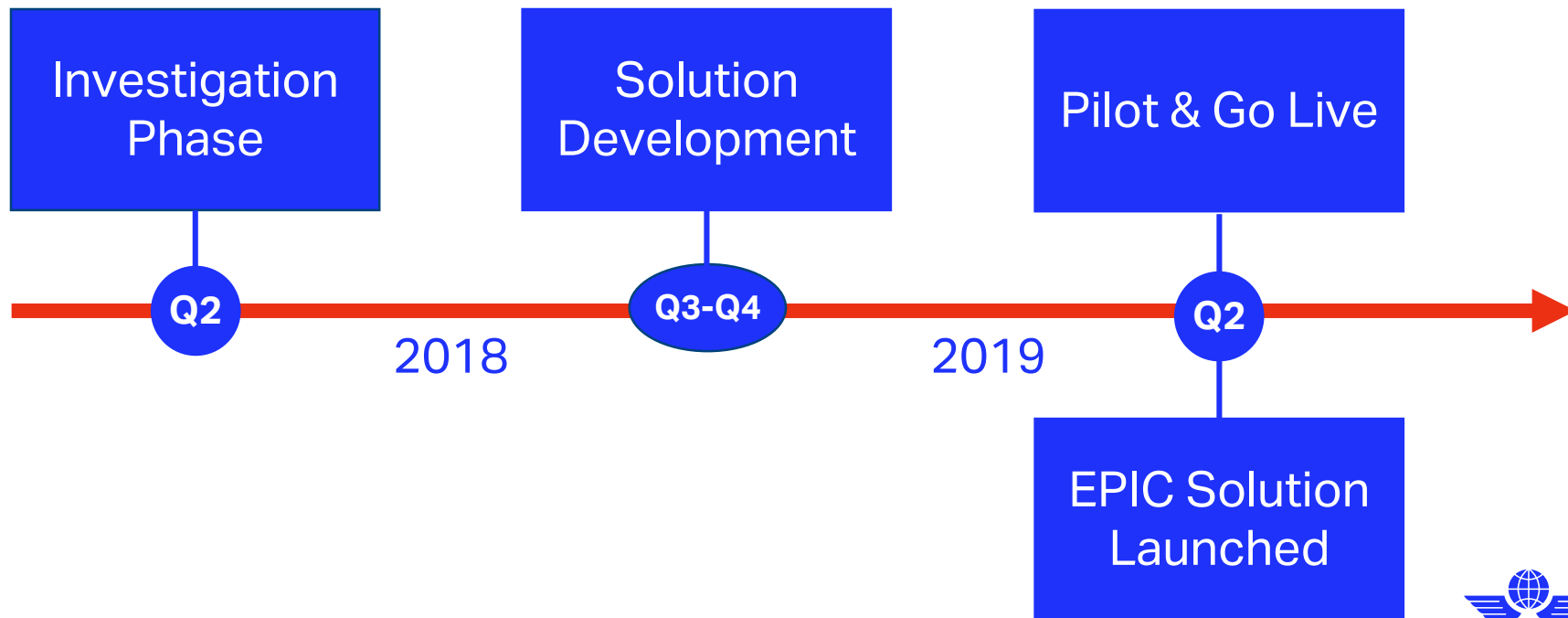
Shippers



Customs Authorities



# EPIC Timeline



# For More Information

- [www.iata.org/cargo-connect](http://www.iata.org/cargo-connect)

