

National Air Cargo powers ahead with Calogi



“We are confident that by using Calogi’s solution, we will achieve more operational efficiency and it will also complement our commitment to moving our business into the electronic age. The Calogi team implemented the solutions for National Air Cargo in a record breaking time of just 1 day after signing the contract. A job well done”

Alan White

Vice President, Ground Operations for National Air Cargo

Since 1991, National Air Cargo has been providing high quality and efficient services to military and industrial customers. Boasting an integrated global network as well as a fleet of three B747-400F, five B757-200 and two DC-8F, National can reliably move airfreight of any size and any shape - anytime, anywhere on the planet.

From military emergencies to meeting business deadlines, delivering medical supplies or simply a token of affection, National Air Cargo has mastered the art of shipping cargo by air.



The Calogi Experience

Calogi is a comprehensive state-of-the-art air cargo services portal offering reliable, secure, simple and cost effective e-freight business solutions. Designed to simplify the cargo business, information is entered once by the originator and used throughout the shipment lifecycle, making the process effortless and paperless.

Built on a solid understanding of the air cargo industry, the three Calogi solutions, c-Power (Airline), c-ePro (Export Forwarder) and c-iPro (import forwarder) deliver a one-stop shop for National Air Cargo. Each solution that comprises this award-winning product suite, is intuitive and simple to use, enabling seamless interaction between the airline and forwarder, thus enhancing the transaction process.

Results

- One-stop shop for import/export shipments
- Wider reach; International customers
- Online bookings and lower operational costs
- No overhead for settlement of dues
- Seamless communications with trading partners
- Increased visibility
- Going paperless and helping the environment
- One-Stop solution for credit management: payments, processing and collection
- Meeting customer’s demand and distribution requirements

Challenges

Product Distribution

National expressed their strong desire to expand the customer base in the UAE coupled with the need for a cost effective solution to exploit new market opportunities and increase revenues. In addition they required an efficient solution for distributing their stock, rates and products to their customers, without increasing overhead costs.

Online Sales Reporting

As their business increased in the UAE, National Air Cargo needed access to online, up-to-the-minute sales reporting that would help them in efficiently identifying business trends and in reacting swiftly to changes.

Credit Management

Another challenge National Air Cargo faced was finding a way to streamline payment collection and ensuring adequate credit limits were set for their customers while avoiding an increase in costs. National Air Cargo needed a cost-effective one-stop solution for credit management.

Forwarding Activities

National Air Cargo required a solution which would extend their expertise to their shippers and help in the management of their freight forwarding business. From executing IATA standard air waybills to printing bar code labels, settling the ground handling charges and sending FHL/FWB messages to airlines, they required a simple and efficient process.

Solution



Calogi's 'c-Power' application offered National Air Cargo a cost-effective channel to reach over 380 freight forwarders and increase their business in the UAE. By using the air waybill stock and rate management modules, National Air Cargo were able to distribute stock, publish contract rates and negotiate shipment specific ad-hoc rates with the forwarding community in a secure online environment. This eliminated the need for paper while simultaneously allowing complete visibility in operations.

Calogi's c-Trade solution provided a complete credit management system that allowed them to allot credit limits in accordance with the amount of risk they were prepared to take and set up 'Spillover' levels for transactions to be completed against the forwarder's own Calogi credit account. National Air Cargo's customers were able to view their up-to-the-minute credit balance status.

Calogi's unique c-ePro (export forwarder) and e-iPro (import forwarder) facilitate the full range of forwarding activities, from job and consolidation management right through to issuing airline and agent delivery order and entering proof of delivery details. Calogi's c-Facts product allows forwarders to track the progress of shipments with at least 60 airlines.

Stronger Customer Relationships, New Revenue Opportunities and Excellent Credit Facilities.

Today, National Air Cargo leverages Calogi's solutions to deliver consistently high service levels to customers. Their goal to increase operational efficiency and drive new business opportunities helped their decision to implement a successful solution.

- Calogi.