



Kale Info Solutions
Technology that Transforms



De-carbonizing the International Trade

Kale's innovative solution for Green Trade



Amar More

President & CEO

- Domain Co-ordinator for **Cross Border Management** at **United Nations (UN/CEFACT)**, Geneva
- On the **panel of experts for trade facilitation** at **UN/CEFACT (United Nations Centre for Trade Facilitation and Electronic Business)**, Geneva
- Board member of **The International Air Cargo Association (TIACA)**, Miami
- Chaired Asia Pacific region on the executive committee on **International Port Community Systems Association (IPCSA)**, UK
- Member of **National Council for Logistics** with **Chartered Institute of Logistics and Transport**, India
- Empaneled with several **governments globally** on conceptualizing trade facilitation initiatives to usher in “Ease of Doing Business” using digital technology.



Donna Mullins

Vice President

- **35+ years** of experience in the US logistics industry. Licensed Customs Broker, CCS, CES, CLA, CLT
- Current Air Freight Subcommittee Committee Chair for the NCBFAA Transportation Committee, Chair for the AfA Airport Congestion Committee
- Current member of the TSA ASAC Air Cargo Subcommittee
- Former President and Chair of the AIFBA (Atlanta International Forwarders and Brokers Association)
- Former President and Chair of the AACA (Atlanta Air Cargo Association); Board of Director for the AMA (Atlanta Maritime Association)
- Former board member of the AfA (Airforwarders Association), the TCA (Transportation Club of Atlanta) and the World Trade Center Atlanta



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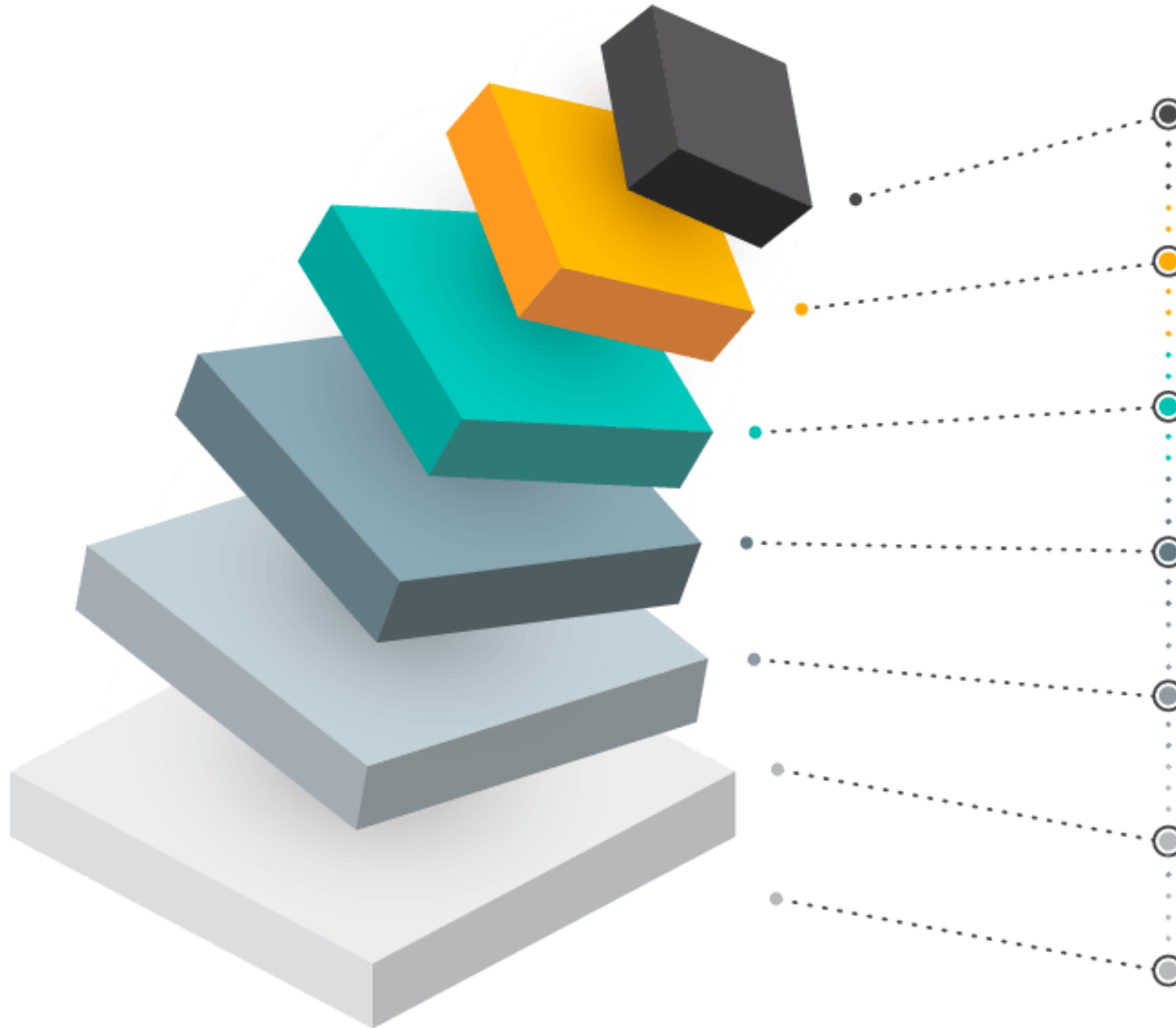


Current Industry Pain Areas





Current Industry Challenges



Procedural bottlenecks due to manual documentation and paper-intensive operations



High Truck congestion at the Airport due to manual operations



No real-time shipment visibility



Lack of data security and compliance



Lack of advance information sharing with the cargo ground handler



Lack of harmonized processes



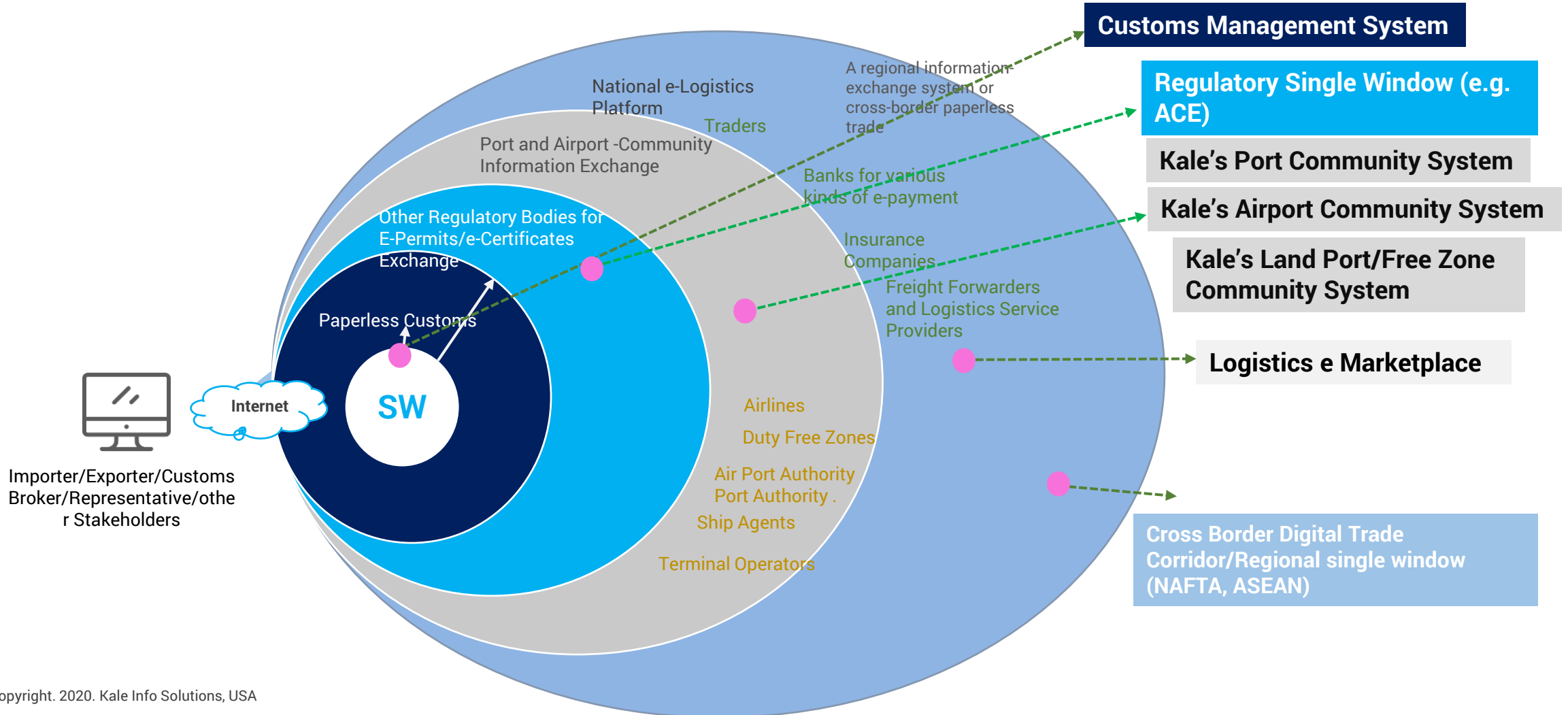
30 Documents, 120 copies, 200 signatures





UN Recommendation 33 for Trade Facilitation

- Level 1** : Paperless Customs + e-Payment for Customs Duty + e-Customs Duty + e-Container Loading List + and electronic risk-based inspection
- Level 2** : Connecting Other Government Back-end IT systems, and e-Permit Exchange with Paperless Customs System
- Level 3** : e-Documents Exchange among Stakeholders within the (air, sea) port community
- Level 4** : An Integrated national logistics platform with also traders and logistics-service providers information exchange
- Level 5** : A regional information-exchange system





De-carbonizing opportunities in the International Trade





- ✓ An average air cargo shipment generates about 124 copies of paper from ~30 types of docs
- ✓ An average maritime shipment generates about 200 copies of paper from ~41 types of docs
- ✓ Only about 20% of this paper might be required by law

*An airport handling 1 Mn tons of cargo which corresponds to about 1.3 Mn shipments annually generates **161,200,000** copies of paper out of which **128,960,000** copies might be unnecessary which is tantamount to cutting annually approximately **~12,896 trees***



If we can save about 12,896 trees annually at just one airport and may be around 20,800 trees annually per port. Just calculate how many trees we could save on an annual basis by reducing unnecessary paperwork in the international trade across airports & ports?

- ✓ An idling truck burns fuel @ 0.6 gallons/hr
- ✓ At major airport and port gateways the truck dwell times could be anywhere between 4-6 hours



- ✓ Typical CO2 emissions from truck fuel is 10,000 gms/gallon
- ✓ Our studies show that about 400,000 to 700,000 trucks ply to an airport handling 1 Mn tons of international cargo (this depends on nature of commodities)
- ✓ Which means **8,333,333 to 16,666,667 Kgs of CO2** is emitted by idling/waiting trucks annually



If we can save about 16,666,667 kgs of CO2 annually at just one airport or port. Just calculate how much CO2 we could save on an annual basis by reducing the Truck Dwell time in the international trade across airports and ports?



Congestion

- Trucks arriving in bunches at the cargo terminal
- Trucks / Cargo waiting at the airport due to the paperwork needed
- No advance information to handlers at the airports about the number of trucks and cargo expected making the trucks wait at docks
- Trucks for whom cargo is not ready increasing the queues at the airport

Paperwork

- On an average 124 copies of paper per shipment
- Cargo stays on ground for 85% of the total transportation time waiting for paperwork
- Same cargo data is reflected and created on multiple documents

Visibility

- No single location to get the consolidated and near real time shipment status
- Increases inventory and storage costs

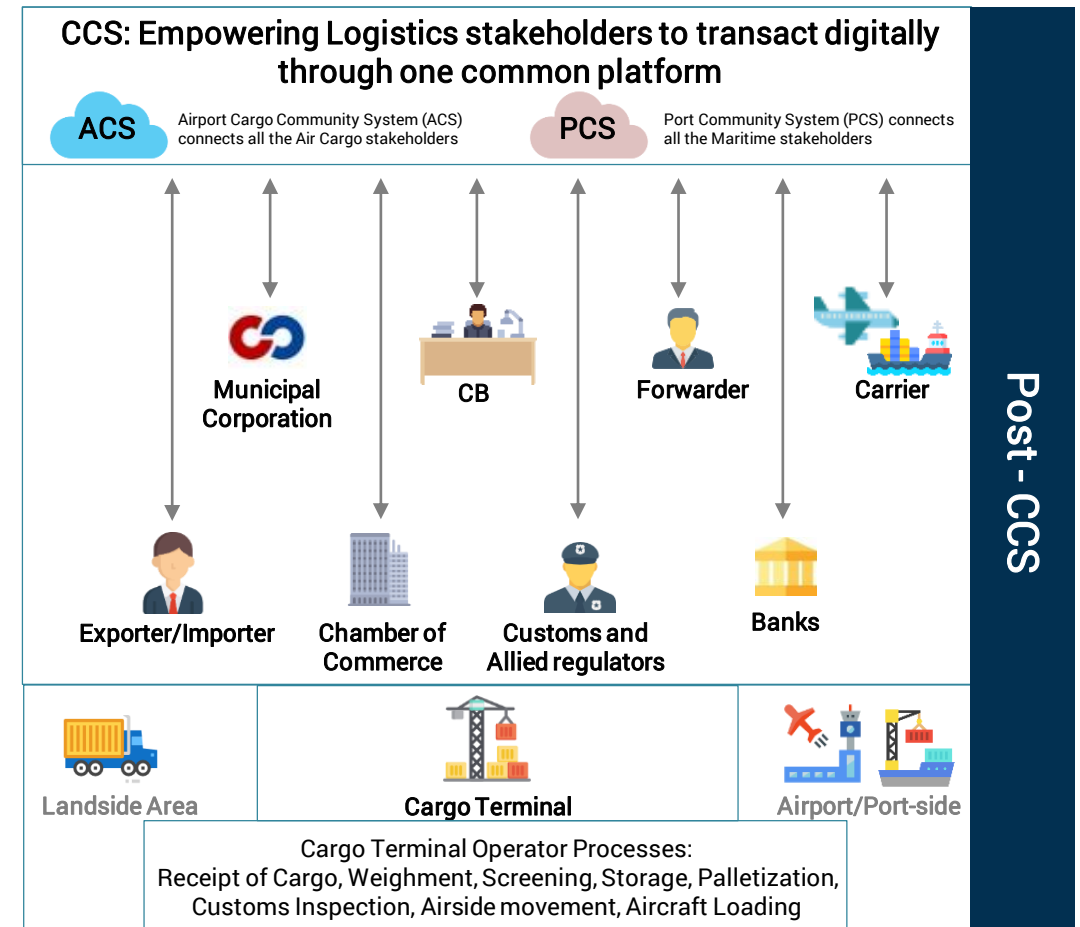
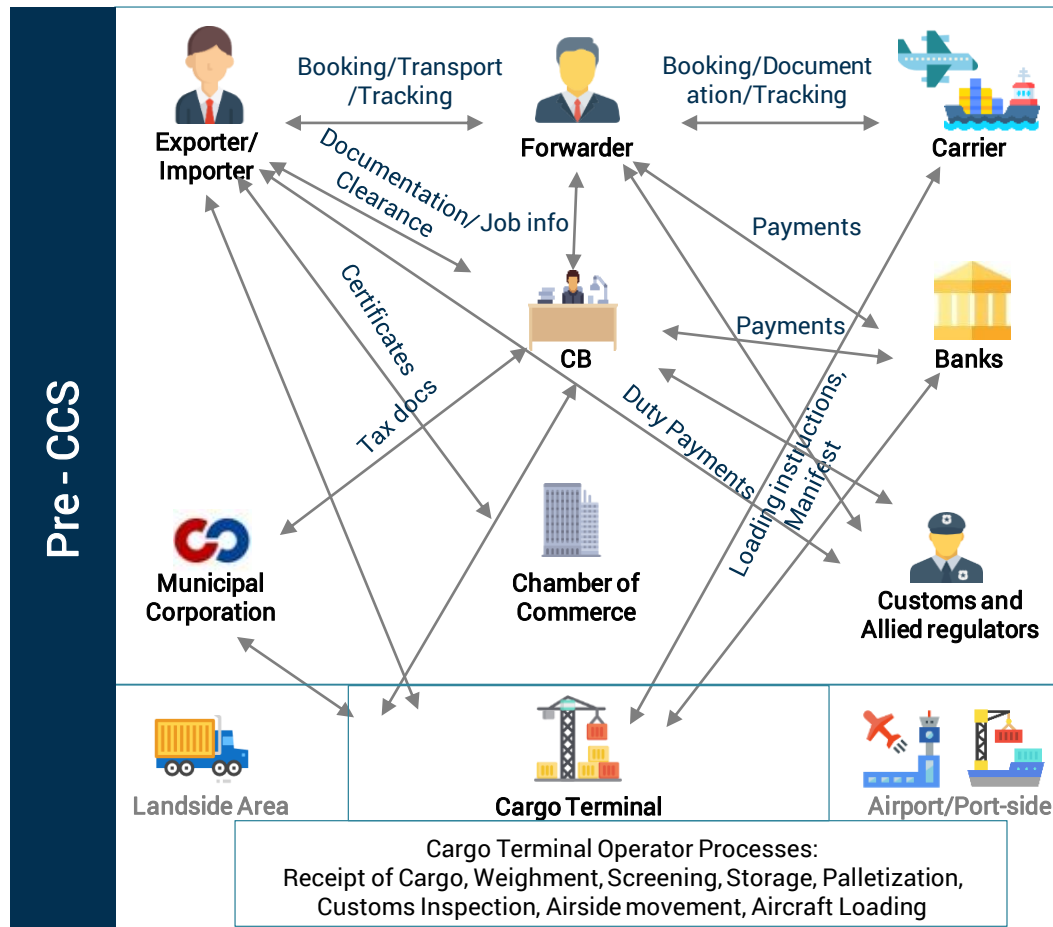


Cargo Community Systems – Solution for “Green Trade”



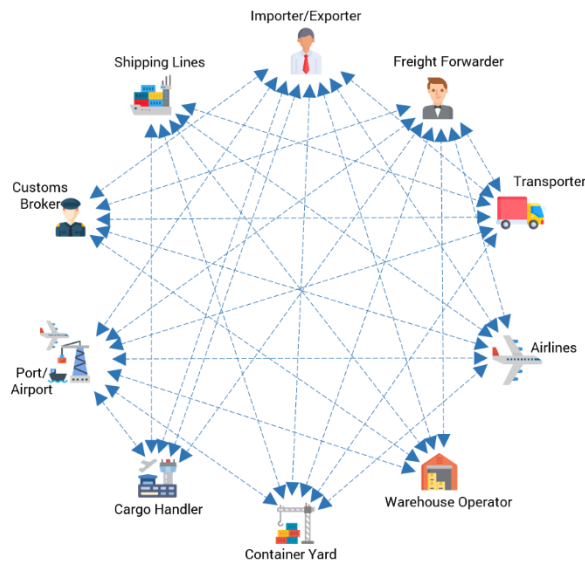
What is a Cargo Community System?

A Cargo Community System is an electronic platform that facilitates digital interactions between stakeholders viz. Importer / Exporters, Forwarders, Customs Brokers(CB), Carriers, Customs, Terminal Operators & other players in the supply chain





Hurdles to Green Trade	Community Systems – addressing the hurdles
<p>Congestion</p> <ul style="list-style-type: none">✓ Trucks arriving in bunches at the cargo terminal✓ Trucks / Cargo waiting at the airport due to the paperwork needed✓ No advance information to handlers at the airports about the number of trucks and cargo expected✓ Trucks for whom cargo is not ready increasing the queues at the airport	<p>Addressing Congestion</p> <ul style="list-style-type: none">✓ Trucks can only come at the allotted time✓ Paperwork is done online even before the truck is headed towards the airport✓ GHAs know exactly how many trucks to expect when✓ Trucks can't get a vehicle token without completing the paperwork in advance online
<p>Paperwork</p> <ul style="list-style-type: none">✓ On an average 120 copies of paper per shipment✓ Cargo stays on ground for 85% of the total transportation time waiting for paperwork	<p>Addressing unnecessary paperwork</p> <ul style="list-style-type: none">✓ Authorized data access is given to the relevant stakeholders eliminating the need for paperwork✓ Elimination of paperwork means cargo doesn't have to wait on ground
<p>Visibility</p> <ul style="list-style-type: none">✓ No single location to get the consolidated and near real time shipment status	<p>Addressing Visibility</p> <ul style="list-style-type: none">✓ One single window for paperwork and shipment tracking. Shared visibility across the stakeholders



Current scenario

Global Airports & Ports are characterized by

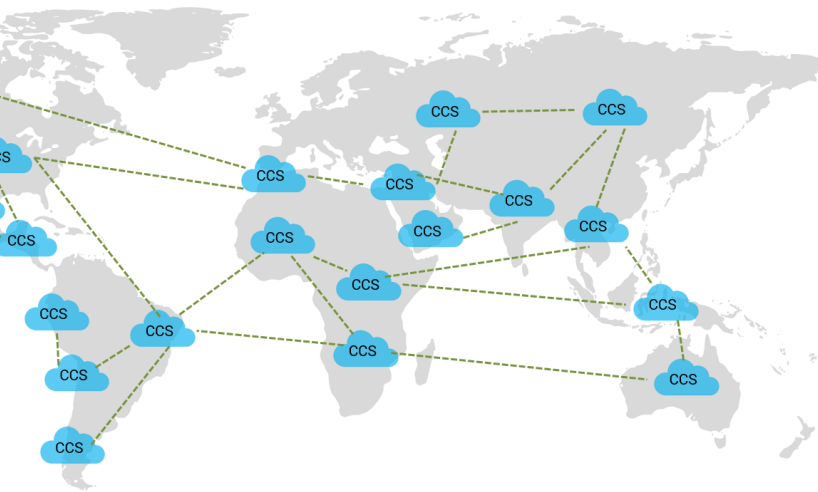
- Congestion
 - Bunching of trucks
 - Paperwork at airport/port
 - No advance Shipment Information
 - Queueing of trucks when cargo isn't ready
- Inefficient information exchange – manual documentation – 120+ copies per shipment
- Higher dwell times for cargo
- Opaqueness in operations



Transformation through CCS

Transforming cargo handling at Airports & Ports through Cargo community Systems (CCS)

- Elimination of congestion through scheduling tools
- Streamlined documentation – elimination of huge number of paper copies
- Faster movement of cargo – higher throughput
- Visibility in supply chain – real time information
- Creation of large logistics marketplaces at Ports/Airports





Digital Corridors

Creating such Airport/Port CCS globally and linking them through digital corridors

- Global visibility
- Global logistics marketplaces
- Transforming global regulatory and commercial processes through data reusability



Potential Economic and Ecological benefits of Cargo Community Systems

		Annual Savings		
		Air/Ocean movements	Copies of paper	Trees
Global Impact		\$50 Bn	10 Bn	625,000
USA		\$8 Bn	1.6 Bn	100,000





Case Studies





ACS 2021 by the numbers:

389

Trucks Processed

1.5 Million

Pounds of Cargo

\$69,000

Estimated Driver Labor Savings*

1839

Shipments

1945

Hours Saved

1245

Estimated Gallons of Fuel Saved**

9,017,020

Estimated grams of CO2 Saved***



SEFL - We get into a door as we have some priority because of the pre-booking with the [ACS] computer system we use at Swissport.



Greer Trucking - ACS has significantly enhanced a large portion of our Air Cargo related workload. With a well-defined process in place and a system to facilitate import and export shipments, we have recognized substantial time savings. Further, our working relationships with cargo handling stakeholders has improved tremendously.



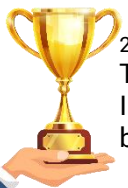
DBA - Thank you so much for your help with getting our drivers in and out at the scheduled appointment times. It makes our life so much easier.





PCS Success Story at Tuticorin VOC Port, India

A first of its kind, the CODEX PCS is a great example of a joint initiative between an Industry association and Kale to solve the challenges for Port Users



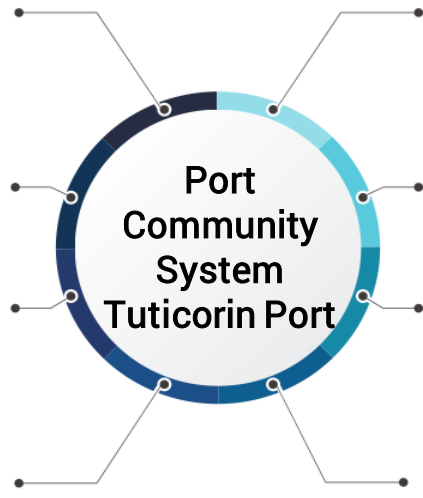
2019 Trade Facilitation Innovation Award by UNESCAP & ADB

BUSINESS CHALLENGE

- Redundant operations
- Repetitive paperwork and errors
- Limited shipment visibility
- Stakeholders on disparate systems

KALE'S SOLUTION

- Electronic connection with all stakeholders
- Ease of operations and transparency
- Container tracked by a unique barcode
- Standardisation of Trade documents



Parameter

Documents handled (including copies)
Avg Dwell Time for Trucks
Average processing time for Tax refunds
Average time per export doc handling
Average time per import doc handling
Availability of shipment status
Availability of data to stake holders

Pre PCS

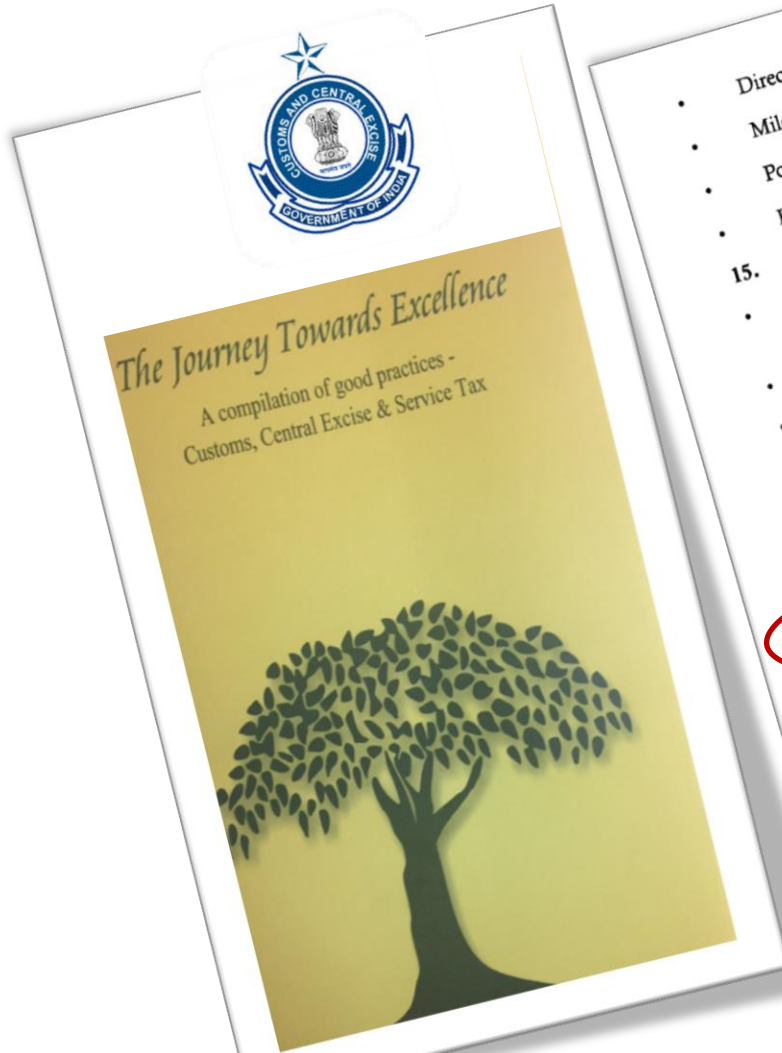
16
6-8 hours
90-120 days
145 minutes
35 minutes
Limited to tele calls
Through Mail, calls and in person

Post PCS

1
Less than 1 hour
Less than 7 days
25 minutes
15 minutes
Real time
Portal, EDI, App, On Demand

Kale's Platform is Actively Used by Border Control Authorities

Rare to get an official acknowledgement by a Customs Authority for a non-Customs System



- Direct visibility on EIR status
- Mile-to-mile tracking on container movement
- Port pass registration requests
- Port pass issuance control.
- 15. **Benefits for Customs**
 - Auto Time Control alert on container ICD to port & vice-versa
 - Auto confirmation on import container SB / IGM wise auto confirmation on Digitization allows for shipment checks
 - Validating allowed for shipments is easy
 - Regular and real time container movements can be monitored.
- 16. **Final Outcome**
 - CODEX is effectively digitizing the container movement at Tuticorin Port and delivering a multitude of benefits-
 - Reduced Dwell Time from current 2.5 hours to only 25 minutes
 - One common information highway connecting all the entities
 - Shipment visibility to each participant based on rights authorised
 - Improved capacity planning at the port terminal
 - Eliminates the possibility of un-cleared shipment moving to the terminal
 - All shipment related documents are made available to the required entities for mandatory approvals & processing
 - Shipper/ CFS/ ICD need not have any existing software for their

Kolkata Customs and National Association of Container Freight Stations (NACFS), Kolkata Chapter goes Digital to Tackle Unclaimed Cargo using CODEX platform

20 Feb, 2020

Mumbai, February 20, 2020: Kale Logistics Solutions, a trusted IT Logistics partner for Fortune 500 companies worldwide, developed the Unclaimed/Unclaimed Cargo (UCC) System to assist both the Container Freight Stations (CFS) patrons as well as the customs officials in handling unclaimed cargo. Using Kale's mobile application, CFS patrons can avail a No Objection Certificate (NOC) online and customs authorities have access to accurate information.

The CODEX - UCC System was inaugurated by Mr. Sailaja Ray Baruah, Chief Commissioner of Customs - Kolkata and Mr. Umesh Sharad Wagh, Commissioner of Customs (Port) at Kolkata on 18 February 2020 in the presence of Mr. Pramod Kumar Shrivastava and Mr. Arundhathi Jaiswal, office bearers of NACFS, Kolkata chapter. Also, a mobile application was

विद्युत मंत्रालय / Ministry of Revenue
राजस्व विभाग / Department of Revenue
श्रीमती सुलभा आर्यक कार्यालय / Office of the Commissioner of Customs
कस्टम हाउस, नवी हार्वर एस्टेट / Custom House, New Harbour Estate
दुधकुडी - 628 004 / Thoothukudi - 628004.
दूरभाष / Tel: 0461 2352655, 2352633 फेक्स / Fax 0461 2352019

PUBLIC NOTICE NO. 2-1/2016

Sub: Issuance of Gate Pass under CODEX (Container Digital Exchange) for movement of export containerised cargo from CFSs/ICD to VOC Port - Reg

Attention to all Exporters / Clearing Agents / Trade and Industry and Public is invited above subject.

2. CODEX (Container Digital Exchange) is a digital platform being adopted by Tuticorin CFS Association and VOC Port to enable seamless movement of containers from CFSs/ICD to VOC Port. This system works on the basis of online real time data getting uploaded on digital platform which is made accessible to all approved viewers and the container movement can be tracked as well as authenticated at various points on its way to VOC Port by means of unique barcode attached to each container and corresponding shipping document. This would ensure faster and secured movement of export containers as clearance at various gates as well as the movement related data would be readily available in system and no manual entry would be required.

3. Currently, the CODEX system is being utilized by Custodians to capture the movement of export containers from CFSs/ICD to VOC Port.

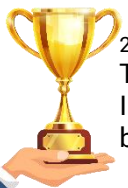
4. As per the present practice, there is no standard format of Gate Pass and every CFSs/ICD issues the Gate Pass with different format. The CODEX Gate Pass will bring the uniformity and standardisation in gate pass. Accordingly, it has been decided to declare the CODEX Gate Pass as standard document for Customs permission to move export container from to VOC Port.

5. Therefore, it is hereby informed that the current practice of issuance of gate pass to CFSs/ICD which is duly signed by Gate Officer (Inspector) is being replaced by uniform Codex Gate Pass which needs to be duly stamped & signed and gate out time authenticate



PCS Success Story at Sohar Port, OMAN

A first of its kind, the CODEX PCS is a great example of a joint initiative between Ministry of Transport and Kale to solve the challenges for Port Users



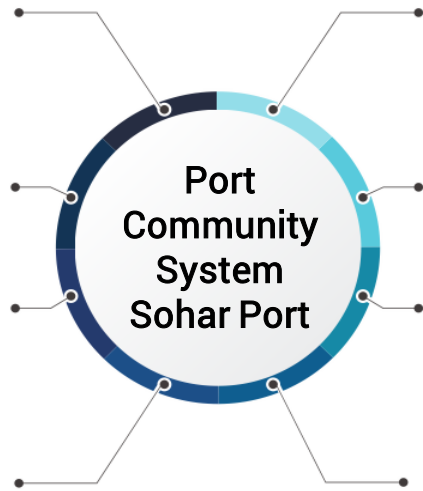
2019 Trade Facilitation Innovation Award by UNESCAP & ADB

BUSINESS CHALLENGE

- Vessel High Dwell Times
- Paper Based Documentation with Inaccuracies
- Limited Vessel visibility
- Cumbersome process

KALE'S SOLUTION

- IMO Complied Maritime Single Window
- E-Services Promoting Paperless Trade
- AIS Based Vessel Tracker
- Standardisation of Trade documents



Parameter
Documents handled (including copies)
Avg Dwell Time for Vessel
Average Vsl Fuel Cost
Average time per vessel doc handling
Average time per Delivery Order documentation
Availability of Vessel & shipment status
Availability of data to stake holders

Pre PCS
24
36-48 hours
9600 OMR
45 minutes
25 minutes
Limited to tele calls
Through Mail, calls and in person

Post PCS
NILL
12-24 hours
7200 OMR 25% Savings
18 minutes
10 minutes
Real time
Portal, EDI, App, On Demand



About Kale





Leading Provider of Operational and Community Integration Solutions to the Government, Maritime, Aviation & Logistics Industry

13+

Years of existence



5000+ Customers across 30+ countries



Presence at the United Nations, TIACA, IPCSA, IAPH etc.



2 Awards from United Nations and Case Study in Kellogg’s Business School’s publication



Propelling India to no.6 position globally in e-AWB



Offices in 10 locations: Americas, Europe, ME, Africa, Asia with ~400 employees



100+ Global Airport/Ports

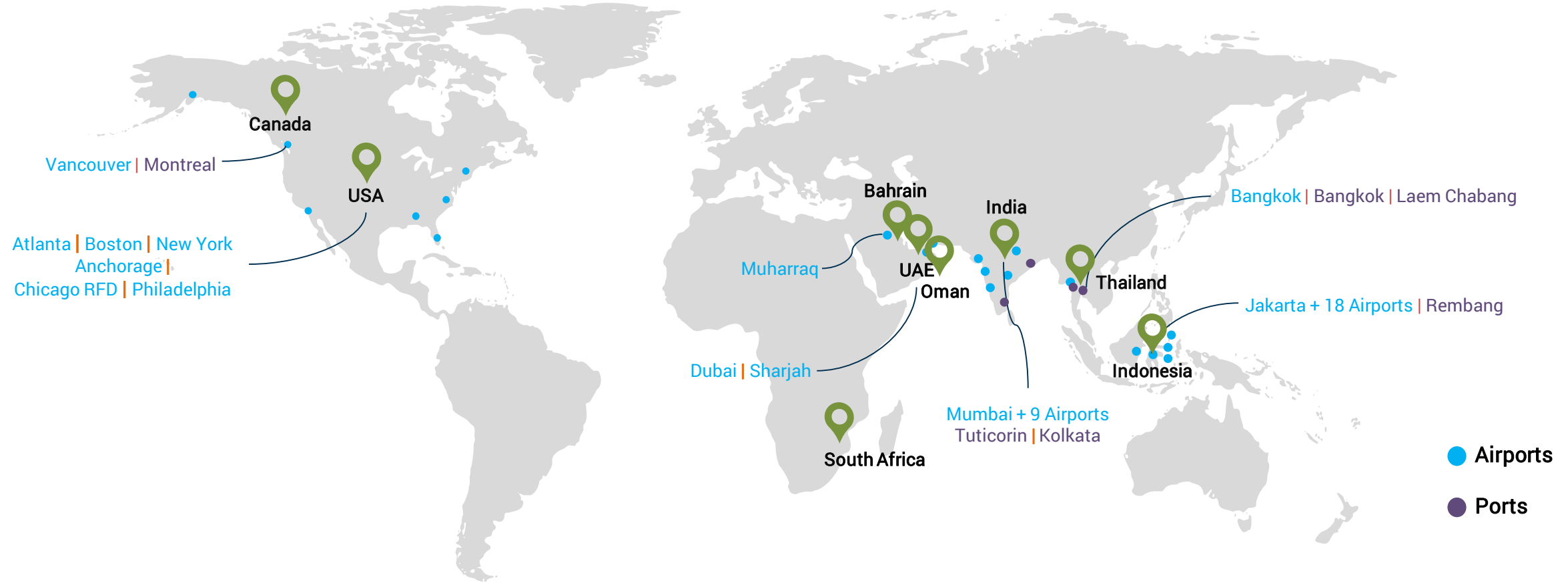


North America’s 1st Airport Cargo Community System Initiative



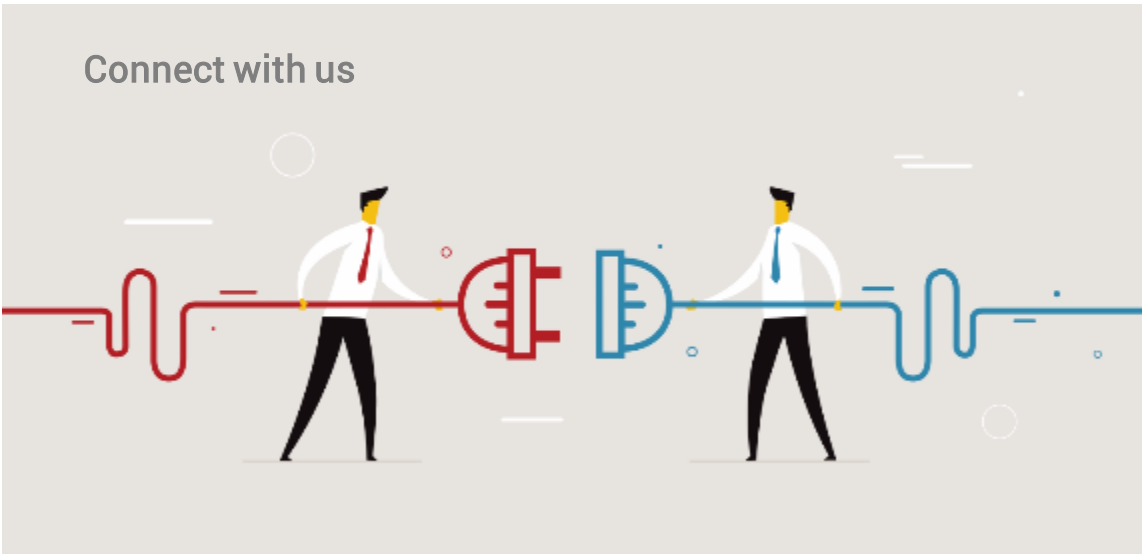
Building digital cargo communities globally

We are currently working with 40+ Airport/Port Stations for setting up Airport and Port Cargo community systems



Thank You

Connect with us



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