

Trends, Facts and Today's Reality:

The “why” of our business, the risks of non compliance.



STRATEGIC AVIATION SOLUTIONS INTERNATIONAL

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SASIWORLD



Latest developments Air Logistics

- **Sea Freight shift to air logistics, Maersk and CMA-CGM**
- **Forwarders move to “own controlled capacity” and the effect on scheduled airlines, volume versus value and on airport facilities decisions, global hub choices**
- **Passenger airlines drive to cargo, Routes**
- **Digitization: ICAO, UN-CEFACTS, Cyber Security, Dunn and Bradstreet, ACCS Data corridors**
- **Demands of global logistics Beneficial Cargo Owners (BCO) to airlines, “self handling”, GHA that comply, Airports that facilitate**

The five drivers of BCO decision making

- **Speed:** 48 hours DTD, 72 hour max products
- **Transparency:** Throughout the supply chain, DTD, no exceptions
- **Quality:** No claims, damage, delivered on time
- **Compliance:** Cyber security, CO2 footprint, Safety and security
- **Value:** Lowest unit costs possible by product type



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Thank You.

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