

# Cargo iQ Basics

March 2022

More than

**950**



**locations**

in 190 countries

**12 million**



**shipments**

airport-to-airport

**4 million**



**shipments**

door-to-door

More than

**100,000**



**lanes**

worldwide

**CARGO iQ**  
*visibly better*

32



**Airlines**

13



**IT**  
& other

8



**Forwarders**

8



**GHA**  
companies

**CARGO iQ**  
*visibly better*

# Cargo iQ Milestones





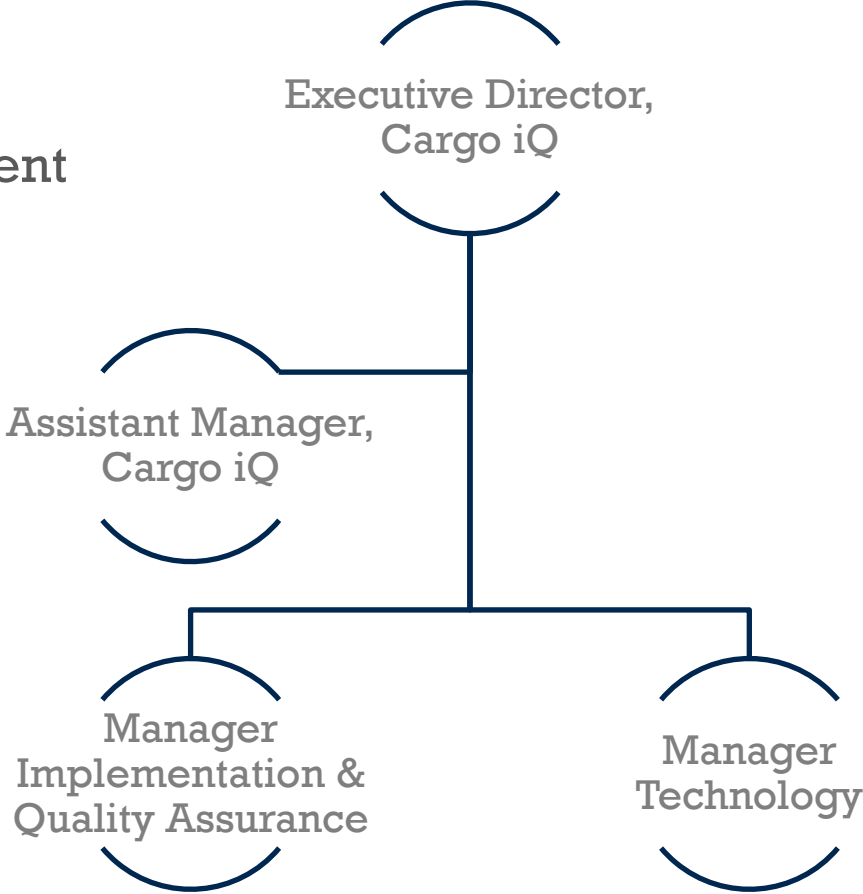
# Management Team Setup

Membership Development, Finance,  
External Representation, Strategy Development

Reporting & Smart Data, Finance

Implementation and Quality Assurance

Technology and Data



# CARGO iQ

Mission and Vision

Voting Members

AGM

Chosen  
Representatives

Cargo iQ  
Board

Execution

Management  
Team

Working  
Group

Board  
Committees

A Drive for Quality, Collaboration, Reliability, Trust & Innovation

# The Cargo iQ Board

## Composition

- 6 Forwarders
- 6 Carriers
- 1 Industry Associate (GHA, IT or RFS)
- Each member chosen as a person and as a company.
- Board members are appointed for 2 years, every year half the board is re-elected.

## Board Members

Henrik Ambak - Chair, Emirates SkyCargo  
Kerstin Straus – Vice Chair, Kuehne + Nagel

Jens Appel, Lufthansa Cargo  
George Efkolidis, IAG  
Gerald Suckling, Qatar Airways  
Frosti Lau, Cathay Pacific  
RJ Pegels, KLM Cargo  
Bjoern Eckbauer, Schenker A.G  
Peter Baumgartner , CEVA  
Arlet Gamboa, DHL GF  
Uwe Glaser, Cargomind  
Clark Fritzsch, Hellmann  
Hendrik Leyssens, Swissport

Plan · Deliver · Learn | Together

CARGO   
*visibly better*



# Plan · Deliver · Learn | Together

Product Dimension  
Master Operating Plan  
Shipment Routemaps

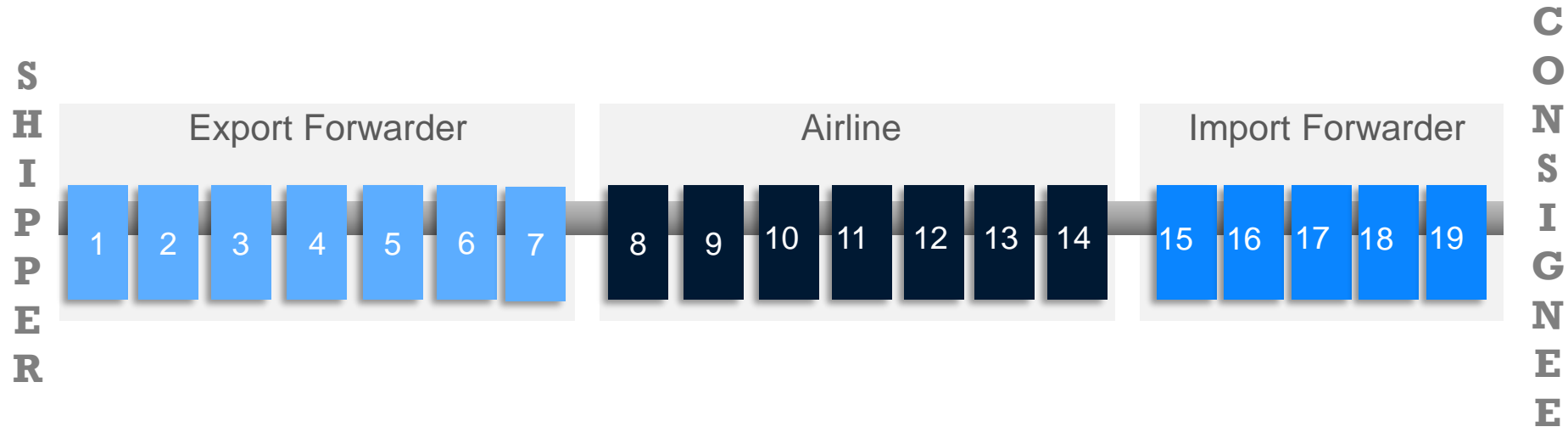
Live Progress Transparency  
Up-dated Planning Transparency

Shipment & Process Analysis  
Community Benchmarks  
Reports and Information  
Training

Working Groups  
Data Sharing  
Standards Setting  
Certified membership

CARGO  **iQ**  
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# Master Operating Plan (MOP)



Cargo iQ has developed a Master Operating Plan (MOP) which describes the movement of a shipment and information from shipper to consignee in 19 key steps.

# Cargo iQ Route Map



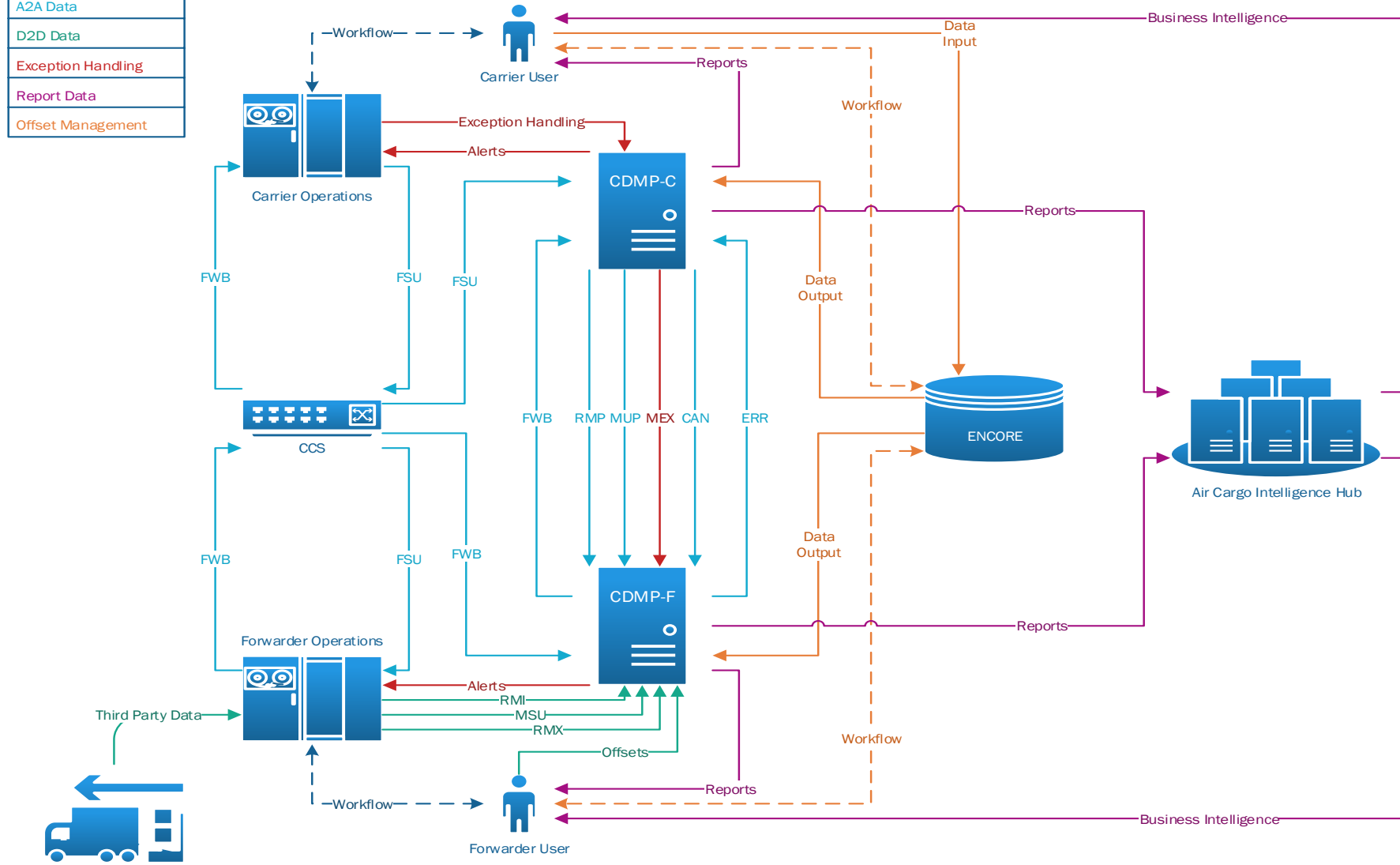
PUP > REW > DEW > REH > DEH > FWB

FOH > RCS > FOW > DEP > ARR > FIW > RCF > NFD > DLV

RIH > DIH > RIW > OFD > TPN > POD



A2A Data
D2D Data
Exception Handling
Report Data
Offset Management



## Lane view for airline DEMO

Export Country  
ALL

Export Station  
ALL

Import Country  
Information redacted

Import Station  
ALL

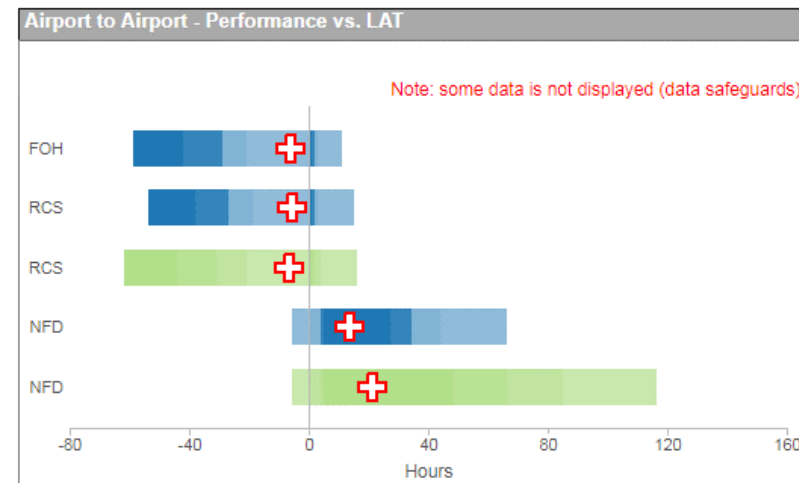
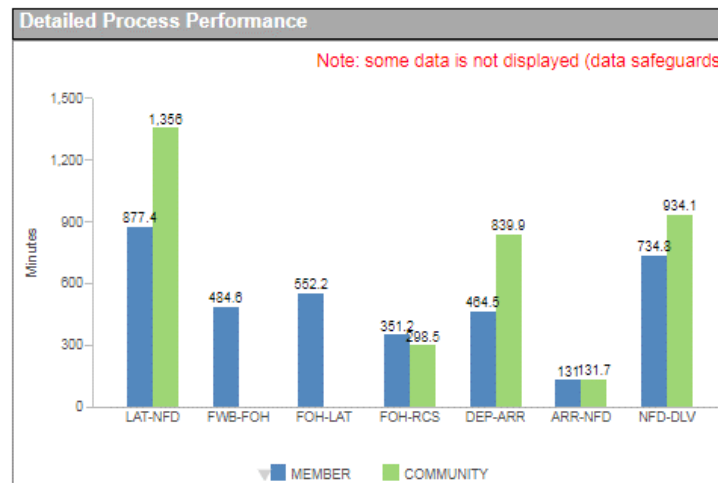
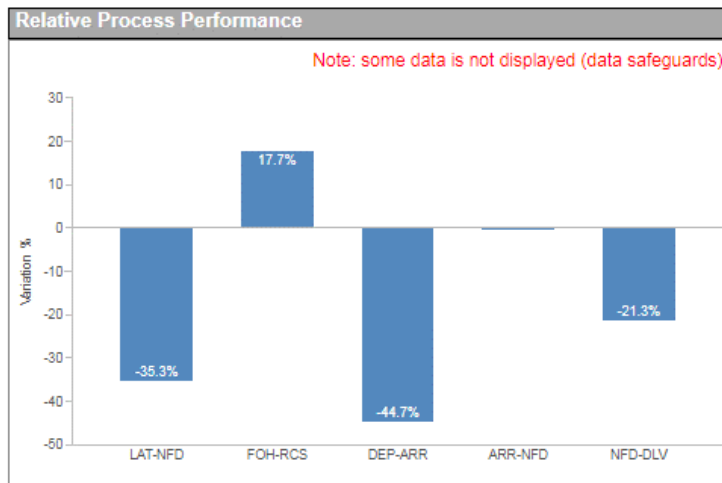
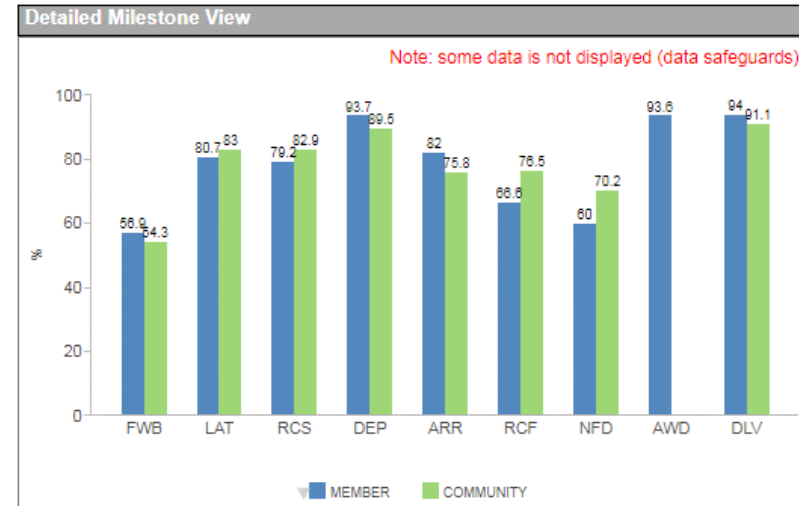
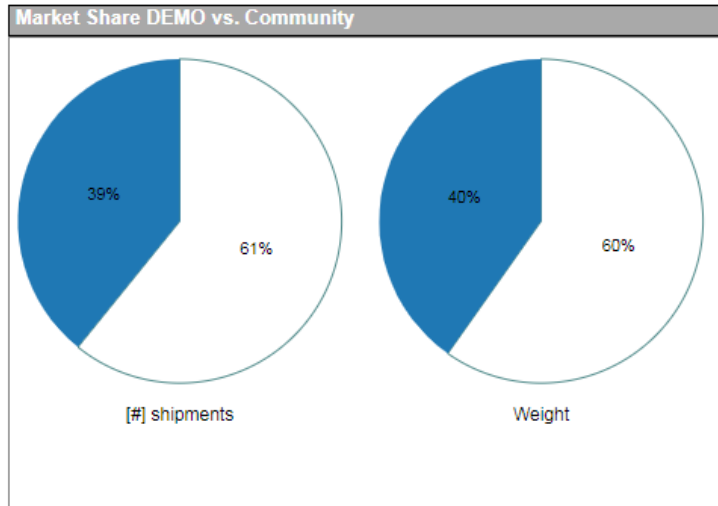
End-Month  
2018-05

# Months  
5

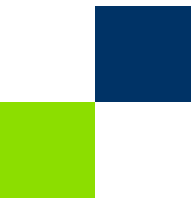
Forwarder  
ALL

### KPI Overview

	Actual Period		Trend PP	Trend PY
FWB	80,754	56.92%	3% ▲	-1% ▼
LAT	114,442	80.67%	2% ▲	9% ▲
RCS	112,342	79.19%	2% ▲	13% ▲
DEP	132,870	93.66%	1% ▲	2% ▲
ARR	116,371	82.03%	5% ▲	0% ◀
RCF	94,468	66.59%	3% ▲	-8% ▼
AWR	0	0.00%	0% ◀	0% ◀
NFD	85,120	60.00%	3% ▲	-6% ▼
AWD	132,745	93.58%	-2% ▼	-2% ▼
DLV	133,310	93.98%	0% ◀	7% ▲
<b>Weight</b>	<b>47,568,798</b>		<b>-5% ▼</b>	<b>286% ▲</b>
<b>[#]Shipments</b>	<b>141,863</b>		<b>-6% ▼</b>	<b>385% ▲</b>



# Cargo iQ Delivers



Our Master Operating Plan is the adopted industry standard for processes from shipper to consignee.

## STANDARDS



Our external, independent auditors guarantee our members are dedicated to true, transparent quality.

## CERTIFICATION



Single best source for performance data in our industry. Over 110 million lines of data per year.

## INFORMATION



Performance and planning data: improve processes, by station, milestone or partner.

## PROCESS



Compare your performance to the overall industry on various KPI's, every month.

## BENCHMARKING



60 plus members, including airlines, forwarders, GHAs, and IT companies, collaborate globally.

## COMMUNITY

# Membership Categories

Member category	Who does it apply to?	Size	Size determinant (MAWBs/shipments per year)	Annual Fee	Voting rights & certification
Full member	Founding airlines and forwarders; membership since more than 10 years	S	>= 0 MAWBs	CHF 6,000	Yes
		M	> 25,000 MAWBs	CHF 10,000	
		L	> 150,000 MAWBs	CHF 20,000	
Full member	Airlines and forwarders	S	>= 0 MAWBs	CHF 7,500	Yes
		M	> 25,000 MAWBs	CHF 12,500	
		L	> 150,000 MAWBs	CHF 25,000	
Full member	CDMP IT providers; Active Industry stakeholders (GHA at a single location)	S	>= 0 MAWBs	CHF 7,500	Yes
		M	> 500,000 MAWBs	CHF 10,000	
		L	> 1,000,000 MAWBs	CHF 20,000	
Full member	Industry Associates (GHAs, road feeders)	S	>= 0 shipments	CHF 7,500	Yes
		M	> 500,000 shipments	CHF 12,500	
		L	> 1,000,000 shipments	CHF 25,000	
Associate Member	Airlines, forwarders, IT providers, GHA, RFS		Any	CHF 10,000	No
Strategic Associate	Any other industry participant		Any	CHF 5,000 + cost of reporting	No
SME direct	Small & medium Forwarders / Carriers		< 30,000 MAWBs	CHF 500 to CHF 5.000	Possible
SME indirect	Forwarders / Carriers via an Intermediary		Any	CHF 0,20 transactional costs per AWB	No



# Contact Information

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