



CARGOLUX AIRLINES INTERNATIONAL S.A.
EXECUTIVE SYSTEMS OVERVIEW
CHAMP CARGOSYSTEMS

C.....CARGO
H.....HANDLING
A.....AND
M.....MANAGEMENT
P.....PLANNING

CHAMP cargosystems

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CARGOLUX AIRLINES INTERNATIONAL S.A.
EXECUTIVE SYSTEMS OVERVIEW
CHAMP CARGOSYSTEMS

* CHAMP *
* OPERATIONAL *
* SYSTEMS *

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***** : ***** : ***** : *****
* SYSTEMS * * RES & SPACE * * MOVEMENT * * GROUND *
* SUPPORT * * CONTROL * * CONTROL * * CONTROL *
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***** : ***** : ***** : *****
* OSS * * PREM * * GSA * * GHA *
* LEVEL I OPS * * LEVEL I RES * * SALES AGENT * * HANDLING *
***** : ***** : ***** : *****

: :

* CHAMP *
* FINANCIAL *
* SYSTEMS *

: : : :
***** : ***** : ***** : *****
* SYSTEMS * * WAYBILL * * INVOICE * * PAYMENT *
* SUPPORT * * PROCESS * * PROCESS * * PROCESS *
***** : ***** : ***** : *****

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* CHAMP *
* MANAGEMENT *
* SYSTEMS *

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***** : ***** : ***** : *****
* MARS I * * MARS II * * MARS III * * CARS *
* REPORTING * * FORECASTING * * FLIGHTS P&L * * CLAIMS *
***** : ***** : ***** : *****

CHAMP CARGOSYSTEMS

AIR CARGO IN THE 1990'S IS A LARGE, COMPLEX INDUSTRY THAT DEMANDS:

-ADVANCED SURFACE & AIR DISTRIBUTION NETWORKS
-SOPHISTICATED GROUND HANDLING FACILITIES
-WELL TRAINED AND PROFESSIONAL STAFFING
-EXTENSIVE COMMUNICATIONS CAPABILITIES

OF EQUAL IMPORTANCE IS:

...BONDING THESE VARIOUS ELEMENTS INTO AN ARTICULATED SYSTEM

THE COMPUTER CAN PLAY A CRITICAL ROLE IN STRUCTURING THESE ELEMENTS INTO A SINGLE COHESIVE SYSTEM - IF IT PROVIDES:

INTEGRATION

FUNCTIONALLY - A SINGLE SYSTEM - PROVIDING TOTAL ONLINE PROCESSING - STARTING AT

INFORMATION

ING-TO-ACCEPTANCE-TO-FLIGHT-TO-CHECKIN-TO-DELIVERY-TO-SETTLEMENT-TO-REPORTED

CONSIDERING

IGHT OPTIMIZATION-PROFIT OR LOSS-MANAGEMENT ANALYSIS-REVENUE AND YIELD CONTROL

THE VALUE OF AUTOMATION IN THE AIR CARGO INDUSTRY IS NOW A UNIVERSALLY ACCEPTED CONCEPT. VOLUMES, COMPLEXITIES AND GEOGRAPHY DICTATE THAT DATA BE IMMEDIATELY AVAILABLE AND ACCURATE FOR A VARIETY OF POTENTIAL USERS. WHAT MAY NOT BE SO GENERALLY AGREED, IS EXACTLY WHAT AREAS IN AIR CARGO ARE BEST SUITED TO AUTOMATION. THIS WILL CERTAINLY VARY FROM CARRIER TO CARRIER, BASED ON THEIR STRUCTURE AND ENVIRONMENT. WHATEVER AREA(S) THE CARRIER AUTOMATES ...

-A KEY FACTOR IN THE ULTIMATE PROJECT SUCCESS OR FAILURE
-A KEY FACTOR DETERMINING FULL ORGANIZATIONAL BENEFITS
-IS THE EXTENT OF SYSTEMS INTEGRATION

SYSTEMS INTEGRATION = SPEED CONSISTANCY NONREDUNDANT SYNERGY

CHAMP CARGOSYSTEMS INTEGRATE ALL MAJOR ELEMENTS IN AIR CARGO

SPACE-CONTROLS OPERATIONS GROUND-HANDLING REVENUE-ACCOUNTING RECEIVABLES SETTLEMENT PAYABLES INTERLINE MANAGEMENT-REPORTS CLAIMS COMMUNICATIONS MARKETING RATES PRORATION PROVISIONING

- CHAMP SUBSYSTEM I..... CARGO SYSTEMS SUPPORT
- CHAMP SUBSYSTEM II.....RESERVATIONS & SPACE CONTROL
- CHAMP SUBSYSTEM III.....GOODS MOVEMENT & TERMINAL CONTROL
- CHAMP SUBSYSTEM IV.....AIR WAYBILL PROCESSING
- CHAMP SUBSYSTEM V.....SETTLEMENT PROCESSING
- CHAMP SUBSYSTEM VI.....MANAGEMENT INFORMATION
- CHAMP SUBSYSTEM VII.....SPECIAL FEATURES

CHAMP CARGOSYSTEMS

SUBSYSTEM I - CARGO SYSTEMS SUPPORT

THE CARGO SYSTEMS SUPPORT SUBSYSTEM CONSISTS OF A VARIETY OF FUNCTIONALLY RICH FILES AND TABLES DESIGNED TO SUPPORT THE CARRIER'S OPERATIONS, SALES, MARKETING, FINANCIAL AND MANAGEMENT USERS. THESE FILES ARE AVAILABLE TO ALL CHAMP SUBSYSTEMS.

ALL FILES CAN BE TRANSACTION ENTERED, DISPLAYED, UPDATED AND PRINTED. SEVERAL FILES (EXAMPLE: RATES) CAN BE TAPE LOADED FROM EXTERNAL SOURCES. THE FOLLOWING LIST DESCRIBES SEVERAL OF THE MAJOR SUPPORT FILES. THERE ARE MANY OTHER FILES DESCRIBED IN DOCUMENTATION OF MUCH GREATER DETAIL.

- PARTICIPANTS.....: ONE OF THE RICHEST FILES IN THE SYSTEM IS THE PARTICIPANT MASTER FILE. THIS FILE CAN BE A CUSTOMER, AIRLINE, AGENT, SUPPLIER - ANY ENTITY INVOLVED WITH GOODS MOVEMENT. THE FILE SUPPORTS FINANCIAL, INVOICING, SALES, OPERATIONS, CREDIT AND AUDITS WITH SPECIAL SUBROUTINES/INFORMATION EXCLUSIVE TO EACH DEPARTMENT'S NEEDS/FUNCTIONS.
- RATES.....: THE SYSTEM MAINTAINS PROBABLY THE MOST EXTENSIVE RATES FILE IN THE INDUSTRY. AMONG THE TYPES OF RATES MAINTAINED: GENERAL/SCR/ULD/JOINT RATES/PU&D/SUBSTITUTE SERVICE/BI-LATERAL/INTERNATIONAL. RATES CAN BE TAPE LOADED FROM SEVERAL SOURCES, AS WELL AS TRANSACTION ENTRY/UPDATE/DISPLAY & PRINT.
- EXCHANGE RATES.....: BANKER'S BUYING/SELLING, THE IATA AVERAGE RATE AND UP TO FIVE ADDITIONAL EXCHANGE RATE TYPES CAN BE MAINTAINED FOR A GIVEN CURRENCY SET WITH DATE RANGE HISTORIES. THIS IS AUGMENTED WITH PROGRAM UTILITES TO REVIEW & ANALYSE RATES.
- CHARGES.....: SUPPORT FILES ALLOW FOR AN UNLIMITED NUMBER OF AUTOMATICALLY ACCESSABLE MISC CHARGES ALONG WITH FULLY AUTOMATED MISC CHARGE ACCOUNTING, INCLUDING THE ABILITY TO ESTABLISH RECEIVABLE & PAYABLE AMOUNTS CONCURRENTLY.
- TERMINAL INFORMATION.....: EXHAUSTIVE FILES PROVIDE COMPREHENSIVE PROFILES OF CARGO TERMINALS FROM MANY PROSPECTIVES: GEOGRAPHIC/HANDLING/GSA'S/AIRCRAFT HANDLING/TECH HANDLING/GROUND EQUIPMENT/FACILITY INFO/SERVICES/CUSTOMS/EMBARGO AND MORE.
- AIRCRAFT INFORMATION.....: STRUCTURED BY FLEET AND INDIVIDUAL AIRCRAFT, LIMITATIONS AND TECHNICAL INFORMATION BY DECK, COMPARTMENT & POSITION ALLOWING FOR A HIGH DEGREE OF SOPHISTICATED CAPACITY CONTROL.
- ULD INFORMATION.....: COMPREHENSIVE ULD PROFILES/USE/LOCATION/STATUS/MAINTENANCE HISTORY PROVIDING THE BASIS FOR ULD MANAGEMENT & CONTROL SYSTEMS
- SCHEDULE INFORMATION.....: SCHEDULE GENERATION, FLIGHT ITINERARIES, SCHEDULE DISPLAY & PRINT, INTERLINE & TRUCK CONNECTIVITY, APPLICATION OF STANDARD RULES (EG: CONNECT TIMES)

CHAMP CARGOSYSTEMS

SUBSYSTEM II - RESERVATIONS & SPACE CONTROL

FLIGHT CONTROL.....: THE SPACE CONTROL PROCESS INITIATES WITH MASTER FLIGHT ACTIVATION. A MASTER FLIGHT BLENDS DATA FROM SCHEDULE & AIRCRAFT INFORMATION SYSTEMS TO FORM A FLIGHT MASTER REFLECTING CAPACITY, ROUTE, AIRCRAFT TYPE AND FREQUENCY. NON-SCHEDULED, AD HOC FLIGHTS, OR EXTRA SECTIONS CAN BE GENERATED IN A SIMILAR MANNER. THE MASTER FLIGHT FORMS A BASIS FOR FLIGHT PLANNING AND THE FLIGHT PLAN IS TRANSLATED TO ALL OPERATING FLIGHTS WHEN THEY ARE OPENED FOR SALE. FLIGHTS CAN BE OPENED DAYS, OR MONTHS IN ADVANCE DEPENDENT ON THE CARRIERS OWN PROCEDURES. EACH MASTER, OR OPERATING FLIGHT IS BROKEN DOWN INTO THREE AREAS:

- PLAN.: HOW MANAGEMENT WANTS THE FLIGHT TO
----- OPERATE (ALLOCATIONS & ALLOTMENTS).
- SOLD.: HOW THE FLIGHT WAS SOLD WHEN ACTUAL
----- RESERVATIONS WERE BOOKED.
- FLOWN: HOW THE FLIGHT ACTUALLY OPERATED
----- WHEN GOODS WERE BOARDED AND FLOWN.

THESE AREAS, COMBINED WITH REVENUE & COST DATA COMPRISE A FLIGHT PROFILE, WHICH IS ONE OF THE MOST POWERFUL MANAGEMENT TOOLS IN THE SYSTEM.

STATION ALLOCATIONS.....: AUTHORIZED CAPACITIES FOR BOOKING OFFICES ARE EXPRESSED IN TERMS OF ALLOCATIONS. THESE MAY BE DEFINED AT A FLIGHT, OR SEGMENT LEVEL AND MAY VARY FOR A GIVEN FLIGHT BY DAY-OF-WEEK.

CUSTOMER ALLOTMENTS.....: CUSTOMER ALLOTMENTS, OR STATION SUB-ALLOCATIONS ARE A FURTHER REFINEMENT REFLECTING COMMITMENTS TO CUSTOMERS WHICH WILL OCCUPY PART OF THE SALES OFFICE'S ALLOCATED SPACE. BOTH ALLOCATIONS AND ALLOTMENTS ARE DEFINED AS UNITS OF WEIGHT, VOLUME AND POSITIONS. IF A GIVEN FLIGHT IS BULK LOADED ONLY, POSITIONS ARE NOT NECESSARY.

CARGO RESERVATIONS.....: THE BOOKING FUNCTION IS A STRAIGHTFORWARD, SIMPLE TRANSACTION, PROCESSING INFORMATION IN TERMS OF SEQUENCE AND CONTENT AS NORMALLY EXPRESSED IN A CARGO RESERVATIONS FUNCTION. WHEN COMPLETE, THE FLIGHT IS UPDATED, THE CUSTOMER IS PROVIDED A BOOKING NUMBER, ALLOCATIONS & ALLOTMENTS REFLECT THE TRANSACTION, THE BASIS HAS BEEN ESTABLISHED TO MATCH THE BOOKING WITH GOODS ACCEPTANCE WHEN APPLICABLE, AN AIR WAYBILL RECORD IS INITIATED, AND A SERIES OF CRITICAL CROSS REFERENCES HAS BEEN STARTED (I.E. NAMES/NUMBERS FOR TRACKING).

FLIGHT STATUS.....: ALL FLIGHTS ARE DYNAMICALLY UPDATED AS BOOKINGS OCCUR AND THE BUILD-UP OF FLIGHTS IS AVAILABLE FROM A VARIETY OF LEVELS & PERSPECTIVES.

CHAMP CARGOSYSTEMS

SUBSYSTEM III - GOODS MOVEMENT & TERMINAL CONTROL

GOODS ACCEPTANCE.....: ACCEPTANCE DRIVES THE GOODS MOVEMENT PROCESS. IT MATCHES ANY EXISTING RESERVATIONS WITH THE GOODS ACCEPTANCE ACTION. IT EITHER OPENS OR SUPPLEMENTS THE AIR WAYBILL RECORD, TERMINAL INVENTORY & THE INVENTORY OF GOODS ON-HAND - AVAILABLE TO FLIGHTS HAVING OFFLOADS QUALIFIED FOR GOODS ASSIGNMENT. THE ACCEPTANCE TRANSACTION (AS WITH ALL SS III TRANSACTIONS) IS EXECUTABLE IN SHORT & LONG FORM. SHORT FORM TRANSACTIONS ARE QUEUED FOR FURTHER ENTRY OF ANY REMAINING MANDATORY INFORMATION.

TERMINAL ASSIGNMENT.....: BASED ON TERMINAL INFORMATION (SS I), GOODS CAN BE AUTOMATICALLY, OR TRANSACTION ASSIGNED TERMINAL LOCATIONS, AVAILABLE FOR OUTBOUND, INBOUND AND TRANSIT SHIPMENTS. EITHER METHOD RESULTS IN TERMINAL FLOOR-CHECK CAPABILITY BY NATURE, TOTAL LOCATION, OR UNIT ... AND PROVIDES THE BASIS FOR A COMPREHENSIVE TERMINAL MANAGEMENT SYSTEM.

UNIT BUILD-UP/BREAK-DOWN.: CONSIDERING CAPACITIES FROM THE ULD INFORMATION SYSTEM, GOODS ARE 'BID' FOR ASSIGNMENT TO A UNIT, BASED ON OFFLOAD. THIS RESULTS IN A CONFIRMATION OF GOODS LOADED, OR AN ORDER-FOR-LOAD TO BE CONFIRMED. FINALLY, MOVEMENT OF THE UNIT RESULTS IN MOVEMENT OF THE GOODS (AND THE REVERSE). THROUGHOUT THE GOODS MOVEMENT PROCESS, GOODS ARE MOVED AS SETS, OR MANIFESTS WHENEVER POSSIBLE RESULTING IN EFFICIENT GOODS TRACKING WITH MINIMAL INPUT.

FLIGHT ASSIGNMENT.....: THE SYSTEM USES: A) INFORMATION REGARDING GIVEN FLIGHT ITINERARIES B) GOODS ON-HAND & AUTHORIZED OFFLOAD(S) AND/OR DESTINATION C) AN ONLINE/INTERACTIVE GOODS ROUTING GUIDE D) GOODS EXPECTED BY RESERVATIONS & INBOUND FLIGHTS ... AND OUTPUTS A BID LOAD MANIFEST. AT ALL STAGES IN THE PROCESS, THE SYSTEM CAN PRODUCE A WIDE VARIETY OF MANIFEST RELEVANT TO THE MOVEMENT ACTION TAKING PLACE.

GOODS CHECK-IN.....: THE CHECK-IN FUNCTION ESSENTIALLY CONFIRMS THE INBOUND FLIGHT MANIFEST ; AND TAKES THREE FORMS:
-EXPECTED GOODS CHECK-IN.: FLIGHT NUMBER BASED
-BLIND CHECK-IN.....: NONFLIGHT DEPENDENT
-SINGLE SHIPMENT CHECK-IN: SINGLE AIR WAYBILLS

GOODS DELIVERY.....: DATE/TIME/PARTY/BY & FORM OF PAYMENT & CHARGES COLLECT AT DESTINATION OR ONWARD MANIFESTING.

TRACKING & STATUS.....: TRACK BY SHIPPER/CONSIGNEE/AGENT NAME(S), MAWB/HAWB/SHIPPER REF/RES NUMBER/DESTINATION/ORIGIN ONLINE TRACKING CAPABILITY & GOODS PROC STATUS.

CHAMP CARGOSYSTEMS

SUBSYSTEM IV - AIR WAYBILL PROCESSING

- AIR WAYBILL COMPLETION...: AS INFORMATION IS COMPILED FROM THE RESERVATIONS AND GOODS MOVEMENT FUNCTIONS AIR WAYBILLS MOVE TO A COMPLETION QUEUE WHERE OVER 200 EDITS ARE MADE TO ENSURE THAT ALL AIR WAYBILLS ARE COMPLETE AND ACCURATE, FOR TRANSMISSION & FINANCIAL SETTLEMENT
- RATING...: ALL TYPES OF RATES ARE AUTOMATICALLY APPLIED THRU USE OF AWB INFORMATION SUCH AS ULD TYPE, SCR NBR, CUSTOMER INFORMATION, SERVICE CLASS ETC. RATING CAN GENERATE UP TO 300 RATE LINES IF NECESSARY.
- CHARGES...: THE SYSTEM IS CAPABLE OF ASSESMENT OF UP TO 100 MISCELLANEOUS CHARGES ON ANY GIVEN AIR WAYBILL. MISCELLANEOUS CHARGE ACCOUNTING IS AUTOMATIC & CAPABLE OF DISTINGUISHING THE REVENUE AND PAYABLE PORTIONS OF ANY MISCELLANEOUS CHARGE.
- PRORATION...: THROUGH USE OF THE VARIOUS SUPPORT & RATE FILES THE SYSTEM IS CAPABLE OF AUTOMATIC PRORATION WITH THE FOLLOWING METHODS: MILEAGE-JOINT-CONSTRUCTION -BILATERAL-PROVISO APPLICATION-MANUAL PRORATION.
- PROVISIONING...: ONE OF THE MOST UNIQUE CAPABILITIES OF THE SYSTEM IS ITS FEATURE TO AUTOMATICALLY CALCULATE DIRECT OPERATING COSTS FOR EACH AIR WAYBILL & ESTABLISH GROSS & NET REVENUES & YIELDS AT THE SHIPMENT AND FLIGHT LEVELS. THIS IS ONE OF THE MOST CRITICAL ELEMENTS IN MEANINGFUL MANAGEMENT INFORMATION.
- QUEUES...: A VARIETY OF QUEUES ENABLE USERS TO CUSTOMIZE THE TRANSACTION FLOWS AND ENSURE ACCURATE INFORMATION COMPLETED BY AUTHORIZED USERS. AMONG THE QUEUES AVAILABLE: COMPLETION-AUDIT-SAMPLING-PRORATION-TRANSFER MANIFEST-PAYMENTS-PAYABLES.
- STATUS...: THE PROCESSING STATUS OF EACH AIR WAYBILL IS KEPT AND DYNAMICALLY UPDATED WITH THE PROGRESSION OF SHIPMENTS THROUGH THE OPERATIONAL & FINANCIAL PROCESSES. THIS IS ALSO AN ELEMENT IN SYSTEM SECURITIES AND RECOVERIES.
- HISTORY...: A GOODS MOVEMENT HISTORY AND A FINANCIAL HISTORY IS MAINTAINED FOR EACH AIR WAYBILL WHICH IS UP-DATED DYNAMICALLY IN MUCH THE SAME MANNER AS AWB STATUS. THE FINANCIAL HISTORY PROVIDES AN AUDIT TRAIL OF ANY ACCOUNTABLE CHANGES MADE TO THE AWB, INCLUDING ANY OVERRIDES MADE OF SYSTEM VALUES.
- FACSIMILE AIR WAYBILL...: THE UNIVERSAL AIR WAYBILL IS TRANSMITTABLE AND CAN BE GENERATED BY THE SYSTEM. THE SYSTEM HAS THE ABILITY TO PRINT AIR WAYBILLS IN 'SETS'. SETS ARE: INVOICES-FLIGHTS-MANIFESTS-LOCATIONS-AN IDENTIFIABLE, RELATED GROUP OF AIR WAYBILLS.

CHAMP CARGOSYSTEMS

SUBSYSTEM V - SETTLEMENT PROCESSING

INVOICING.....: THE SYSTEM SUPPORTS INVOICING PROGRAMS WHICH ARE SUITABLE FOR NEARLY EVERY PURPOSE:

AGENT SETTLEMENT STATEMENT..: DESIGNED FOR AGENTS
BROKERS & FORWARDER

COMMERCIAL BILLING STATEMENT: DIRECT SHIPPERS &
CONSIGNEES

INTERLINE BILLING.....: INTERLINE CARRIER
SETTLEMENT (ACH)

GENERAL PURPOSE INVOICING...: ANY SERVICE WHICH
IS NOT AWB RELATED

ACCOMPANIED BY THE PROCESSES NECESSARY TO SETTLE,
ACCOUNT AND RENDER THE VARIOUS TYPES OF INVOICES.

CUSTOMIZATION.....: THROUGH USE OF SUPPORT FILES AND A SET OF ONLINE
TRANSACTIONS, INVOICES CAN BE CUSTOMIZED TO MEET
NEARLY ANY CUSTOMER REQUIREMENT:

FORMAT....: CUSTOMIZED BY CUSTOMER OR GROUPS

SIZE.....: 132 COLUMN OR LETTER SIZED PAPER

LANGUAGE..: ANY LANGUAGE USING THESE LETTERS

CUSTOMER..: SPECIALIZED INVOICES BY CUSTOMER

CURRENCY..: ALL VALID CURRENCIES ARE ALLOWED

TERMS.....: DISC/CHARGES FOR EARLY/LATE PAYS

SORTATION.: SORTATION CRITERIA FOR CUSTOMERS

GENERATION.....: INVOICES ARE GENERATED WITH A VARIETY OF OPTIONS:

FREQUENCY.: DAILY/WEEKLY/SEMI-MONTHLY/DEMAND

SITE.....: ANY EQUIPPED SITE ON THE NETWORK

MEDIA.....: LITERALS/DESCRIPTIVE/CARDS/TAPES

SETTLEMENT/PAYMENTS.....: ALL FORMS OF SETTLEMENT ARE SUPPORTED - CASH,
TRANSFER, CHECK, CREDIT NOTES, JOURNAL ENTRY.
AUGMENT BY CASH & BANK ACCOUNTING AND AUTOMATIC
GENERAL LEDGER INTERFACING AND JOURNALIZATION.
PAYMENTS CAN BE MATCHED AT ACCOUNT, PERIOD,
INVOICE, AIR WAYBILL AND OPEN ITEM LEVELS
AUTOMATICALLY.

CHAMP CARGOSYSTEMS

SUBSYSTEM VI - MANAGEMENT INFORMATION

ONE OF THE MAJOR STRENGTHS OF THE SYSTEM IS ITS REPORTING CAPABILITIES. REPORTING DESIGNED FOR GENERAL MANAGEMENT, MARKETING, OPERATIONS, FINANCE, ALL FORMS OF CARGO RELATED ANALYSIS. THERE ARE LITERALLY DOZENS OF TYPES OF REPORTS AVAILABLE, THE FOLLOWING SERVES TO HIGHLIGHT A FEW OF THE PRIME AREAS:

FLIGHT PRODUCTIVITY.....: THE SYSTEM SUPPORTS BOTH AIR WAYBILL & FLIGHT ACCOUNTING (SEPARATELY OR CONCURRENTLY), AND THE FLIGHT REPORTING CAPABILITY PROVIDES REPORTS ABOUT FLIGHTS FROM THE PERSPECTIVES OF REVENUES, YIELDS (MANY TYPES), TONNAGES AND COSTS. THE SYSTEM CAN QUICKLY DISTINGUISH GOOD FLIGHTS FROM POOR AND PROVIDE THE BASIS FOR DIAGNOSIS OF THE CAUSE(S) OF EITHER CONDITION.

REVENUE REPORTING.....: AIR WAYBILL SUMMARY, SHIPMENT REGISTER, G/L PASS-OFFS, AUTOMATED JOURNAL ENTRIES, YIELD TESTS, PER SHIPMENT/PER FLIGHT/DAILY/MONTHLY PROFIT & LOSS.

CUSTOMER REPORTS.....: ACCOUNT STATUS REPORTS, CUSTOMER PRODUCTION, TRAIL BALANCE AGING ANALYSIS, CREDIT & SALES CONTACT HISTORY, CUSTOMER LISTING & CROSS-REFERENCES, AGING MODELS.

PAYABLES.....: STATEMENT OF ACCOUNT, PAYABLES AGING, AUTOMATIC SETTLEMENT PROCESSING.

CONTROL REPORTS.....: CREDIT LIMIT ALERTS, BALANCE CHECKING, PROCESS CONTROL REPORTING, QUEUE SUMMARIES, UNMATCHED REPORTS, ACCOUNT RECONCILIATIONS.

PROJECTION & FORECASTING.: COMPREHENSIVE BUSINESS PROJECTION SYSTEM, ALLOWING FOR PROJECTIONS IN TERMS OF:

-MANAGEMENT
- A.....ANALYSIS &
- R.....REPORTING
- S.....SYSTEM

- I...AD HOC REPORTS
- II....FORECASTING
- III...FLIGHT P&L

GEOGRAPHY/ENTITY: MARKETS - OFFICES - CUSTOMERS

TONNAGE.....: GROSS & CHARGEABLE PRODUCTION

REVENUE & YIELDS: REVENUES & MARGINS CALCULATION

COST/SENSITIVITY: DOC'S/IOC'S/CAUSALITY FACTORS

REPORT PRODUCTION FROM A VARIETY OF PERSPECTIVES AND COMPARISONS TO ACTUAL PRODUCTION.

AD HOC REPORTING SYSTEMS.: AN AD HOC REPORT GENERATOR IS PROVIDED CAPABLE OF PRODUCING LITERALLY 1,000'S OF DIFFERENT REPORTS CONSIDERING QUERIES REGARDING PERIODS, FLIGHTS, GEOGRAPHY, RATES, COMMODITIES, CUSTOMERS, ETC. WITH THE ADDED ABILITY TO STORE REDUNDANT REPORTS AND TO ESTABLISH SECURITY LEVELS OF AVAILABILITY.

CHAMP CARGOSYSTEMS

SUBSYSTEM VII - SPECIAL FEATURES

CHAMP CARGOSYSTEMS INCLUDE MANY UNIQUE FEATURES DEVELOPED FOR FULLY INTERACTIVE CORESIDENCE WITH ALL CHAMP CARGOSYSTEMS.

CARGO CLAIMS PROCESSING...: THE CARS SYSTEM PROVIDES FOR ADMINISTRATION & PROCESSING FOR ANY SORT OF CUSTOMER COMPLAINT. WHILE IT ENCOMPASSES FUNCTIONS SPECIFICALLY DESIGNED FOR CARGO CLAIM, THE SYSTEM PROCESSES PASSENGER, BAGGAGE, MAIL & REGULATORY INCIDENTS RANGING FROM FORMAL CLAIMS TO COMPLAINT LETTERS, INCLUDING OVERCHARGE CLAIMS. THE SYSTEM CONTAINS AN EXHAUSTIVE REPORTING MECHANISM AND ONLINE ACCESS USING MULTIPLE KEYS.

- C.....CONSUMER
- A.....AFFAIRS &
- R.....RELATIONS
- S.....SYSTEM

GSA SUPPORT SYSTEMS.....: THE GENERAL SALES AGENT REPRESENTS AN IMPORTANT EXTENSION TO THE CARRIERS INTERNATIONAL MARKETING ORGANIZATION. TO BE MOST EFFECTIVE, GSA'S NEED TO BE FULLY INTEGRATED INTO THE CARRIER'S SYSTEM, WHILE ENSURING THE SECURITY OF SENSITIVE DATA. THE GSA SYSTEM PROVIDES THE FUNDAMENTAL FUNCTIONS REQUIRED TO INTEGRATE THE GSA, AND AT THE SAME TIME IMPOSING SECURITY EDITS DEFINED BY THE USING CARRIER.

- G.....GENERAL
- S.....SALES
- A.....AGENT

GHA SUPPORT SYSTEMS.....: LIKE GSA SUPPORT SYSTEMS, THE SYSTEMS TAILORED FOR CONTRACTED GROUND HANDLING AGENTS PROVIDES THE FUNCTIONS TO EQUIP AND FULLY INTEGRATE THE GHA INTO THE CARRIER'S SYSTEM, ACCOMPANIED BY THE SECURITY AND GEOGRAPHIC ANALYSIS NECESSARY TO SAFEGUARD SENSITIVE INFORMATION.

- G.....GENERAL
- H.....HANDLING
- A.....AGENT

DEVELOPMENT TOOLS.....: CARGOLUX HAS DEVOTED YEARS TO CHAMP DEVELOPMENT. PART OF THIS TIME WAS INVESTING IN ESTABLISHING A COMPLETE SET OF AUTOMATED DEVELOPMENT TOOLS & DEVELOPMENT/DOCUMENTATION/TESTING/IMPLEMENTATION STANDARDS. THIS IS PROVIDED AS A 'KIT' TO BE USED IN CONJUNCTION WITH CHAMP FOR ANY INHOUSE EXTENSIONS TO CHAMP, OR ANY TYPE OF DEVELOPMENT.

- C.....CARGOLUX
- M.....MANAGEMENT
- D.....DEVELOPMENT
- F.....FACILITY

OPERATIONS SUPPORT.....: CHAMP II IS AN EXTENSIVE CARGO OPERATIONS & SPACE CONTROL SYSTEM. IN SOME CASES, IT PROVIDES MORE SOPHISTICATED FUNCTIONS THAN OFTEN NEEDED BY THE SMALLER/INTERMEDIATE OPERATION. THEREFORE, OSS WAS DEVELOPED AS A BASIC CARGO BOOKING & TRACKING SYSTEM, TO BE USED IN ALONG WITH, OR INSTEAD OF, CHAMP II.

- O.....OPERATIONS
- S.....SUPPORT
- S.....SYSTEM

COMMUNICATIONS INTERFACE.: MODERN CARGO SYSTEMS NEED TO COMMUNICATE IN MANY AREAS OUTSIDE ITS OWN NETWORK. CUSTOMERS, OTHER AIRLINES, CUSTOMS AUTHORITIES, HANDLING AGENTS, AND MANY OTHER OUTSIDE SOURCES ARE CANDIDATES FOR AUTOMATED INTERFACING. CIS ALLOWS FOR COMMERCIAL TELEX SEND/RECEIVE, SITA OR ARINC SEND/RECEIVE MESSAGES USING TYPE A, OR B MESSAGES. WHEN IT IS APPROPRIATE IATA IMP STANDARD MESSAGES ARE USED.

- C.....COMMUNICATIONS
- I.....INTERFACE
- S.....SYSTEM

CHAMP & THE PRESS

BEFORE CHAMP ... IT TOOK SEVEN WEEKS ... TO WORK OUT WHETHER OR NOT ...
(A SHIPMENT) HAD MADE MONEY ... NOW (CHAMP) TELLS THE MANAGEMENT TWO
DAYS AFTER EACH WEEKLY ACCOUNTING PERIOD EXACTLY WHERE THEY ARE MAKING
PROFITS.

FINANCIAL TIMES

ESSENTIALLY, TWO SIGNIFICANT CONCEPTS ACCOUNT FOR THE UNIQUENESS OF THE
... SYSTEM: FIRSTLY (THEY) MANAGED TO INTEGRATE CARGO REVENUE ACCOUNTING,
CARGO OPERATIONS, MARKETING AND ACCOUNTS RECEIVABLE/PAYABLE INTO A SINGLE
ONLINE SYSTEM ... SECONDLY, THE CARRIER HAS DEVELOPED A METHOD FOR RECOG-
NITION OF DIRECT OPERATING COSTS - PER SHIPMENT.

JET CARGO NEWS

... THE SYSTEM IS HELPING TO OPTIMISE LOADS AND REVENUES TO ENSURE ...
FREIGHTERS ARE PROFITABLY UTILISED ... THE DECISION TO INTRODUCE A TURN-
AROUND SERVICE ... WAS INSPIRED BY CHAMP ...

AIRTRADE

... THE SYSTEM HAS BEEN REFINED SO AS TO PLAY A KEY ROLE IN ANALYZING
PERFORMANCE, MONITORING ROUTE PROFITABILITY AND IMPROVING YIELDS AS WELL
AS HANDLING SUCH DIVERSE TASKS AS FLIGHT PLANNING, RESERVATIONS, INVOICING
SETTLEMENTS AND MANAGEMENT REPORTING.

AIR TRANSPORT WORLD

... THIS SYSTEM ALLOWS US TO ... PRICE AND STRATEGIZE MORE EFFECTIVELY
BECAUSE WE KNOW OUR COSTS AND LIMITS OF MOVING CARGO ... THE (SYSTEM)
IS OPTIMIZED FOR INTERNATIONAL RATING.

AIR CARGO WORLD

FOLLOWING THE SUCESSFUL DEVELOPMENT OF CHAMP ... AND ITS PROVEN RECORD
WITH THE THREE CLIENT AIRLINES ... CHAMP IS NOW PRESENTED TO THE AIRLINE
INDUSTRY AS AN OFFICIALLY MARKETED AND SUPPORTED APPLICATION PRODUCT ...
CARGOLUX IS ALSO RECEPTIVE TO MULTIHOSTING OTHER CARRIERS PAYLOAD ASIA

CHAMP ... PROVIDES US DETAILED INFORMATION ON THE PRECISE COSTS OF MOVING
A SHIPMENT. WHICH IS, OF COURSE, VERY IMPORTANT IN OUR DEALINGS WITH THE
CUSTOMER. (TRANSLATED FROM FRENCH)

TRANSPORT ECHO

ONE OF CHAMP'S UNIQUE FEATURES IS IT'S ABILITY TO CALCULATE A NET YIELD
AS PART OF EVERY (AIR) WAYBILL PROCESSED. HAVING DETERMINED ALL REVENUE,
PAYABLE AND PROVISIONED ITEMS, THE SYSTEM CONTINUES AND CALCULATES THE
YIELD PER SHIPMENT.

AIR TRANSPORT WORLD

IT IS MOREOVER REMARKABLE THAT THE MANAGEMENT INFORMATION FEATURES - IN
CONTRAST WITH OTHER SUCH SYSTEMS - ARE NOT STATIC ... IN PRINCIPLE, THE
WHOLE SYSTEM IS BASED ON THE COMMUNICATION TERM 'FEEDBACK' ... THE USERS
COMMUNICATE WITH EACH OTHER AND TRANSMIT AT THE RIGHT MOMENT THE EXACT
INFORMATION, SO THAT IT SEEMS THAT THE COMPUTER 'REPLIES' AND GIVES
INSTRUCTIONS. (TRANSLATED FROM DUTCH)

AIR CARGO MAGAZINE

C H A M P U S E R S

FINNAIR	1985
WARDAIR	1986
AMERICA WEST	1989
UNISYS	1989
NORTHWEST	1990
AIR CANADA	1990 (UNISYS)
AUSTRALIAN AIRLINES	1990
AEROFLOT	1991 (UNISYS)
MEXICANA	1991 (UNISYS)
AEROMEXICO	1991 (CARGOHOST)
and	
CARGOLUX	1983

June 1991