

GLOBAL AIR CARGO MARKET INTELLIGENCE INITIATIVE

Air Cargo is the fast and flexible solution for time sensitive or high value cargo. Savvy shippers know that approaching air freight as a strategic commodity instead of an extraordinary expenditure has a significant impact on the financial bottom line. In a highly volatile and continuously changing air freight market, successful strategic procurement needs reliable market information.

As a member of the Market Intelligence Initiative (MII) Global Air Cargo you have access to up-to-date market knowledge, current rate developments and best practices. Based on our findings, we optimize your global air freight activities, generating added value. Gain valuable knowledge from other members in different industries to strengthen your own market position.

FACTS & FEATURES MII GLOBAL AIR CARGO

Segmentation → Harmonization → Benchmarking
Comparing with market sense

Facts



- Start 2008
- 35,000 lanes
- 1.5 bn \$/year freight spend
- 600 kt/year

Process



- Airport-airport
- Door-door
- Pre-carriage / on-carriage
- Lead time agreements

Services



- General cargo (main & lower deck)
- Dangerous goods (PAX & CAO)
- Temperature controlled

INDUSTRY CHALLENGES

The Air Cargo Market Itself

The volatile global economy creates special challenges for the air freight market. Changes in the calculation of fuel surcharges, modifications to airline fleet portfolios, new safety and security guidelines compel continuous adjustment of purchasing strategies.

Transparency

How is the market moving? Are my prices in line with the market? Global transport markets are characterized by complex processes and a lack of transparency. On the other hand you need reliable market information to compare freight rates, to best monitor your freight costs and to be optimally prepared for successful negotiations with your service providers.

Stakeholder Governance

Today procurement managers are faced with intricate market structures and ever-increasing demands for cost containment from their key stakeholders. It is no longer only the price that counts but also service quality, consistency, and predictability and above all an intelligent and well thought-out procurement strategy. Satisfy your stakeholders by implementing best practices and strategies tailored to your company's specific needs.

MORE THAN JUST BENCHMARKING



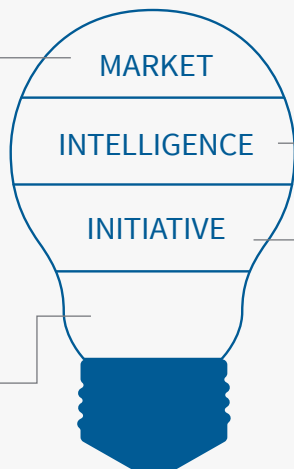
BENCHMARK DATA

- Analysis of rates, capacities and services
- Benchmarking based on „apple-apple“-comparison
- Shippers' only data: uncontaminated & validated
- Benchmark Viewer: intelligent tool for data provision and strategic views



MARKET RADAR

- Freight indices on market level
- Historic data on market development
- Continuous updates



CONFERENCES & COMMUNITY

- Compliant shipper-only exchange
- Networking of peer managers from different industries
- Best practices, market insights & outlooks



ADVISORY & EXPERTISE

- Fully fledged consultancy
- Specialized analysis on request
- Effective tender support

YOUR BENEFITS

MARKET KNOW-HOW FOR YOUR SUCCESS

- ✓ Profit from highly valid rate data transparency
- ✓ Increase savings of your transportation budget
- ✓ View market trends on global air freight markets
- ✓ Build up profound industry and market know-how
- ✓ Rely on a strong foundation for tactical and strategic decisions
- ✓ Discover strategic potential and best practices
- ✓ Benefit from frequent expert exchange with community

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Our long-term participation in the Market Intelligence Community explicitly supported the goals to regularly challenge the status of our global procurement activities and continuously improve our strategy.

Director Logistics
Chemical Production Company

ARE YOU INTERESTED IN JOINING OUR MII?

Contact us! We would be pleased to support you in optimizing your freight procurement with market intelligence.

Visit our website
WWW.TIMCONSULT.COM