



Kale Logistics
Technology that Transforms



Leading provider of airport services in Mozambique, Mauritius and Madagascar saves 5 hours per day in data capture with GALAXY



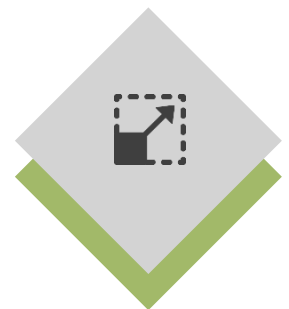
Gate pass documents reduced by 50%



Significant time saving on data entry, manual errors and re-works



Reduction of overtime and improved employee morale



Increase in number of gate passes by 20%



General Industry Overview

The airport ground handling services market was valued at \$54 million (USD) in 2016 by Visiongain Ltd. with strong growth rates expected over the next ten years. There is a huge growth story underway. The shift from paper-based documentation to digital has been a game-changer for the whole logistics industry globally. In particular, the magnitude of the ground handling market and its growth trajectory is illustrated by GM Insights' projection - the aircraft ground handling system market size is to exceed \$160 million (USD) by 2022. And, technology will likely prove to be a key driver and enabler for this growth. |

Leading provider of aviation and travel services in the Indian Ocean and Southern Africa

Plaisance Air Transport Services Ltd (PATS) is a wholly owned subsidiary of Rogers Aviation, a founder and innovator in the aviation and travel sector in Mauritius. It is a part of the Rogers Group and has become a leading provider of an integrated range of aviation and travel services in 7 territories of the Indian Ocean and Southern Africa. As part of its wide range of airport services, PATS provides part of ground handling activities in Mauritius and Madagascar, and full ground handling services in Mozambique. It handles 28,152 tonnes of cargo annually.

Legacy system constricts growth potential

PATS had a legacy system based on Informix that was no longer supported and had thus become obsolete. The need to shift to a web-based platform was imminent. The aim was also to propel their performance and efficiency levels to those expected from a reputable ground handler.

Process of selecting a Technology partner

Kale Logistics Solutions' GALAXY was the right fit because the system responded to most of the requirements that PATS had for a modern and sophisticated air cargo system. GALAXY is an end-to-end web-based air cargo management system that brings collaboration, planning and process integration in cargo terminal operations. It also automates the internal warehouse operations and ensures easy interface with third party applications. GALAXY is not only a highly scalable, flexible and low on maintenance system, but is also built on n-tier architecture which ensures ease of usage and configuring, as per changing business demands.

Airport Cargo Management Solution optimizes operational, financial and business processes

Post the GALAXY implementation, PATS benefited in terms of time, money and convenience. They opted for the web-based version, so there was no investment in hardware, no need for back-ups, no risk of obsolescence and no maintenance necessary.

Technology increases efficiency: The adoption of GALAXY resulted in huge time savings in terms of data entry (interfaces), transposition errors, no reworks and better employee morale. The existing workforce was able to handle an increased number of gate passes - about 20% more. There has been a reduction in overtime, which was a must to complete the daily tasks prior to GALAXY. On an average, there was a savings of 30 minutes per flight in data capture, totalling to about 5 hours per day.



Streamlining processes: Paper consumption has reduced, since post the GALAXY adoption the system has moved from 4 copies to 2 copies of gate passes and lesser reports, as all are done electronically. All manipulations of third party cargo is now tracked in the system. The system has catered for new customs requirements such as amendments - about 300 monthly. This used to be done by the airlines earlier, and is now done by the GHA.

The way forward

With GALAXY PATS has achieved real-time visibility, improvement in productivity, elimination of hidden costs and check on revenue leakages. The Business Intelligence feature was identified as a future development which was mutually agreed by both Kale Logistics and PATS.

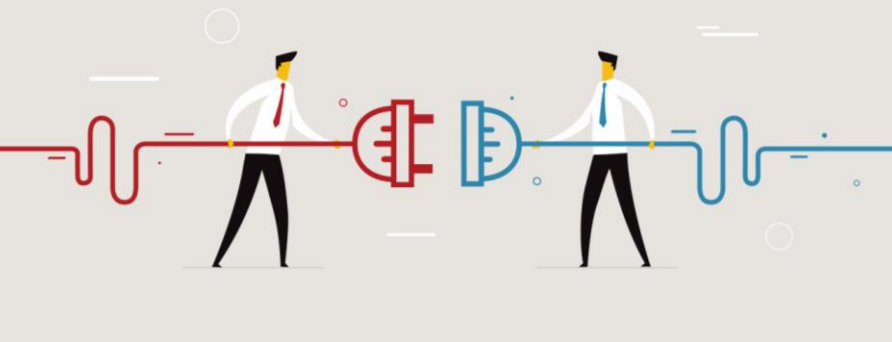


With a web-based Airport Cargo Management Solution from Kale Logistics Solutions, we were finally able to find a highly scalable and flexible solution that meets the needs of our growing business. The systems not just streamlined our business processes, but also enhanced efficiency and productivity. As a fast-growing company, this helped us to make informed business decisions pertaining to our rapid expansion and development. Our association with Kale has been a strategic partnership for us, one which will continue to complement our long term goals of modernization and expansion. ■



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- A Roger Group Company

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