

10 REASONS TO SELECT SKYCHAIN

- 1. Customer Driven Developments:** We continuously invest in our new generation system with a strong team of over 200 professionals. The system was built bottom up by cargo professionals and is being enhanced with input from our expanding customer base.
- 2. Flexible Deployment:** SkyChain can be deployed in a number of different models, licensed or hosted, to adapt to the various needs of customers be they large or small. SkyChain is rich in its functionality but flexible in that you choose what to switch on.

Core modules of SkyChain cater to the needs of Cargo, Mail and Courier - Schedules & Availability, Allotments, Capacity Control, Booking, Pre-flight estimation, Customer Pricing (Tariff, Ad-hoc & other charges), Incentives, Proration, Stock control, Special Cargo, Embargo, Operations (Acceptance, Export, Import, Transfer, Transit, Delivery, Customs, Cashiering), Cargo Information System, Claims Management, Queues, Instant messenger, MIS, integration to Revenue accounting solution (RAPID) and ULD management solution (NOMAD).

- 3. Setting Industry Standards:** SkyChain is fully compliant with IATA's e-freight initiatives. Mercator's E-freight has extended the boundaries of information exchange within the Cargo Community to include not only airlines, ground handlers and customs but also freight forwarders, consignees, shippers, GSA's and other government bodies.
- 4. Seamless Integration:** Our range of web-services allows cost effective and efficient systems integration, speeding up the implementation process and allowing customers control to configure interfaces themselves.
- 5. Financial Control:** SkyChain interfaces with RAPID, Mercator's market-leading revenue accounting solution. It provides Revenue and Capacity graphical 'Dashboards' which dramatically improves network performance visibility at all organisational levels. SkyChain also has a unique cost based contribution management model, and an integrated Revenue Planning & Monitoring module for proactive daily monitoring of actual revenue, tonnage and yield against targets. This enables increased revenue protection and reduced revenue leakage by virtue of proper capacity, revenue and operations management.
- 6. Optional Warehouse Management:** SkyChain's Warehouse Management module can fully support an automated, semi-automated or a fully manual warehouse.
- 7. Freighter and Charter Management Control:** SkyChain has a fully fledged Freighter and Charter module. Its powerful strategic 'What If' tool simulates business scenarios to optimise capacity, maximise flight/route revenue, and profitability of freighter or charter operations.
- 8. Visibility over Shipments:** SkyChain has an inbuilt Shipment & Flight Milestone Dashboard for pro-active real time monitoring of shipments and flights.

9. Business Process Improvements: Designed and enhanced to cater for the changing needs of the Cargo Business, SkyChain redefines work processes, drives efficiencies and boosts financial results. The intuitive interface reduces training costs.

10. Increased Return on Investment: SkyChain creates a lower total cost of ownership (TCO) for the business, allowing faster market driven decisions and whether a customer adopts a licensed model or a hosted solution we are able to provide a solid return on investment. Reductions in paper processes and reduction in telecommunications costs alone make a significant bottom line contribution.

SkyChain Customer References:

- Licence Model
 - Swiss World Cargo
 - Virgin Atlantic Cargo
- Hosted model
 - Midex Airlines,
 - SriLankan Airlines
 - Emirates SkyCargo



Testimonials:

“We were not looking for a supplier but for a partner, and we believe we have found a best-in-class solution with Mercator, who have a proven track record of development and have taken care of the implementation in a matter of few weeks.”

- Jassim Al Bastaki , Director General – Midex Airlines

“The choice of a new IT platform is probably the most critical decision yet in the young history of Swiss WorldCargo. Mercator’s cargo solution, will enable us to consolidate our position at the forefront of the industry in terms of innovation and focus on the needs of specific niches”.

- Oliver Evans, Swiss WorldCargo’s Chief Cargo Officer

“There has been a demand for a system that offers flexibility and allows users to move past the constraints of legacy technology. SkyChain will enable us to do this. We can now develop innovative business strategies with confidence, knowing that SkyChain will effectively support these plans. We replaced 23 legacy systems with this new generation application .”

Ram Menen, Divisional Senior Vice President – Emirates SkyCargo

“We’re absolutely delighted that we will now have cutting-edge systems capabilities to support our award-winning service and staff. Our current systems have served us well, however it is time for us to move up a gear and provide our customers with the levels of connectivity they require, along with streamlined business processes and the ability to stay ahead in what is an increasingly competitive and dynamic industry.”

John Lloyd, Head of Cargo, Virgin Atlantic