

# Press Release

13 March 2018

## **Air France KLM Martinair Cargo implements enhanced air cargo solution**

**SCHIPHOL/NEW YORK; 13 March 2018 – Accenture (NYSE: ACN) has helped Air France KLM Martinair Cargo (AFKLMP Cargo) roll out a new software solution across its global cargo network as part of the company’s digital transformation journey.**

The implementation of the Accenture Freight and Logistics Software (AFLS) platform is designed to help Air France KLM Martinair Cargo – the dedicated air cargo business of the Air France KLM Group – drive customer excellence and quality in the quote-to-book process. The AFLS solution integrates all the commercial functions (Booking, Offer, Pricing, Rating, Capacity & Revenue Management, Flight Planning and Airway Bill Control) across Air France and KLM.

AFLS is now the unified digital platform for AFKLMP Cargo bringing an end-to-end commercial focus to revenue management process and extending the value chain to the end customers. With the legacy systems decommissioned and replaced by the AFLS integrated Commercial Suite, Air France KLM Martinair Cargo IT system capabilities have been enhanced to enable price integrity and consistency for the airline group’s customers and partners. The AFLS Flight planning tool brings optimization focus for the short-term capacity management window. The AWB Control tool enables automatic and guided discrepancy resolution between the commercial order and the operational shipment, thereby preventing revenue leakage.

“We are excited to have the Accenture Freight and Logistics Software live and in day-to-day use,” said Wijnand de Groot, Vice President Customer Service at Air France KLM Martinair Cargo. “With Accenture’s software, we are able to leverage the strength of our network to offer better solutions to our customers. The solution has simplified and transformed our system landscape, bringing tangible benefits on our transformation journey. Next to improving customer service and sales by our local offices, the software enables us to speed up innovation and offer new digital solutions.”

“The implementation of AFLS at Air France KLM Martinair Cargo is a key milestone in the carrier’s digital transformation journey,” said Ganesh Vaideeswaran, managing director, Accenture Freight and Logistics Software. “The simplification, transformation and integration of core systems and processes should enable AFKLMP Cargo to improve profitability and further enhance customer service. We look forward to a long and enduring partnership with Air France-KLM-Martinair Cargo and will continue to leverage our market-leading innovation architecture and capabilities to help them accelerate their digital transformation.”

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## **About Air France KLM Martinair Cargo**

The Air France KLM Group is a global airline group with a strong European base. Its main areas of business are passenger transport, cargo transport and aeronautical maintenance.

AIR FRANCE KLM MARTINAIR Cargo is the Air France KLM Group's dedicated air cargo business. Our three airlines offer the industry more than 1,100 weekly frequencies to 116 destinations. In 2017, AIR FRANCE KLM MARTINAIR Cargo transported 1.1 million tonnes of cargo. In addition to the Group's global network of passenger aircraft, we offer cargo main deck capacity on 2 Boeing 777 Freighters, 4 Boeing 747-400 Freighters and 6 Boeing 747-400 Combi aircraft.

Air France Cargo and KLM Cargo and our hubs (CDG and AMS) are IATA CEIV certified, providing service excellence to the pharmaceutical industry.

Air France KLM Cargo is a member of SkyTeam Cargo ([www.skyteamcargo.com](http://www.skyteamcargo.com)) offering an even larger network coverage.

Special partnerships include China Southern Cargo, Delta Cargo, Jet Airways Cargo and Kenya Airways Cargo.

For more information about AIR FRANCE KLM MARTINAIR Cargo, please visit [www.afklcargo.com](http://www.afklcargo.com).

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Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world's largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With more than 435,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives.

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