



HELPING CUSTOMERS DELIVER™

DESCARTES GF-X EXCHANGE™

THE WORLD'S LEADING ONLINE AIRFREIGHT BOOKING SOLUTION

The Descartes GF-X Exchange is one of the largest electronic information and reservation systems in the airfreight industry. Airfreight carriers can distribute real-time product, routing, capacity and rate information to their forwarders worldwide. Airfreight forwarders can access carrier information easily and make electronic bookings 24 hours a day 7 days a week, via a simple web browser (no software installation required). Types of bookings that can be made include IATA direct, back-to-back, spot and permanent/allotment bookings. Descartes GF-X is linked to a variety of tracking providers, enabling forwarders to track their shipments through a simple click. Descartes GF-X is integrated with major carrier systems worldwide as well as several in-house systems, making it easier for new carriers to join.

CARRIER BENEFITS

Efficiency Gains

- Reduction of time-consuming calls and faxes as forwarder queries handled through Descartes GF-X
- Avoidance of double-entry into operational systems as booking requests processed electronically
- Less time spent on administration with more time available for selling and value added services

Revenue Opportunities

- Existing and new offerings marketed easily and in a more targeted fashion
- New business gained from forwarders who prefer to book with carriers with online presence
- Potential to recover business lost through difficulty in reaching sales staff or dealing with carrier call center
- 24/7 access to customers and increase in business outside station hours
- Better network and flight planning decisions possible with higher quality, earlier booking information
- Disputes reduced as a result of a shared record of transaction
- Seamless integration with forwarders utilizing a Host-to-Host solution

FORWARDER BENEFITS

Efficiency Gains

- "One stop transactions" with products, flight and truck details, routings, capacity availability and rates are made accessible in a single screen without having to make multiple calls to multiple carriers
- Time spent making and checking bookings significantly reduced and can instead be used for special needs shipments or other value added tasks
- 24/7 availability allows increased flexibility and service to customers
- Processes can be aligned across gateways/branches by standardizing the booking process around Descartes GF-X

Revenue Opportunities

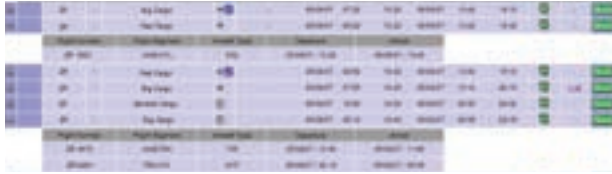
- Service improved for shipper customers as carrier offerings can be checked quickly and responses to booking requests received within minutes regardless of office opening hours - bookings could be confirmed whilst shipper is on the phone

HOW IT WORKS

1. User enters search parameters



2. User selects preferred booking option and makes booking



- Forwarders can choose to view multiple or single carriers
- Bookings can be viewed and managed at all times (for amendments, cancellations, etc)
- Users are notified of booking confirmations both in Descartes GF-X screens and via e-mail

Descartes GF-X Exchange Services

DESCARTES GF-X HOST-TO-HOST

Descartes GF-X Host-to-Host is a booking interface which enables forwarder users to initiate and complete booking transactions directly from their system rather than via a web browser. Descartes GF-X provides a number of unique advantages and benefits.

Descartes GF-X Host-to-Host for individual booking requests:

This interface between the forwarder system and the Descartes GF-X platform allows forwarders to send individual booking requests from their system to Descartes GF-X. Descartes GF-X performs key data and availability checks in its system, completes the bookings via its existing carrier interfaces and then confirms details back to the forwarder.

Descartes GF-X Host-to-Host for bulk allotment booking requests:

This interface allows bulk advance booking of allotments, permanent or other regular bookings for multiple carriers at a time. It eliminates the monthly, weekly or daily faxes or e-mails commonly sent to carriers in many gateway or air export operations. It fully integrates these bookings with Descartes GF-X carriers and also automates these booking requests to non-Descartes GF-X carriers.

Potential benefits for forwarders

Efficiency Gains

- Forwarder users can initiate and complete bookings directly from their own systems
- Removes the need for forwarder users to re-key information in internet browser screens
- Descartes GF-X 'fills in the blanks' for required information

which is not accessible to the users at the time of the booking (connecting flights or trucks for example) and can correctly complete a booking as the user intended

- Provides enhanced information in the booking responses that allows forwarder systems to conclusively determine the result of a booking
- Incorporates transactional monitoring technology to ensure that a response is always given to a request

Reduce Costs and Complexity

The same interface works across all current and future Descartes GF-X carriers. Once forwarders develop an interface to Descartes GF-X any new carrier members of Descartes GF-X will be automatically available without any changes to the interface. This will result in significant cost savings over other solutions.

DESCARTES GF-X PRIVATE LABEL

Descartes GF-X Private Label is an outsourced own-branded booking website for carriers. It is a unique way for carriers to deploy a fully-featured electronic bookings channel without the higher costs and risks associated with in-house development in a way that utilises existing processes and interfaces to Descartes GF-X.

Features for carriers

Make use of industry-leading Descartes GF-X functionality:

Descartes GF-X Private Label is a complementary product to the Descartes GF-X Exchange. It is built using existing Descartes GF-X functionality and includes all the standard features of the Descartes GF-X Exchange.

Leverage existing investment in data interfaces:

Descartes GF-X Private Label uses the same technology infrastructure as the Descartes GF-X Exchange so existing integration solutions can be re-used.

Customize to your own requirements:

Descartes GF-X Private Label can be branded to match a carrier's individual brand identity. It can work seamlessly with and appear to be part of a carrier's corporate website.

Maintain a single offering delivered on multiple channels:

The carrier offering marketed on the Descartes GF-X Exchange and on Descartes GF-X Private Label is served from the same database. As a result, Descartes GF-X Private Label can contain the same up-to-date information on flight & truck schedules, capacity availability, rates available and multi-product support.

Carrier staff can monitor electronic bookings (Descartes GF-X Exchange and Descartes GF-X Private Label) on a single website.

Potential benefits for carriers

- Reduce the cost and risk involved in developing a system in-house:
- By employing Descartes GF-X Private Label in combination with the Descartes GF-X Exchange, carriers can provide advanced electronic booking functionality to all their customers

THE DESCARTES DIFFERENCE

Descartes' logistics management solutions combine a multi-modal network, the Descartes Global Logistics Network, with component-based applications to provide messaging services between logistics trading partners, shipment management services for contract carriers and private fleet management services. These solutions and services help Descartes' customers reduce administrative costs, billing cycles, fleet size, contract carrier costs, and mileage driven and improve pick up and delivery reliability. Our hosted, transactional and packaged solutions deliver repeatable, measurable results and fast time-to-value.

Copyright Descartes. All rights reserved. Descartes, the Descartes triangle logo and all product names used are Descartes trademarks unless specifically identified as the trademarks of a third party.

