



Delivering Cargo Efficiently Around the Globe

Success Story

Business Challenge

Maintain market position as India's leading international cargo airline and grow the cargo business.

The Solution

Unisys Cargo Solutions - a modular, holistic and integrated air cargo solution - interfaced to the ERP system; includes sales, operations, ground handling business, advanced data visualization, invoicing and accounting.

Results and Benefits

- Increased customer satisfaction and loyalty through speed and visibility of realtime goods movement, and accurate billing
- Enhanced management decision-making via deeper insight into data and trends
- Gained the ability to select highest revenue shipments by net prorated revenue at the point of sale, and assessment of flight profitability through flight revenue and load factors
- Improved cash flow through real-time invoicing and cash realization
- Optimized operations and productivity by reducing dependency on disparate systems

“Our cargo business is on a growth curve and Unisys Cargo Solutions provides deeper insights through advanced data visualization of customers, load factors, campaigns etc. to help us identify new opportunities and reward loyal customers. By initiating credit control at booking we have less bad debts and ultimately more cash flow”.

Nirbhik Narang
Executive Director - Cargo
Air India



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