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 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

- Forwards 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 Interface**

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 forwards 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 gate 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 GFX 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