



NexGenLeaders

by **ECS Group**

2019 EDITION

Our industry keeps evolving to adapt to the challenges of **the 'New Normal': Digital Transformation.**

We at ECS believe in our strength to regenerate and we invest heavily in recruiting young talent from around the world.

As a talents incubator and **to transform our industry's best practices**, we are launching the first issue of our new 'Weapon of Mass Inclusion': **the #NexGenLeaders challenge.**

1000 participants

207 projects Submitted

50 teams coached

10 selected to attend Air Cargo Europe

Here they are...



TEAM
MHTV

Haoran GUO

925608553@qq.com

Li CAI

licai.official@gmail.com

Morgan RIBEAUX

ribeaux.morgan@gmail.com

Tejas VENKATESH

tejas.piyush@gmail.com

Victorien PROVENZANO

victorien.provenzano@icloud.com

THEME **DIGITAL TECHNOLOGY / ADDED-VALUE SERVICES**

CATEGORIE **STUDENTS**

The innovative solution

Our solution is a new packaging method for cargo waste management.


The beneficiary

Packaging companies are one of the major stakeholders in the air freight industry. With the surge in the global accessibility of e-commerce websites, the e-commerce industry across the globe is on the rise. As such, the transport industry is a key area in which packaging is essential to ensure that goods are protected.

The aim

The new solution will involve the use of flora foam, which is environmentally friendly and also biodegradable. The use of low-density polyethylene wrappers should be replaced by wooden crates during transport (this acts as the inventory during transport), and they are also waterproof. Also, corrugated cardboard boxes must continue to be used.





T E A M

BTeam - circularplanes.com

Aifei HE

aifei.he@gmail.com

Emma FOUILLOUX

emma.fouilloux@skema.edu

Gia-Hanh VUONG

giahanh.vuong@skema.edu

Manon DESENS

manon.desensduboydelavigerie@skema.edu

Thiéfaine DESMECHT

thiefaine.desmecht@skema.edu

THEME ADDED-VALUE SERVICES / SUSTAINABILITY

The innovative solution

Circularplanes.com aims to create an ecosystem that would deal with the whole aircraft decommissioning process along with the resale of materials and recycled and spare parts through a digital platform.

The beneficiary

The opportunities it brings to all air industry stakeholders (next steps in the circularplanes.com project is to improve aircraft eco-design from the very outset). Through circularplanes.com, ECS could offer a new package and increase the value of its current offering (worldwide salvaged components market valued at \$1.3 billion in 2018 / entire decommissioning market valued at \$6.1 billion).

The aim

The circularplanes.com package addresses the issue of aircraft decommissioning and is composed of two parts: 1/ to offer management of the whole aircraft decommissioning logistics process. Under this, ECS would take care of the aircraft end-of-life logistics thanks to its strategic partnerships with decommissioners around the world.

2/ the sale of part-out aircraft components through a digital platform. ECS would then create a digital platform, co-run with the decommissioners – and in particular with the storage companies – where all aircraft components that have been disassembled, dismantled, and recycled during the process would be available.



TEAM
Each % Counts

Cédric BENEJEAN

cedric.benejean@iae-aix.com

Claire BORDE-DELOR

claire.borde@iae-aix.com

Ines ALLAOUI

ines.allaoui@iae-aix.com

Ombeline CAMUS

ombeline.camus@iae-aix.com

THEME **ADDED-VALUE SERVICES / SUSTAINABILITY / PEOPLE**

CATEGORIE **STUDENTS**

The innovative solution

Our solution is to use the empty space in cargo planes to send humanitarian supplies such as clothes, books, medicines, etc. abroad. We want to optimize and manage the current system to upgrade it in a sustainable & social way!

The beneficiary

Airlines are our main target for partnership, because with the Each % Counts Project, they can help people without spending too much money. In a later stage, we will look to create partnerships with forwarding agents. As well as assistance, all airlines involved will benefit from our CSR communication.

The aim

We want to use the losses that airlines make (from empty space in planes) to help people who really need it all over the world. To achieve this, we will involve airlines in implementing a new CSR impact that will cost nothing to them (same rule as the Freight Service).

We will also select the smallest charities based on their desire to help and on their involvement and commitment rather than on their financial strength. We know that a lot of these charities would like to help but can't do so without this kind of project.



TEAM
Augmented by DCK

Rutger SMULDERS
rmsmulders@hotmail.com

THEME **DIGITAL TECHNOLOGY**

CATEGORIE **STUDENTS**

The innovative solution

Improving shipment acceptance, handling and pallet build-up via augmented reality.

The beneficiary

Within the air cargo supply chain, the benefits are with the airline/handler, since the acceptance process, handling and build-up is mostly done by old systems and by hand, which results in inefficient handling. By digitalizing checks, workflows and instructions, a more efficient process can be achieved through real-time communication.

The aim

Since air cargo capacity is mainly volume constrained, the need for optimal pallet build-up is crucial to keep your market share as an airline. With this technology, acceptance can take place, volumetric dimensions can be scanned, pallet optimization can be performed and warehouse employees can easily be instructed via real-time work instructions and handling manuals.





TEAM
Aviationchain

Charmaine K

savebattgo@gmail.com

Haiyue JIN

haiyue.jin@skema.edu

J CRYPTO GURU

eugenelim1971backup@gmail.com

Laurent EVAIN

laurent.evain@gmail.com

Lydia KWEK

kweklydia@gmail.com

THEME ADDED-VALUE SERVICES

The innovative solution

BLE mesh network and ULD tracker, proprietary to ECS Group.

The beneficiary

Air cargo operators, clients and airlines.

The aim

A BLE ULD tracking mesh network with a web interface for air cargo. Access to ECS warehouses to set up BLE scanners and test ULDs. It would make ECS an innovation leader in the air cargo industry and also bring benefits in terms of cost savings and standardization across the industry.





TEAM
CLIVE - The Selfie App

Niall VAN DE WOUW
nvdwouw@useclive.com

THEME **ADDED-VALUE SERVICES**

CATEGORIE **STARTUP**

The innovative solution

The Selfie App is a unique data service for cargo airlines, which will overtake IATA's flawed, outdated and expensive market data to become the trusted source on the current state of our industry.

The beneficiary

Cargo airlines operate in a very dynamic environment. They need to constantly tune their capacity and pricing tactics to market dynamics. Having more current market data is essential to make better commercial decisions. Airline vendors such as airports could pinpoint routes with high load factors to entice airlines to start operating in their airport, and aircraft manufacturers want to better understand how the cargo capacity on their planes is being used.

The aim

The aim of our solution is to give cargo airlines much faster access to detailed market analyses and to set new industry standards for measuring load factors - and to offer this at a fraction of the cost charged by IATA. Each week, the Selfie App will provide detailed analyses of capacity, load factors and tons sold. These analyses are based on the data provided by the participating airlines.





TEAM
LEG-2.com

Luc LARRIEU-SANS
luc@leg-2.com

THEME **ADDED-VALUE SERVICES**

CATEGORIE **STARTUP**

The innovative solution

Leg-2.com is offering the air cargo industry a new concept: Total Mail Management, a tailor-made solution allowing an airline or GSA to partially or totally outsource its mail activity.

The beneficiary

Airlines and GSAs but also airports, GHAs and industrial bodies will benefit from our services. We can help an organization with ad hoc short-term or long-term consulting services by implementing partial or global outsourcing of their sales and back office tasks related to the transportation of international mail.

The aim

For airlines or GSAs, our solution involves gathering data that they make little use of for their own benefit. The international mail standards involve direct exchange of data between postal systems and airlines' centralized data management system. Most of the time, this exchange does not involve direct local access for a station or a GSA user. However, this data is needed by the sales and operational teams to increase their revenue and to enhance their operational performance. Bringing this visibility will help them to better interact with their customers. With the approval of the data owner, we propose to collect this information and to implement IT tools for market studies, improving sales, capacity planning, quality monitoring and invoicing purposes.



TEAM
Cargonow

Ali HALAWI

ali.halawi@cargonow.io

Michael MATEJKO

michael.matejko@cargonow.io

Viktor HENDELMANN

viktor.hendelmann@cargonow.io

THEME **DIGITAL TECHNOLOGY**

CATEGORIE **STARTUP**

The innovative solution

We are building a platform for comparing, tracking and booking air freight capacities. Our vision is to become the world's leading platform that maps out the air freight industry ecosystem on the Internet.

The beneficiary

All GSAs, airlines and freight forwarders benefit from our solution. There is no player that does not benefit from our solution. Our solution is very innovative because we offer added value to every possible player in the air freight industry. GSAs, airlines and air cargo providers benefit from greater transparency and from progress towards digital transformation through our platform and as a result of the digitalization of very manual processes, which currently result in significant inefficiencies.

The aim

The goal is to push the digitalization of the air freight industry and to provide a leading digital ecosystem. The solution almost eliminates all manual processes involved in booking and searching for air freight capacity. In addition, the data generated by the digitalized processes will provide significant benefits to stakeholders, who will enjoy many long-term efficiency benefits.





TEAM
BCS Leaders

Douglas OLIVEIRA

douglas.oliveira@bcsair.com

Jorge SOUSA

jorgelopessousa@hotmail.com

Laís XAVIER

laaisx@hotmail.com

Lucas MARTINS

martins_lucas@outlook.com

Martin RETACO

martin.retaco@gmail.com

THEME **DIGITAL TECHNOLOGY / PEOPLE**

The innovative solution

An online tool to connect all employees of a company worldwide. All in the same place. All together.

The beneficiary

The focus is to introduce this tool across any company worldwide. Our idea can be used for different players in our industry: GSSAs, GHAs, airlines, airport administration, trucking companies and freight forwarders.

The aim

Our idea is to develop a tool with an easy-to-use interface that is quick to put in place. Focusing on engaging with and listening to employees. Bringing ideas and the workforce together, encouraging innovation, interaction and knowledge-sharing.





TEAM
Cargo Assistant

Jonatan JIMÉNEZ ACEITUNO
anjona7_bcn@hotmail.com

THEME **DIGITAL TECHNOLOGY / ADDED-VALUE SERVICES**

CATEGORIE **EMPLOYEES**

The innovative solution

Cargo Assistant is a tool that offers you information and assistance and performs a range of tasks. Cargo Assistant: “Ready to help, wherever you are”. Your first cargo assistant offers help across multiple devices, including your phone, tablet, Google Home, and more.

The beneficiary

Cargo Assistant will be created for forwarders and airlines/GSAs in order to offer our clients a unique and exclusive added-value service.

The aim

Our aim is to offer a unique and exclusive service to our “Forwarder” customers with a tool based on the latest technologies. We will create a “Cargo Assistant” tool that offers you information and assistance and performs a range of tasks.







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