



Wanted: Booking Tool Neutral Cargo Transfer Point



Briefing: Fraport Digital Factory Project Nr.61 “Booking Tool Neutral Cargo Transfer Point (NCTP)”

Problem/goal description and technology focus:

Frankfurt Airport is one of the most important airport hubs worldwide. With the largest cargo volume in Europe, the Frankfurt Cargo Hub is an important link in European and global trade flows. The neutral cargo transfer point (NCTP) enables cargo handling service providers without direct access to the apron to handle import and export cargo. The main users of the NCTP are cargo handlers without direct access to the apron, e.g. CHI-Aviation, Spedition Georgi.

The current registration process for picking up cargo is inconvenient and inefficient. Notifications are sent by email for each pallet or container, followed by registration via the Fair@Link website, the printing of a cargo label and its physical presentation for authentication at the NCTP is required. The objective of the project is to provide cargo handling service providers with more transparency and an overview of the units to be picked up.

What we are looking for: a technical solution to transparently display capacities at the NCTP, automate booking processes and document freight units for billing.

Schedule and milestones:

- If interested, please contact us at digitalfactory@fraport.de with information about your company and a short outline of your solution (max. 5 slides) by **January 9, 2025**
- Solution provider **presentations** (pitch) on **January 28 - January 30, 2025**
- Shortlisting of providers for submission of **offers by January 31, 2025**
- **Submission of offers by 10.02.25, 8 am CEST**
- Contracting and start of cooperation within 2-3 business days after quotes have been submitted
- End of project and **final presentation** by solution provider on **16.04.25**

Acceptance criteria:

Requirements / characteristics / functionalities of the MVP

- Integrated technical solution for users of the NCTP to:
 - be informed about incoming cargo units (import)
 - be informed about provided cargo units (export)
 - make slot agreements for delivery and pick-up
 - be able to prove authorization of a pick-up
- Dashboard visualization of import/export capacities on the airside handling area at the NCTP
- Replacement of the current slot “appointment system” and transfer to a digital and automated booking tool
- Holistic authorization concept for user authentication (freight companies, forwarders, suppliers of empty units, apron-side transport service providers, NCTP operator)

- Possibility of a perspective interface integration to source data and their data validation
- Avoiding manual registration, which are currently necessary due to the lack of a connection to the second handler license
- Minimization of media disruptions (currently submission of a physical freight transfer note, message via e-mail, registration via web application)
- Registration and integration of suppliers of empty cargo units and thus of units without direct flight reference (Unilode/Jettainer)
- Reduction of the preliminary process times for the collection of import units
- Achieving a high level of acceptance among internal and external user groups
- Consistent data basis for the cargo units transferred via the truck dock for monthly invoicing

Optional: Access control or interface to camera systems

List of KPIs the MVP will be validated against

- Functional Graphical User Interface (GUI)
 - Visualization of import and export lanes on the staging area with freight units
 - Option to arrange time slots for pick-up or delivery via drag-and-drop
 - Request and response functionality for slot agreement
 - Employee GUI for lock assignment
- Browser-based system, mobile-optimized version optional
- Role concept for access rights for internal and external users
- Transmission of PIN or QR codes to verify the authorized pick-up
- Simulation of an interface integration for generating and processing source data and validating it using test files
- Acceptance test is carried out with a service provider for one process cycle
 - usually one week; identification of an airline and the freight arrivals for this week
 - Provision of the GUI for the test; creation of a test procedure, parallel execution of the process steps according to the new procedure with observation and feedback from all parties

These KPIs must be achieved by **April 16, 2025** or verifiably achievable.

Affected process:

- Order for transportation from the track to the airlock is currently issued via TESS (Transport Use Control System). For the test, communication must be ensured or simulated

Involved Fraport business units:

- Digital Factory
- IT
- BVD-IE
- BVD-TL
- Videomanager Fraport AG
- RAC

Requirements concerning data:

Collection and processing of personal data

- First name, last name and organization of the system user (necessary for access authorization and assignment of freight and pick-up authorization)
- E-mail

Collection and processing of non-personal data

- Flight number, various time stamps, airline and ULD number

List of standards and norms the solution must comply with:

- GDPR
- IT Security Act

Evaluation criteria:

Should you be invited to pitch, you will be evaluated according to the following criteria:

1. Customer reference: Customer references in the aviation industry (airports, airlines) or in similar industries, not older than 3 years (*simple scoring*)
2. Effectiveness: Can this technology solve the problem? (*triple scoring*)
3. Maturity of the solution: Existing product or new development? (*triple scoring*)
4. Efficiency: How well can the technology solve the problem (KPI achievement, MVP scope)? (*triple scoring*)
5. User Interface: User-friendly, clear interface – the following criteria will be assessed: graphics, design, clarity and intuitive user interface, practicability (*triple scoring*)
6. Data collection and storage: Where is the data stored (e.g. on-premise/cloud)? (*simple scoring*)
7. Data sharing: Possibility of data sharing (data flows into data lake or similar, APIs etc.?) (*simple scoring*)
8. Access: Is there a user concept, can different users be assigned different access rights etc. (*simple scoring*)
9. Primary scope of rollout: Use of additional areas, scalability (FRA) (*simple scoring*)
10. Other possible applications, e.g. in other airport areas or for different use cases (*simple scoring*)
11. Use in the Fraport Group: Use for subsidiaries (*simple scoring*)
12. GDPR compliance / compliant with German law (*simple scoring*)
13. Visualization: Were a demo/photos/videos shown? (*simple scoring*)
14. Presentation style: Convincing presentation and reaction to questions (*simple scoring*)
15. Price indication: Was a first indication provided, info about pricing model? (*simple scoring*)
16. Speed of implementation: Describe timeline, prove feasibility (*simple scoring*)

Please keep the evaluation criteria in mind for your presentation and be responsive to the demanded content. Should you not be able to address all points in your pitch due

to time restrictions, please make sure to include all information in the presentation you send us afterwards.

Based on the aforementioned criteria, Fraport will select suitable providers for a shortlist and ask for a cost proposal.

Should you not be able to offer us the whole solution and wish to work with a partner, please provide information about the partner and your previous experience. Please keep in mind that Fraport will commission one contractor only. Your partner needs to be commissioned as a subcontractor on behalf and for account of you as the contractor. Should you be shortlisted and asked to submit a cost proposal, Fraport will only accept a comprehensive offer.

Further hints and instructions

You will have 30 minutes to pitch your solution idea to us. Please plan for 15-20 minutes of presentation at maximum, so that we have time for questions. You may present in German or English language and we would appreciate to receive your presentation slides afterwards (please send us a version that we are allowed to distribute internally for information purposes).