Application: 4803

Hangar A's eCMS 2.0: Redefining Express Delivery Across North America

Page: General Information

Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.

Name of Organization/Company

Hangar A, LLC

Additional Contacts

I do not wish to list additional contacts

Page: Entry Information

Entry Title

Hangar A's eCMS 2.0: Redefining Express Delivery Across North America

Category

T06. New Service of the Year - Transportation Technology

New Service Submission Format

Written Answers

a. Briefly describe the organization that developed the nominated new service: its history and past performance (up to 200 words). Required

Founded in 2018 and led by SaaS industry veteran Kevin Kerns, who oversaw a $1B IPO in his career, Hangar A has established itself as a disruptive technology company in the logistics and transportation sector, akin to Amazon in its operational philosophy. This nomination highlights a technology-enabled service developed by Hangar A, underscored by a harmonious blend of innovative technology, robust processes, and dedicated people. The cornerstone of Hangar A's success is its Express Cargo Management System (eCMS), a sophisticated platform that orchestrates seamless dock-to-door express delivery across a nationwide network of commercial air and ground carriers.

Parallel to Amazon's use of advanced technology systems for order processing and logistics, Hangar A's eCMS enables e-commerce firms and manufacturers to price, e-book, and track affordable next-day and two-day shipments through a single interface. The company's success is driven by its people—expert software developers, IT integration professionals, strategic logistics consultants, and customer care team members—who together ensure operational excellence. Like Amazon, the process component involves a complex network of airlines and ground delivery services to deliver exceptional service and reliability. This integrated system allows Hangar A to offer customers a sophisticated and affordable express delivery strategy, making it a logistics technology leader.

b. Specify the date on which this nominated service was introduced to the marketplace. Outline the nominated service's features, functions, benefits and novelty (up to 250 words). Required

Hangar A introduced its enhanced version 2.0 of the Express Cargo Management System (eCMS) to customers on February 12, 2024. This advanced platform revolutionizes traditional logistics frameworks by integrating over 10,000 daily commercial flights and an extensive network of first and final-mile ground carriers (independent panel and lift-gate trucking companies) into a single, comprehensive dock-to-door express air shipping service, akin to how Expedia aggregates global travel options from independent businesses.

Hangar A's eCMS 2.0 allows shippers to seamlessly select from a multitude of options across different logistics stages: choosing among numerous first-mile ground carriers, thousands of flights from Hangar A partners including United, Southwest, and Air Canada that offer affordable cargo space on their flights, and a wide range of last-mile carriers to complete deliveries—all from one unified interface. This capability simplifies the complex logistics landscape, making it as easy to manage as booking a trip on Expedia, where one can coordinate flights, hotels, and car rentals from a single user interface.

Additionally, the platform features a state-of-the-art Command Center Console that provides real-time parcel and container-level visibility, enabling users to track multi-segment air shipments from a single, modern web portal. Hangar A's eCMS version 2.0 also offers e-commerce shippers a fully customizable consumer tracking dashboard, significantly enhancing the customer experience by providing detailed, real-time insights into shipment status, thereby reducing customer service inquiries.

c. Explain why the nominated service is unique or significant. If possible compare the service to competitors' offerings and/or to the organization's other or past products (up to 250 words). Required

The eCMS version 2.0 from Hangar A represents a significant leap forward in logistics technology, setting it apart from competitors and previous versions of its own offerings. Unlike traditional logistics platforms that focus on specific segments of the shipping process, eCMS 2.0 provides an all-encompassing solution that manages the entire shipping lifecycle from dock to door. This integration is made possible through strategic partnerships with a vast array of commercial airlines and ground carriers, a feature unmatched by competitors who often manage fewer partnerships and flight options.

Furthermore, the introduction of the Command Center Console and the consumer tracking dashboard represents a novel approach to logistics management, offering unprecedented visibility and control over shipments. These features not only improve operational efficiency but also enhance the end-customers' experience by providing detailed insights and updates about their shipments.

The eCMS 2.0 also enables seamless zone-skipping and virtualized distribution strategies that significantly reduce transit times and shipping costs, further enhancing the platform's efficiency and appeal. This method minimizes unnecessary stops and handling, streamlining the shipping process and reducing the potential for delays, damage, and theft.

In short, Hangar A's eCMS version 2.0 enables manufacturers and e-commerce firms to cost-effectively expand their market reach across North America and satisfy their customers' demand for next-day and two-day delivery, thereby growing their top-line revenue. This comprehensive approach not only differentiates Hangar A from its competitors but also redefines industry standards to level the playing field for firms aiming to compete with Amazon and global brands.

d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional

Webpage Link

https://www.hangara.com/ (https://www.hangara.com/)

Would you like to add an additional webpage link?

Yes

Webpage Link 2

https://www.hangara.com/express-delivery/ (https://www.hangara.com/express-delivery/)

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Webpage Link 3

https://www.hangara.com/express-delivery/ (https://www.hangara.com/express-delivery/)

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Web Page Link 4

https://www.hangara.com/express-specialists/ (https://www.hangara.com/express-specialists/)

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Web Page Link 5

https://www.hangara.com/leadership-team/ (https://www.hangara.com/leadership-team/)

Would you like to add an additional webpage link?

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Web Page Link 6

www.hangara.com/what-is-zone-skipping/ (http://www.hangara.com/what-is-zone-skipping/)

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Web Page Link 7

https://www.hangara.com/who-we-serve/ (https://www.hangara.com/who-we-serve/)

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Web Page Link 8

https://www.hangara.com/explore-ecms-screens/ (https://www.hangara.com/explore-ecms-screens/)

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Supporting Document

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