



ImEx Cargo LLC | Technology-Enabled Logistics & Platforms

CAPABILITY STATEMENT



Michelle DeFronzo
CEO & President

COMPANY OVERVIEW

ImEx Cargo LLC is a Massachusetts-based, woman-owned logistics and transportation company with over 30 years of supply chain and freight operations experience, delivering domestic and international transportation, government logistics support, and technology-enabled freight solutions.

ImEx Cargo supports public-sector, infrastructure, and enterprise clients with compliant, secure, and audit-ready logistics operations, combining deep operational expertise with modern digital platforms.

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CORE CAPABILITIES

- End-to-end cargo transportation and logistics management
- Domestic and international air, ground, and multimodal freight services
- Government and public-sector logistics coordination and support
- Digital freight quoting, booking, tracking, and reporting
- Compliance-driven logistics operations and documentation
- Supplier diversity enablement and partner coordination

TECHNOLOGY-ENABLED OPERATIONS

Plug-In Freight Ops™ is ImEx Cargo's proprietary digital freight operations platform designed to modernize logistics workflows without replacing existing government, carrier, or partner systems.

Platform capabilities include:

- Digital freight quoting, booking, and shipment tracking
- Role-based customer, partner, and agency portals
- Centralized documentation and audit-ready reporting
- Interoperable architecture designed to integrate with legacy systems
- Visibility and intelligence for logistics, infrastructure, and government programs

PAST PERFORMANCE HIGHLIGHTS

- Sole WOSB pre-construction logistics contract supporting delivery of 3,000+ gaming units for a major MA casino project
- Over 5,000 metric tons of freight shipped to 300+ global destinations
- Managed \$10M+ in airline partner logistics, sales, and operations
- Clients include Encore Boston, MBTA suppliers, Kelly BevWay, and multinational manufacturers
- Represented 5 of the World's Top 20 All Cargo Airlines

DIFFERENTIATORS

- 30+ years of logistics and supply chain execution experience
- Technology-enabled logistics provider with proprietary platforms
- EcoVadis Silver sustainability rating (Top 15% globally)
- Certified diverse supplier supporting MA OSD and supplier diversity goals
- Interoperable systems approach — no rip-and-replace risk
- Proven partner ecosystem across transportation and infrastructure
- TSA Approved Air Cargo Security Program/ STA Security Threat
- Assessment
- Value added through extensive network of global industry experts/ professionals to support best value decision making

SUSTAINABILITY & GOVERNANCE

EcoVadis Silver Sustainability Rating (70/100)

89th percentile globally (Top 15%) — February 2025

Validated performance across Environmental, Labor & Human Rights, Ethics, and Sustainable Procurement categories.

UNSPSC: 81141601, 78101900, 7814000, 78101500, 78101904, 78101502, 78101604, 78102000, 78131600, 24110000, 78131800, 24102100, 78101901, 78101903

COMPANY SNAPSHOT

Company: ImEx Cargo LLC

Address: 1R Newbury St. Peabody, MA 01960

Contact: Michelle DeFronzo - President Office

Website: Www.ImExCargo.com

Tel: (617) 718-4639 **Mobile:** (617) 515-1215

Email: contracts@imexcargo.com

Federal / State/ City Certifications:

WOSB, EDWOSB, WBE, DBE, WBENC, SLBE, SBE ACDBE

Domestic Freight Broker: MC9255-B DOT#2969425

IAC Indirect Air Carrier: TSA/ STA# NE2208005

TSA Approved Air Cargo Security Program / STA

Major Partners: Cathay Pacific, AirbridJe Cargo, Amerijet ,International, Polar Air Cargo, Alaska Airlines, SATA Azores, APG, Air Jamaica, DAS Air Cargo, Gulf Airways, Econocaribe, Czech Airlines, Air Transat, Air Menzies

Major Clients: Large & Multinational Freight Forwarders, Kelly BevWay, Schaultbau (MBTA), Encore Boston.



DBE PARTNER PORTAL & SUPPLIER DIVERSITY

ImEx Cargo operates a DBE Partner Portal supporting supplier diversity, transparency, and compliance for public-sector and infrastructure initiatives.

Capabilities include:

- DBE, WBE, and diverse supplier onboarding and qualification
- Prime-subcontractor matchmaking and collaboration
- Participation tracking and compliance visibility
- Centralized partner communications and opportunity access

NAICS CODES

481112 Scheduled Freight Air Transportation
 481211 Non Scheduled Chartered Passenger Air Transportation
 481212 Scheduled Chartered Freight Air Transportation
 481219 Other Nonscheduled Air Transportation
 484110 General Freight Trucking, Local
 484121 General Freight Trucking, Long Distance, Truckload
 484122 General Freight Trucking, Long Distance, Less than Truckload
 493110 General Warehousing & Storage
 492110 Couriers & Express Delivery Services
 488510 Freight Transportation Arrangement
 488999 All Other Support Activities for Transportation
 541614 Process, Physical Distribution & Logistics Consulting Services
 811118 Systems integration services
 811121 Application service provider (ASP) / SaaS services
 432323 Data management software
 432324 Development software
 781018 Transportation services (freight)
 781015 Logistics management services
 781022 Transportation consulting services
 781217 Tracking and tracing services
 801015 Business and public sector consulting
 801016 Project management services
 801017 Business process outsourcing
 811015 Engineering and Technical services