

## **AIRConnect for Agents and Consolidators**

**The Travel Agent version of AIRConnect provides significant benefits:**

### **Airline Contract Management**

- Actual revenue by airline contract applying all contract rules and exceptions and excluding sectors that have been refunded and exchanged
- Automatic forecasting to end of contract
- Ability to import airline “actual flown revenue” at Contract Month level
- Pivot Reports by Contract allow drill-down to show each ticket
- Reporting / distribution of Incentive payments prorated to Originating Agent

### **Plated Revenue**

Sales, Document numbers, mileage and yield (over 80 items)

- Sales by IATA BSP Billing period
- Sales by Year and month of issue
- Sales by Year and month of initial departure
- Sales forecast availed by month (Refunds offset using original ticket itinerary to keep net availed forecast accurate)
- Sales by destination Region / sub-region / Country / State
- Sales by Gateways both Outbound and Inbound
- Sales by Airline Tour code
- Sales by Fare Basis code
- Sales by Statistical Route (Domestic / Tasman / International etc)

### **Sector Revenue**

Prorated Sales, passengers, mileage and yield

- Projected availed revenue by month by carrier by Statistical Route
- Actual and forecast revenue by airline contract applying all contract rules
- Projected availed revenue by month by carrier by Sector
- Include / Exclude plated carrier flown sectors
- Include / exclude Net Remit tickets

### **Market Share Reporting**

- For a selected airline
- Sales values by Region by month compared to All Airlines
- Flown Revenue by Region by month compared to All Airlines
- Passenger numbers or Passenger “legs” (Outbound / Inbound) by sales month or flown month (prorated) compared to All Airlines

### **Ad-hoc Inquiry and reporting**

- Unlimited search criteria to view or report sales by Sector, Class, Fare Basis, Destination, Route, Carrier, Plated carrier, Agent, Passenger, Credit Card etc. Over 800 fields available. Search or Filter by any field

High level summary includes statistics by Group, Agent or detail down to individual ticket level to support negotiations with airlines.



AIRConnect processes the HOT files available from the BSP and produces Reports and statistical data for ad-hoc reporting and graphs.  
The HOT Load process is reasonably quick so the automatic reports and statistical data is available to users on the same day.

AIRConnect reports can be printed, saved as PDF or exported to Excel. This allows regular reports to be created and saved at the beginning of each week. Reports exported to Excel can then be combined with other Excel data or other AIRConnect Excel worksheets to provide easy comparison of Sales and Aailed data on the same page etc.

### **Auditing Options**

AIRConnect also provides the additional option to audit each ticket for Taxes and Fuel Surcharges so that the Agency can immediately identify

- Tickets that will cause the airline to issue an ADM
- Tickets that have over-collected Tax or Fuel Surcharge and can consequently initiate a request for ACM

AIRConnect also provides the additional option to audit all Net Remit tickets against the deals distributed by the airlines so that the Agency can immediately identify

- Which tickets were rejected incorrectly by the BSP because the airline had been late in sending the Net Deal update
- Which tickets should have passed, given slight flexibility in validation
- Which tickets would have passed if given a slightly different Tour code

AIRConnect also provides the additional option to audit all non-Net Remit tickets against airline commission rules

### **Operational Benefits**

Almost immediate availability of forecast Aailed Sales reduces normal reporting time from up to 12 months to 1 day and allows the Agency to

- Respond tactically to redirect business where required
- Focus on high yield business
- Initiate negotiations before the airline has access to their own data

Additional revenue

- Non-refundable tickets that are not used are shown as a future aailed sale and will increase revenue figures
- Identification of required ACMs for over-paid Taxes and Fuel Surcharges
- Identification of required ACMs for under-collected commission
- Recognition of Tax, Fuel and Commission errors that will cause airline ADMs in time to re-issue or collect additional fees from the passenger.

Improved Management

- Full detail, down to ticket level to substantiate Agency claims.
- Reporting of Ticketing errors by Reporting system allows quick response for corrections so that future errors and losses are minimised
- Sales performance by Deal and on Short term ad-hoc fares etc provides better measurement of immediate response and allows marketing adjustments mid campaign



- AIRConnect runs within your own premises, on your own network. All HOT files and data remain under your control and security.
  - AIRConnect reports can be printed, saved as PDF or exported to Excel
- Improved negotiation with airlines
- Much better access to forecast availed sales provides the Agency with better information than the airline
  - Audits are processed by the same system that is used by airlines in 19 countries.
  - Ability to drill down to ticket and sector level
  - Accurate identification of total Fuel Surcharges collected by Carrier
  - Exchange tickets automatically adjust total revenue according to new flown itinerary, matching airline availed revenue distribution

### Marketing

- Easy identification of which markets are growing identifies potential markets
- Identification of which regions the passengers are travelling from recognises the regional/provincial differences in travel trends and allows marketing to direct advertising more appropriately
- Easily identify Corporate clients through repeated volume Credit Card use
- Early warning of sales performance helps ensure sales occur within contract period for tactical initiatives

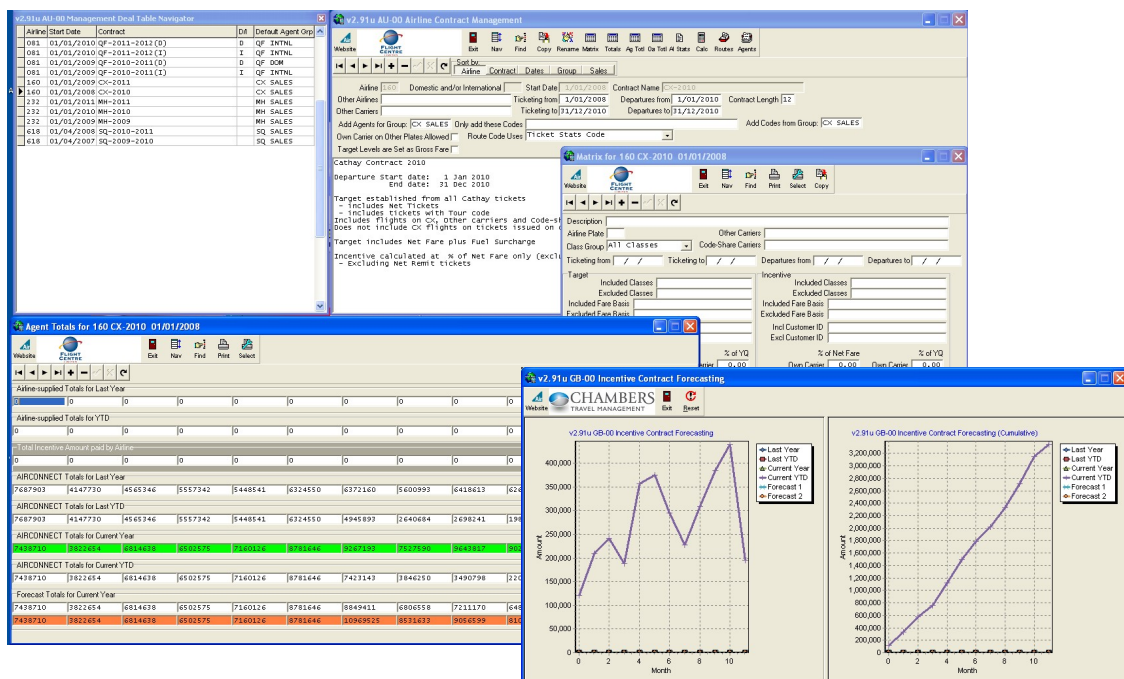
### Accounting

- Automatic proration of Airline incentive payments down to Originating Agent

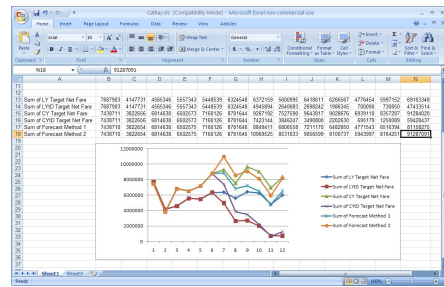
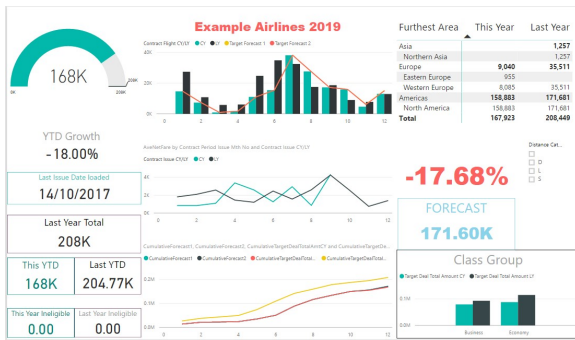
BSPConnect Limited has been in the business of providing BSP Ticket Audit and Statistical analysis since 1984 and provides services to over 80 airline and Travel Agent offices in 70 countries.

### Examples: (Note: all data shown is fictitious)

Report total availed revenue by month by plated carrier. This analyses by plated carrier and shows the prorated availed revenue according to the month of travel of each sector, including other carriers in the total.



Link to Dashboards or report across multiple contracts



## Summary reports

### Example

#### Plated Sales Statistics of Total Net Fare

Currency: NZD2  
Availed for All Carriers  
Printed from Displayed Agents

2005 Annual Total for International & Domestic Sales  
Sorted by Total Sales

Agent Name	IATA No.	Periods 200410101 to 200500102										2006	OTHER	Total		
		200410	200411	200412	200501	200502	200503	200504	200505	200506	200507				200508	200509
JOY TOURS & TRAVEL PTY LTD, 2	223493C	494,116	1,440,996	1,717,813	1,780,464	1,549,350	1,486,495	532,838	103,548	55,469	35,402	18,326	20,500	20,544	-250,371	9,003,492
AMERICAN EXPRESS LTD, 2	223099C	431,957	1,584,010	1,915,998	1,828,350	1,461,454	1,476,309	241,929	41,439	34,534	16,048	1,621	6,867	3,551	-117,987	6,931,821
71111 PTY LTD, 2	223647C	156,147	394,054	460,551	484,135	444,827	407,566	37,687	17,677	589	0	2,433	0	2,433	-21,166	2,386,936
TRAVEL CENTRE LIMITED, 2	223602C	116,012	387,038	421,779	476,759	374,711	345,983	54,497	19,210	2,630	258	258	258	0	-34,766	2,166,655
TRAVELSCENE TICKETS PTY LIMIT	223411C	140,684	281,438	298,916	286,654	209,316	217,792	42,136	17,728	6,732	676	524	6,339	2,018	-14,797	1,568,075
HARVEY WORLD TRAVEL TICKETS	223643C	20,311	93,081	106,875	110,962	78,697	96,675	22,244	1,364	44	0	0	0	0	-19,879	512,375
DIRECT FLIGHTS INTERNATIONAL	223419C	23,848	93,861	91,072	94,623	80,342	73,421	9,637	1,140	2,160	0	0	0	0	-8,549	460,555
NATIONAL TICKET CENTRE PTY, 2	223384C	0	6,018	94,210	105,746	80,762	92,068	35,553	5,777	1,316	1,479	871	0	0	-1,173	422,628
AMERICAN EXPRESS HUIJIN HK	223812C	32,964	87,871	75,456	64,175	56,512	47,668	4,344	4,560	0	18,875	0	1,578	0	11,744	403,749
TRAVEL GEAR TRAVEL GEAR PTY LTD	223535C	0	0	0	9,433	74,106	9,962	471	0	7,278	59	0	0	0	222	100,366
UTAG TICKET CENTRE PTY LTD, L	223493C	1,811	11,009	1,789	814	2,830	55,726	1,750	5,609	2,418	0	0	0	0	14,636	100,453
FLIGHT CENTRE LIMITED, OFCONS	223493C	3,619	0	24,037	97	38,097	0	0	0	0	0	0	0	0	-400	66,120
EXPRESS TICKETS BRISBANE, S	223476C	0	0	0	0	0	0	0	0	0	0	0	0	0	803	-603
<b>Total</b>		<b>1,423,469</b>	<b>4,383,396</b>	<b>5,208,499</b>	<b>5,255,144</b>	<b>4,451,003</b>	<b>4,309,234</b>	<b>988,786</b>	<b>218,053</b>	<b>113,473</b>	<b>70,796</b>	<b>22,034</b>	<b>35,542</b>	<b>28,547</b>	<b>-444,931</b>	<b>26,063,045</b>

Report availed revenue by Statistical Route group. These groups can be established according to each agent/consolidators requirement prior to loading the HOT files.

### Example

#### Plated Sales Statistics of Total Net Fare

Currency: NZD2  
Availed for All Carriers  
Printed from Displayed Agents

Prorated Stats Codes for International & Domestic Sales  
Sorted by Total Sales

Availed Month	Periods 20050101 to 20050603										2006	OTHER	Total		
	200501	200502	200503	200504	200505	200506	200507	200508	200509	200510				200511	200512
ALL DOMESTIC	861,539	2,784,555	3,400,999	3,237,005	2,768,462	2,891,279	426,457	62,140	18,783	4,182	3,524	2,339	2,603	0	16,463,868
TASMAN	413,916	1,079,561	1,202,151	1,563,931	1,237,014	1,029,162	498,168	126,766	80,866	57,341	11,366	33,203	25,944	5,840	7,326,246
NZ DOMESTIC	134,265	471,776	545,630	395,703	377,903	338,077	79,549	23,424	11,970	9,274	6,973	0	0	0	2,362,662
NO ITINERARY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	255,251
INTERNATIONAL	7,838	29,127	36,628	39,790	48,016	27,581	15,821	2,884	1,663	0	0	0	0	0	288,738
ADMS	5,891	18,358	23,052	18,714	19,609	35,124	7,792	3,459	191	0	171	0	0	0	132,400
ACMS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	44,585
REFUNDS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-40,503
<b>Total</b>	<b>1,423,469</b>	<b>4,383,396</b>	<b>5,208,499</b>	<b>5,255,144</b>	<b>4,451,003</b>	<b>4,309,234</b>	<b>988,786</b>	<b>218,053</b>	<b>113,473</b>	<b>70,796</b>	<b>22,034</b>	<b>35,542</b>	<b>28,547</b>	<b>-444,931</b>	<b>26,063,045</b>

This can also be analysed by Agent IATA number:

### Example

#### Plated Sales Statistics of Total Net Fare

Currency: NZD2  
Availed for All Carriers  
Printed from Displayed Agents

Prorated Stats Codes for International & Domestic Sales  
Sorted by Total Sales

Agent Name	IATA No.	ALL DOMESTIC				NZ DOMESTIC				TASMAN				INTERNET				NO ITINERARY				ADMS				ACMS				REFUNDS				OTHER	Total
		200501	200502	200503	200504	200505	200506	200507	200508	200509	200510	200511	200512	200601	200602	200603	200604	200605	200606	200607	200608	200609	200610	200611	200612	200701	200702	200703	200704	200705	200706				
..	0235855	4,985,606	1,113,874	84,550	2,977,700	29,619	8,701	-15,090	-279,440	97,973	9,003,492																								
FLIGHT CENTRE LIMITED, CNR MO	0234738	6,807,092	641,478	31,826	1,537,567	108,902	18,569	-1,741	-243,716	31,844	8,931,821																								
VENTURE HOLIDAYS (SA), AVIATI	0232896	1,336,850	27,464	1,619	1,032,150	29,947	2,882	-13,843	-40,152	10,019	2,386,936																								
CONSOLIDATED TRAVEL PTY LTD,	0234722	1,713,181	314,251	2,364	168,777	16,390	289	0	-51,445	2,848	2,166,655																								
TRAVELSCENE TICKETS PTY LIMIT	0234800	658,473	79,206	7,132	746,085	19,013	7,377	-2,378	-38,809	31,975	1,508,075																								
FLIGHT CENTRE LIMITED, LEVEL	0234362	197,406	60,729	1,280	248,852	2,315	4,340	-4,214	-22,321	23,988	512,375																								
YIMPAS CO PTY LTD, SHOP 641A,	0236804	345,710	11,117	1,405	110,366	0	326	0	-9,875	1,606	460,555																								
TRAVELSCENE TICKETS PTY LIMIT	0236804	277,311	74,056	1,772	67,994	4,681	513	-1,057	-5,310	2,668	422,628																								
FLIGHT CENTRE LIMITED, LEVEL	0234362	70,525	20,624	121	9,461	0	0	0	-222	480	100,988																								
YIMPAS CO PTY LTD, SHOP 641A,	0236804	55,109	16,673	333	13,417	28,338	298	0	-14,000	285	100,453																								
TRAVELSCENE TICKETS PTY LIMIT	0234882	8,175	22,070	0	36,474	0	0	-600	0	0	66,120																								
VENTURE HOLIDAYS (SA), AVIATI /	2430287	0	0	0	0	0	275	0	-1,078	0	-803																								
<b>Total</b>		<b>16,463,868</b>	<b>2,382,562</b>	<b>132,400</b>	<b>7,326,248</b>	<b>256,261</b>	<b>44,585</b>	<b>-40,503</b>	<b>-710,105</b>	<b>208,738</b>	<b>26,063,045</b>																								

