



# SKYfly Revenue



Passenger Revenue Accounting

powered by  
**DYNAMIC** ■  
Components



## Are you ready and well prepared for all actual and upcoming challenges of Revenue Accounting such as timely revenue analysis and IATA Simplified Interline Settlement?

Yes? So you are able to...

- process interline billing compliant to IATA SIS?
- provide your marketing department and management with relevant figures in time?
- establish your revenue and liability on demand?

If not, You should take a second to meet our product SKYfly Revenue.

## A quantum jump in Revenue Accounting

Process interline billing compliant to IATA SIS

- fully paperless
- no need for reconciliation
- faster revenue recognition

## Discover its highlights here

- Workflow Management ensures swift, efficient and correct processing
- Integrated sales based proration engine including Prorate scenarios (what-if)
- Multi-lingual user interface
- Change Log functionality enables easy tracing of data entry or changes and provides essential information to internal or external auditors
- Dashboard - personalized home screen showing statistics, tasks, broadcast messages or other widgets
- SIS compliant at no extra costs
- PCI DSS compliant
- Automatic sales audit
- Creation of outward invoices according to IATA standard (IS-IDEDEC)
- Import of data in industry standard formats such as HOT, RET, AMA Lift, ETLR, FROP just to name some

## How SKYfly Revenue works

SKYfly Revenue is designed to optimize the productivity and profitability of your Revenue Accounting process.

Automation of standard transactions whenever possible relieves you from the high manual workload of these routine procedures and allows to focus on your actually important duties.

The built-in Workflow Management enables an efficient and time-saving processing and minimizes the risk of errors. SKYfly Revenue guides you through your day to day work and respects the different roles and responsibilities. As a supervisor you may easily monitor the status of the various tasks just upon a click.

In spite of the rapidly growing globalization of business, people are naturally still thinking in their native language. The multi-lingual user interface allows you to switch the application to your national language.

As a matter of fact this helps the user to work more efficiently and to adapt to the program quickly. Imagine how fast and smooth an imple-

mentation will be with a system that is so easy to handle for everybody!

All in all the high degree of automation and the guided workflow guarantee consistently high data quality and reduced labour costs.



## Master data

Master data as the carrying bones of a system is absolutely essential for any reliable data processing. SKYfly Revenue provides a comprehensive but nevertheless user-friendly data base for all types of master data. A few examples to give you an insight:

It caters for all types of public and private fares including their rules and conditions such as minimum/maximum stay, day of week application and specified routings. Instead of manual data input you may as well upload fares from an ATPCO FROP or SITA Airfare file.

A comprehensive tax data base maintains airport taxes as well as YQ/YR surcharges or other fees. Taxes can be entered manually or imported from an RATD/TTBS file.

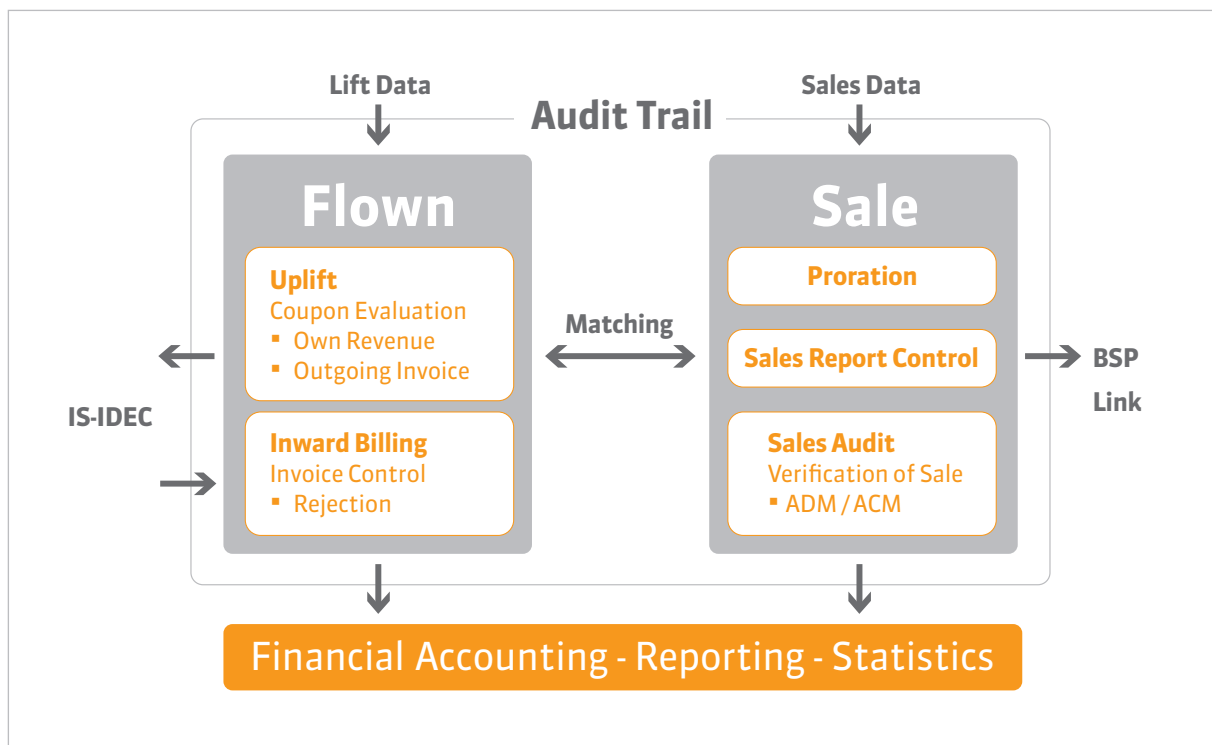
The system stores flight schedule, planned and actual, and supports SSIM file import.

## Highlights of SKYfly Revenue

- Prorate scenarios
- Multi-lingual user interface
- Change Log
- Workflow Management

All types of selling points are handled like BSP agents, ATOs/CTOs or GSAs. You have the option to group them according to various criteria for reporting purposes to obtain sold and flown revenue figures by source.

SKYfly Revenue facilitates various commission scenarios including overriding commission. You may define commission as a percentage or as a fixed amount, as sales or flown based or even depending upon other criteria such as fare type, routing or booking class.



## Sales data

SKYfly Revenue provides you with all necessary functionalities to process your sales data fast, easily and accurately. It interfaces sales and refund data from most industry standard files e.g. BSP HOT, ARC CAT or SITA RET as a scheduled automatic job. Numerous validations are done during the import and ensure correctness and completeness of data. Potential errors are reported to the user for correction or approval. If needed sales data can as well be entered or modified manually.

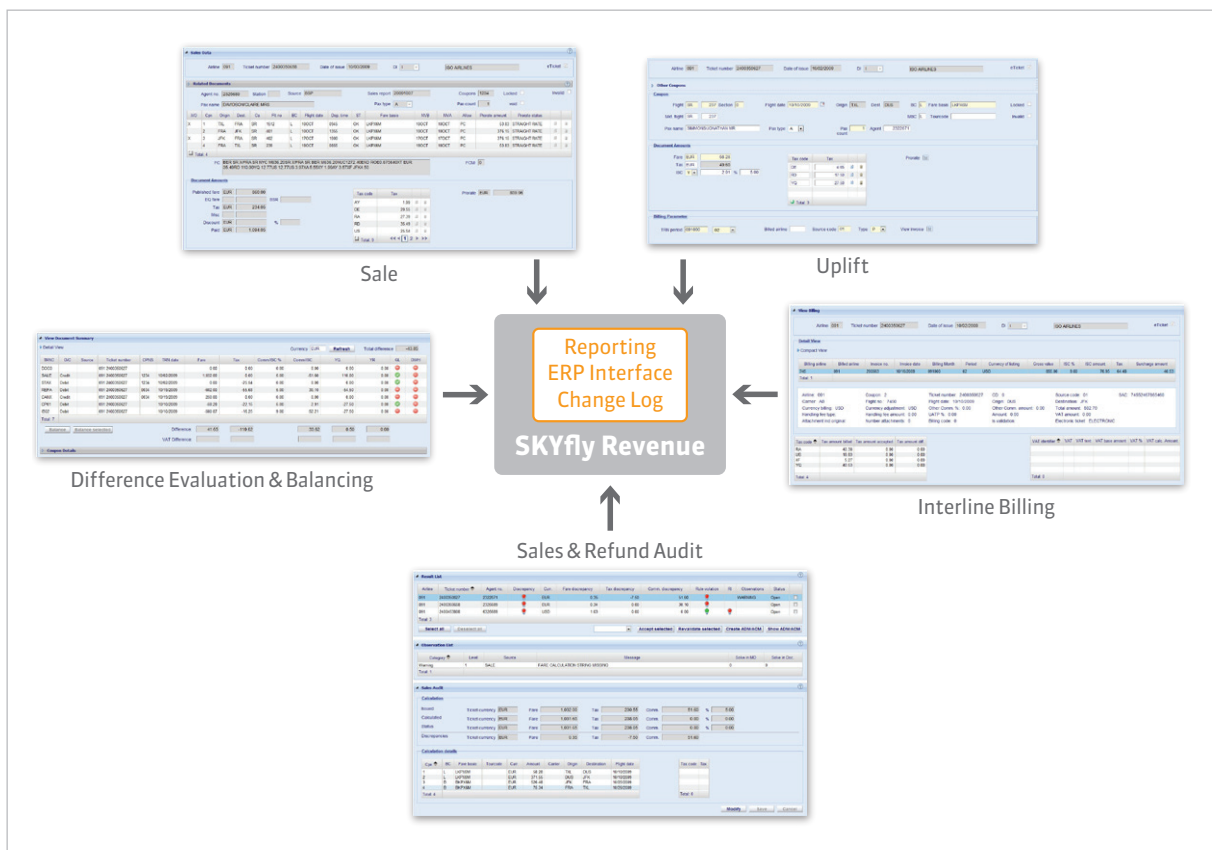
Sales information is stored including all details and presented on different levels - from a high level overview over basic ticket information down to a breakdown of form of payment types or single tax codes. Depending on the ticket type the application caters as well for specific additional information like the reason for issuance code (RFIC) in case of VMCO or EMD.

By grouping the sales amounts per point of sale the system supports an easy reconciliation with sales reports or BSP Billing Analysis.

## Your benefits of using SKYfly Revenue

- makes your daily work more efficient
- improves your productivity
- simplifies your Passenger Revenue Accounting
- supports your strategic corporate management
- decisions by real time reporting

Right upon data entry all sales are valued automatically by the integrated prorate engine and figures are immediately available for further processing such as revenue forecast reporting. SKYfly Revenue's prorate engine handles multilateral as well as bilateral prorate agreements. Even complex SPAs are covered e.g. minimum or maximum value, percentage surcharges, various journey details or SPAs depending upon PFM.





## Sales Audit

One of the system's highlights is the powerful Sales Audit module. Wrongly issued documents – be it intentionally or just by mistake – lead to enormous losses for an airline. The only way to recover these is a thorough audit of sales – and SKYfly Revenue enables you to cope with this task easily.

Once sales data is entered into the system the Sales Audit process is performed automatically based on fare, tax and commission stored in master data. Any under-collection in fare or tax is detected, likewise wrongly applied commission or violation of fare rules like advanced purchase condition. Upon reviewing the results of these checks you simply confirm the creation of an ADM. All relevant information like sold amounts and airlines computation is populated automatically. Interfaces to BSP Link and ARC Memo Manager facilitate mass upload and further processing of the memos. As a matter of fact this helps the user to work more efficiently and to adapt to the program quickly. Imagine how fast and smooth an implementation will be with a system that is so easy to handle for everybody!

All in all the high degree of automation and the guided workflow guarantee consistently high data quality and reduced labour costs.

## Flown data

One of the everyday challenges of Revenue Accounting is the immediate and accurate evaluation of the airlines flown revenue. SKYfly Revenue's uplift module is designed to meet these requirements.

Uplift coupons and other documents which represent receivables like OAL exchanges are imported from most standard file formats such as AMA Lift or SITA ETLR. Flown data is validated against sales and mismatches like unreported sales or inconsistent flight details are detected immediately.

The integrated prorate engine values the flown coupons based on sales data. In order to provide you with the most accurate revenue figures right in time SKYfly Revenue

assigns average values to eventual no-sales coupons. OAL IET coupons are prorated based on the sales information provided in the uplift file taking into consideration any multilateral or bilateral prorate agreement. Taxes and ISC are assigned to the coupons automatically as well.

Further the application supports import of ETL messages generated by the DCS to identify missing coupons. Of course the system caters as well for ancillary revenue such as excess baggage.

Overall the highly automated flown coupon processing of SKYfly Revenue allows obtaining your flown revenue precisely and just in time – as a total or as well on a flight or routing level.

## Interline Billing

Being ready for all actual and upcoming challenges of interline billing such as Simplified Interline Settlement interline invoices are handled according to IATA standards.

Outgoing invoices are created semi-automatically, guiding you step by step and at the same time assuring the highest possible level of accuracy and completeness. Any inward billings are automatically checked for potential errors or over-billings

## SKY family

### SKYport

- SKYport – SKYport AODB
- SKYport Billing
- SKYport Billing on SAP
- SKYport Collaborative Decision Making
- SKYport Cargo
- SKYport Business Intelligence & Statistics

### SKYcontrol

- SKYcontrol Tower Management
- SKYcontrol Air Traffic Control

### SKYfly

- SKYfly Revenue Accounting
- SKYfly M-Billing



upon entry of invoice data. Accordant rejections are prepared automatically and just need to be approved by the user.

As a next-generation Revenue Accounting system SKYfly Revenue is fully compliant to IATA SIS. It supports IS-IDEC and handles supporting documents. Further all verifications and control processes done in IS are incorporated to the invoicing procedure in SKYfly Revenue to minimize the risk of errors.

SKYfly Revenue enables you to take the step forward to the future of interline billing at any time and at no extra costs. By the way – no matter if you are thinking about going for First and Final or Sampling, SKYfly Revenue is open for both!

## Reporting

What would the most sophisticated Revenue Accounting process be without adequate means of reporting the results? SKYfly Revenue enables you to gain reliable, precise and comprehensive information just in time.

Document Summary screen provides an overview over the whole life cycle of a flight document and the related values. All detailed transactions are available in the so-called Ticket Box. The integrated dynamic reporting engine allows to design your own reports – for example to present all information relevant for management decisions. But the highlight is surely the Dashboard which allows to get statistics as a widget on your home screen.

Due to the fact that both, sales and flown figures are processed in real-time as soon as the data files are available you will get a clear picture of your revenue and liability at any point in time.

## Financial Interface

Nowadays no one can do without a detailed and accurate financial accounting or ERP system. SKYfly Revenue provides you with a financial accounting interface that generates postings for all types of transactions.

Beside accounting of sale and flown data it caters for reversals and adjustments and supports Forward Sales reports with drill-down to coupon level on demand.

The standard interface can be linked with all major ERPs like SAP or Oracle Financials and is flexible enough to accommodate airline specific account codes or to handle accounting in in-house currency as well as currency of sale.

## Auditing

Fulfilling the demands of internal or external auditors is one of the most delicate issues of today's business. SKYfly Revenue achieves this easily.

A Change Log functionality over all relevant modules enables easy tracing of data entry or changes and provides essential information to the auditor. The access rights of the users are defined according to their roles and responsibility on different levels e.g. read-only or full access.

All relevant functionalities are fully PCI DSS compliant. Credit card numbers are masked and only available to authorized staff. Further the complexity of passwords can be set according to your airlines preferences and security requirements.

## ISO Software System

- Experience since 1979
- Proven knowhow in aviation worldwide
- Covering the integral IT-lifecycle: consult, engineer, implement, run, optimize
- Certified according to DIN EN ISO 9001
- Strong partners: Oracle, Microsoft, SAP





## Supported Interfaces

Sales:	BSP HOT (serves as well AMA and TKP), ARC, CAT, SITA RET, TCN, Sabre ASR
Uplift:	AMA Lift, SITA ETLR, Sabre VCR/XL
Interline:	IS-IDEA
Master data:	FROP, SITA Airfare, SSIM, TTBS/RATD (XML)
Financial Accounting	



## Technical Data

Facts	<p>Web-based application</p> <p>State-of-the art 3 tier architecture</p> <p>Developed in Java (JEE)</p> <p>Oracle data base</p>
Requirements	<p>Standard operating system e.g. Windows, Unix, Linux, Solaris for data base and application server</p> <p>Oracle data base (10g or higher)</p> <p>Application server e.g. Jboss</p> <p>Standard web browser (IE 7.x or higher, Firefox 3.x or higher)</p> <p>No specific requirements for client PCs</p>
Benefits	<p>Easy access via Intranet or Internet</p> <p>No installation on client PCs</p> <p>No Citrix or Terminal Server</p> <p>Scale-able application server solution</p> <p>Unlimited number of users</p> <p>Easy to administrate</p> <p>High reliability and system stability</p>



## References

More than 30 reputable airports, airlines and handling agents worldwide rely on solutions by ISO Software Systeme & ISO Travel Solutions, among them

- Air Canada Vacations, Canada
- Etihad Holidays, U.A.E
- Emirates Holidays, U.A.E
- Kuala Lumpur International Airport, Malaysia
- New Bangkok International Airport, Thailand
- Zürich Airport, Switzerland
- Copenhagen Airport, Denmark
- London Gatwick Airport, UK
- SEA Aeroporti Di Milano, Italy
- Salzburg Airport, Austria
- Berlin International Airports, Germany
- Nuremberg Airport, Germany
- Stuttgart Airport ,Germany
- GlobeGround Berlin, Germany
- Jet Aviation International, U.S.A.



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