SolveXia

CASE STUDY

Travel – Agency Revenue Optimisation

Client:
Group of travel management companies with combined turnover of more than $1 billion. The group has commission arrangements with each major airline that pays bonuses based on year-on-year revenue growth.

Problem:
Difficult to process ticketing data and forecast airline revenues to reliably predict performance against annual commission targets.

Solution:
Automated solution that collects ticket data from IATA and from the booking system and then forecasts revenue against each airline commission target.
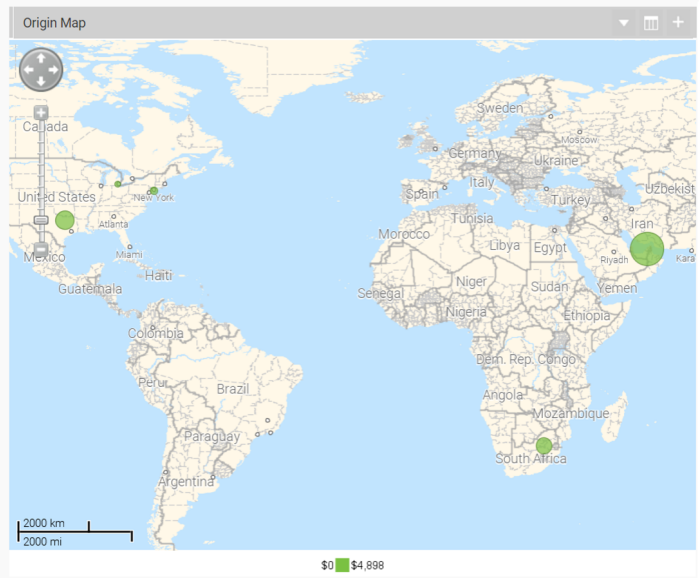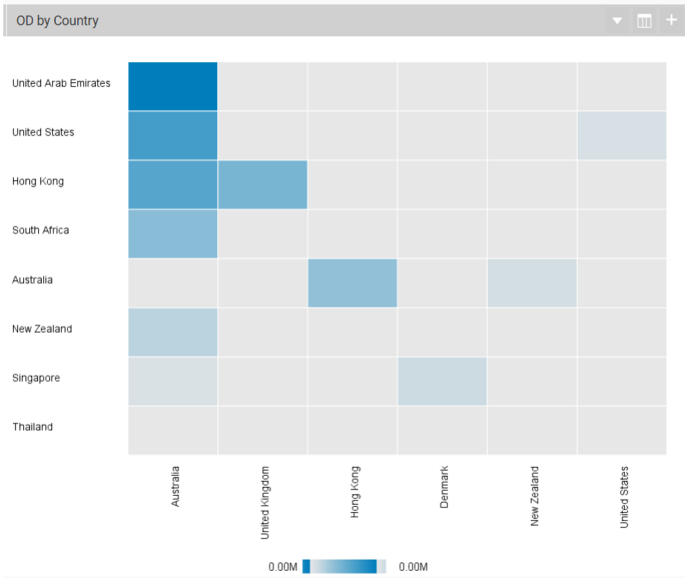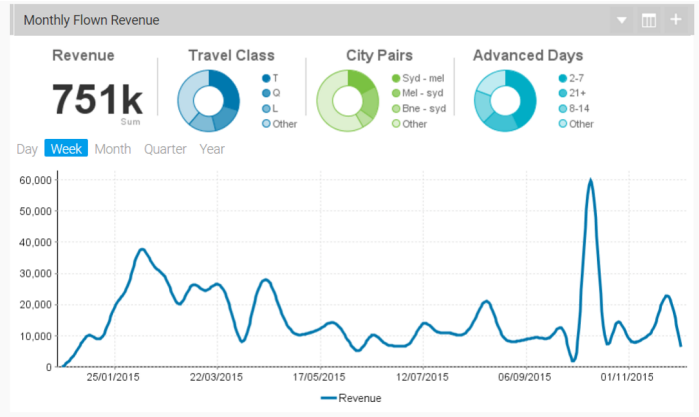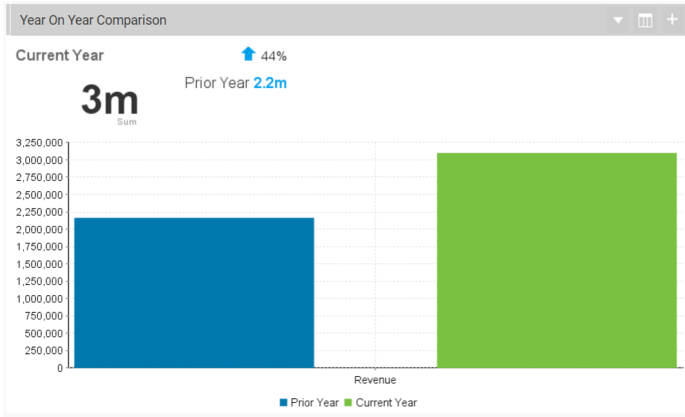

Before:
- Revenue performance reported by airlines is delayed by up to three months.
- Large volumes of complex and antiquated ticketing data from IATA. Difficult to interpret and analyse.
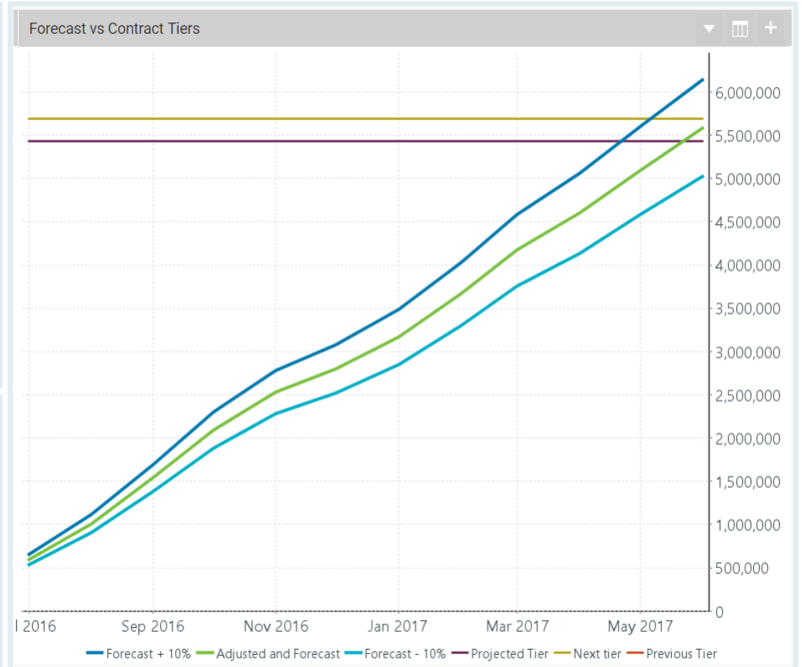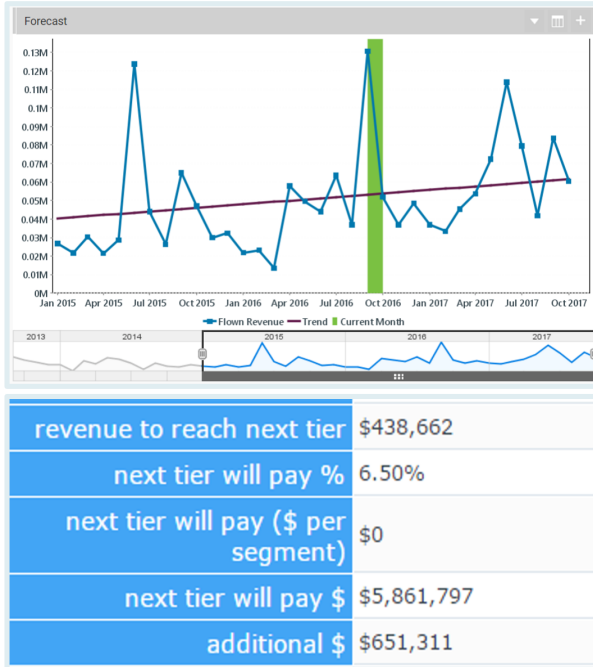- Limited visibility for senior management on predicted commission earnings.

After:
- Revenue performance available for analysis within one week of ticketing.
- Millions of tickets processed in under 30 minutes and turned into detailed forecasts.
- Up to date reporting and analytics for management including what-if analysis to optimise commissions by shifting revenue between carriers.

REVENUE ANALYTICS

Year On Year Comparison

Current Year   ⬆ 44%

3m   Prior Year **2.2m**
Sum

- Prior Year ■ Current Year

Monthly Flown Revenue

Revenue   Travel Class   City Pairs   Advanced Days

751k
Sum

- T   ● Syd - mel   ● 2-7
- Q   ● Mel - syd   ● 21+
- L   ● Bne - syd   ● 8-14
○ Other   ○ Other   ○ Other

Day Week Month Quarter Year

—Revenue

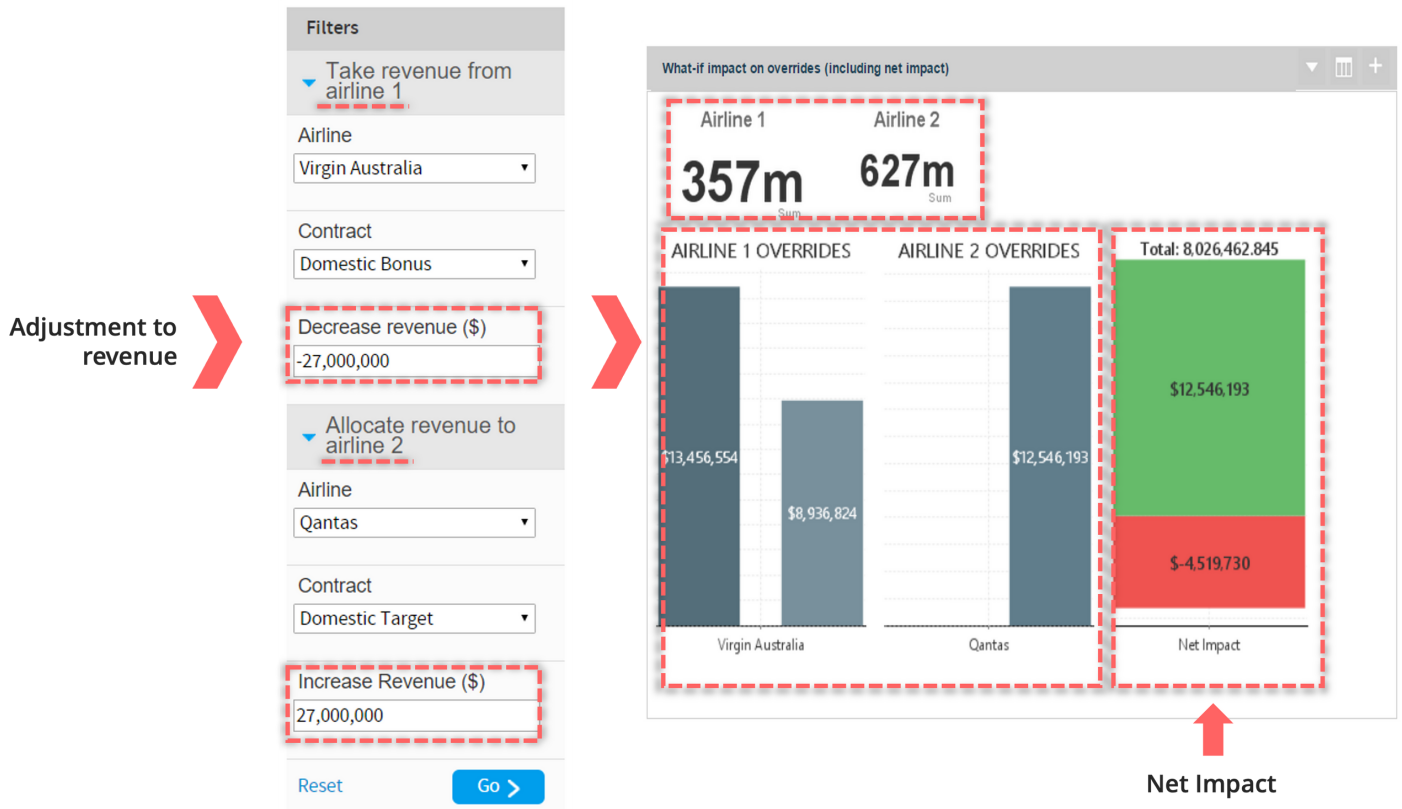### OD by Country

0.00M   0.00M

Origin Map

$0 ■ $4,898

FORECASTING OF REVENUE

WHAT-IF ANALYSIS

KEY METRICS

INITIAL AUTOMATION DEPLOYED IN UNDER 3 MONTHS.

SUCCESSFUL PROCESSING OF OVER 20 MILLION RECORDS.

50+ STEPS IN THE AUTOMATED PROCESS.

FORECASTING OF REVENUE FOR OVER 30 AIRLINES.

WEEKLY COLLECTION, VALIDATION AND PROCESSING OF TICKET RECORDS.

GENERATION OF EXCEL REPORTS AND ONLINE DASHBOARDS.

PROCESSING COMPLETES IN UNDER 30 MINUTES.

ABOUT SOLVEXIA

SolveXia is an automation, data management and analytics platform used by banks, general and life insurers and other companies. The tool is particularly well suited to complex and specialised processes that are repetitive and would otherwise rely on spreadsheets, Access databases or macros. Users automate processes by configuring a series of drag-and-drop "robots" capable of collecting, validating, transforming and calculating data.

SolveXia executes processes faster (at least 10x), produces more credible and consistent information and enforces transparency and audit controls. By doing so, organisations are more easily able to achieve strategic objectives in areas such as compliance, customer/partner engagement and risk-mitigation.