

CUSTOMER STORY

Travel agency group streamlines and optimizes airline revenue forecasting

20

million records processed

30

minutes to complete end-to-end processing

30+

airlines included in weekly revenue forecasting

The customer

The customer is a group of independent travel management companies with a combined annual turnover exceeding \$1 billion. Operating across both corporate and leisure sectors, the group represents a significant share of the travel market and maintains commission arrangements with each major airline that pays bonuses based on year-on-year revenue growth.



Challenge: delayed insights

The group needed to forecast airline revenues accurately in order to track progress against annual commission targets. However, this proved difficult due to the complexity and volume of ticketing data, much of which was sourced from IATA in outdated and inconsistent formats.

Airlines typically reported commission performance with a delay of up to three months, leaving the group with limited visibility into real-time progress. As a result, senior management struggled to make timely, data-driven decisions or adjust sales strategies to meet bonus thresholds. The absence of automated processing also made interpreting the data labor-intensive and prone to inconsistencies, further hindering strategic planning and revenue optimization.



Solution:

scenario-based forecasting

To overcome the complexity and delays in forecasting airline commission revenue, the group implemented Solvexia—an advanced automation and analytics platform. The solution collects ticketing data from both IATA and internal booking systems and uses it to forecast revenue performance against each airline's commission targets.

Configured with over 50 automated steps, Solvexia processes millions of ticket records each week, applying validation rules, transforming data, and generating detailed forecasts. It also enables “what-if” analysis, empowering the team to model revenue shifts across airline partners to optimize bonus outcomes. Output is delivered through both Excel reports and interactive dashboards, ensuring real-time visibility and consistency.



Results:

optimized revenue insights

With Solvexia in place, the group now has access to revenue performance data within a week of ticketing, rather than waiting up to three months for airline reports. More than 20 million ticket records have been successfully processed through the automated solution, with each run completing in under 30 minutes.

The forecasting model now covers over 30 airline agreements, giving leadership consistent, real-time insights into expected bonus outcomes. Weekly data collection, transformation, and reporting ensures that up-to-date analytics are always available, allowing management to respond quickly and confidently. The entire solution was deployed in under three months, delivering a scalable, reliable framework for optimizing revenue and maximizing commissions.

About Solvexia

Solvexia is a low-code platform that automates spreadsheet-driven data preparation and manual processes. It enables finance to free up their time by running processes 100x faster with 98% fewer errors, allowing businesses to reallocate essential resources to value-added work.

Finance and accounting teams choose Solvexia to unify data from systems and spreadsheets and automate their processes without involvement from IT. Its drag-and-drop interface makes it fast to deploy and easy to learn. Solvexia combines and manipulates data, performs calculations and creates interactive reports, analytics and smart dashboards for richer insights for your stakeholders.

You can leverage Solvexia to automate hundreds of processes for your company, including reconciliations, revenue and expense reporting, regulatory compliance, rebate management and much more.