

# Decisive Airline Route Profitability Analysis

Route profitability analyses to maximize profitability

## Better decision-making

Effective strategizing

Reduction in manpower with direct impact on ROI

Enhances workflow

## Reduces manual entry errors

Faster processing and report generation

Travel, Transportation, and Logistics

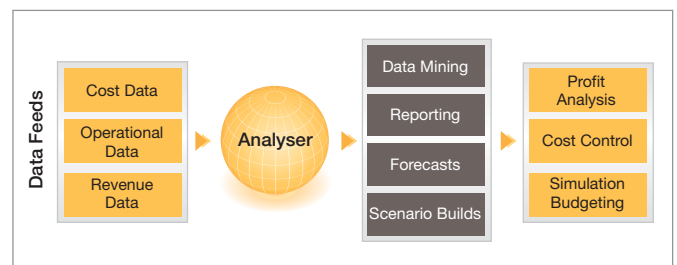
To ascend over choppy weather, it is decisive for airlines to economize every single cent and favourably employ their assets to cut down expenses and enhance profitability. These involve meticulous analysis of information and intelligent judgements. One of the fundamental elements which define the future of an airline is Route Profitability.

Route profitability systems determine whether a specific course of journey is rewarding or not during a given time period. Route profitability analysis authorizes the management to make choices on whether to alter, supplement or exclude routes from the airline's schedule.

NIIT Technologies' Route Profitability Analyzer (RPA) solution is a critical deciding medium that empowers CXOs to retrieve appropriate and precise route performance data. It is powerful tool that empowers Airlines with an integrated analytic engine that enables improved decision making and enhances forecasting capabilities to help identify Revenue Optimization and Cost Control Opportunities. These opportunities can be used for simulating the future business processes to maximize Airline Route Profitability.

## A FAR\* Reaching Approach and Solution

- Flexible - Seamless Integration
- Analytical - Comprehensive Information
- Reliable - Robust Architecture



## Key Features

- Data Analytics
  - Period Type – Day, Month, Season, Month-to-Month, Cumulative
  - Operational – Sector (origin/ destination), Flight Number, Route, Region, Country, Network, Aircraft type, etc.
  - Traffic Type – Scheduled, Charter, Passenger, Cargo, etc.
  - Cost, Revenue, Profit

- Monitor Key Performance Indicators (KPIs) - Tracks Route, Flight and Aircraft Performance by using industry standard KPIs from following fields:
  - Cost KPIs – Fuel, Aircraft, Manpower, Maintenance, Airport, Others
  - Operational KPIs – ASK, ATK, RPK, FTK, MTK, Block hours, Aircraft utilisation, Capacity vis-a-vis Utilisation, Others
  - Revenue KPIs – Total Revenue, Passenger Revenue, Cargo Revenue, Others
  - Mashed KPIs – Cost/ ASK, Revenue/ RPK, Profitability etc.
- Scenario Builds - Simulation features across all data type such as:
  - Operational Data
  - Revenue Data
  - Cost Data
- Post-Flight Analysis - For post-flight analysis, the Route Profitability Analyser uses the cost, revenue, operations data and acts as an accurate and effective cost, revenue control instrument. The system enables:
  - Flexibility to assess and evaluate budget deviations
  - Multiple cost, revenue, operations data detail scenarios for analytics
  - Map viewer Integration for data to be available visually on any geographical map.
  - Analysis of fuel burn, fuel trends etc.
  - Viewing of contribution margin and P&L reports
  - Multi-system Interface

Route Profitability System offers a number of ways wherein data can be imported/exported into the system. Its interfaces are as follows:

- Revenue data imported/exported from the Revenue Accounting systems
- Operational data imported/exported from the Operations modules
- Cost data is imported/exported from the Cost modules`
- Interactive Dashboard
  - Provides view of important metrics, reports and visualisations - like gauges, charts, tickers and more
  - Enables users to drill down and view data in different dimensions

- Web-Based User Interface
- Provision for Ad-Hoc Queries
- Report Generation and Scheduling
  - Publishes reports, dashboard or ad-hoc results
  - Ability to email reports to users on specific predefined alerts.

## Business Benefits

- Increased Profitability through identifying Cost and Revenue Optimisation Opportunities
- Integrated Revenue, Cost and Operational data for management to take corrective actions
- Provides a Unified version of Airline Operations facts ensuring same information being available to all
- Facilitates Improved Decision Making through 'What if' analysis, Scenario Builds and Simulations
- Provides multi-level and multi-dimensional Analysis & Reports Reduces data collation efforts to large extent
- Consolidates data into a centralised database using Extract-Transform-Load (ETL) tools

## *Leverage NIIT Technologies' Revenue Analytics to take your business to greater heights*

## NIIT Technologies' Advantage

NIIT Technologies is a leading IT solution organization, providing services to customers in Asia, North America, Europe and Australia. Our focus on select industry verticals in Travel, Transportation & Logistics (TTL), Banking, Financial Services & Insurance and Retail & Distribution has helped us create differentiation through specialisation.

NIIT Technologies has gained extensive competence and experience in the TTL business by working with leading airlines, airports, travel distribution and logistics companies. Our technology expertise and business understanding ensure efficient, scalable, secure and robust solutions that are tailored to the needs of our clients.

NIIT Technologies Limited was ranked #1 in the Travel Sector by the Black Book of Outsourcing thrice in a row in 2008, 2009 and 2010.

## Partner with NIIT Technologies to align your IT goals with your business objectives

A global IT sourcing organization | 21 locations and 14 countries | 7000+ professionals | Level 5 of SEI-CMMi, ver1.2  
ISO 27001 certified | Level 5 of People CMM Framework

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