

Route Profitability Analyzer

A Solution that will take you FAR*...

In these times of increasing market dynamics and intensified competition, it is challenging for Airlines to quickly respond to the fluid market conditions. Airlines have to adapt on a real time basis to succeed in the short term while building the runway for long term excellence in operations.

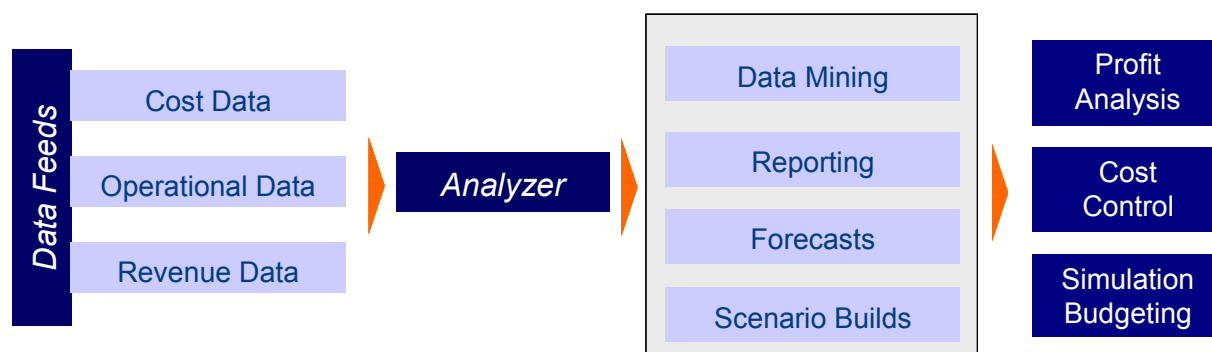
Most route and network planners deal with their operational and accounting systems separately for future projections. However, minimal efforts are made to look at profitability through an integrated approach. Most Airlines Automation solutions are focused on increasing revenue and controlling costs by leveraging separate platforms.

It is increasing becoming essential for the Airlines' Management to have access to the most relevant and accurate Operations and Financial information in one single system. Along with this, there is need for a powerful integrated tool which can also compare the present profitability scenario with the forecasted simulated business environment(s).

NIIT Technologies' Route Profitability Analyzer (RPA) is a 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.

The Route Profitability Analyzer is a solution that will take you FAR*

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



The Route Profitability Analyzer accepts and leverages data from different streams of Cost, Revenue and Operational activities – all in one single system,. It facilitates data mining, reporting and a powerful 'what if' forecast feature using scenario builds. The system provides all standard key performance details of the



Airline business with varying selection criteria. The end user can view the reports in many different user friendly formats including graphical representations, without any technical IT intervention.

The Route Profitability Analyzer also provides the cost control unit with detailed post-flight statistics. The system's flexibility allows users to determine the cost breakdown structure, with the desired depth of details, thus enabling Airlines to identify deviations and take quick actions.

Key Features

1. Data Analytics

The systems provisions for data analytics across various selection criteria like:

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

2. Monitor Key Performance Indicators (KPIs)

The system helps track Route, Flight and Aircraft Performance by using industry standard KPIs from following fields:

- a. Cost KPIs – Fuel, Aircraft, Manpower, Maintenance, Airport, Others.
- b. Operational KPIs – ASK, ATK, RPK, FTK, MTK, Block hours, Aircraft utilization, Capacity vis-a-vis Utilization, Others.
- c. Revenue KPIs – Total Revenue, Passenger Revenue, Cargo Revenue, Others.

Besides this it also produces Mashed KPIs such as Cost/ ASK, Revenue/ RPK, Profitability etc. Most of KPIs are pre-calculated, yet the users can produce more consolidated KPIs as per their requirement.

3. Scenario Builds

The system provides simulation features across all data types.

- a. Operational data
- b. Revenue data
- c. Cost data

The powerful Scenario builder also helps to do 'what-if' analysis like:

- a. What happens if the fuel price fluctuates frequently?



- b. What happens if Aircraft utilization is increased?
- c. What happens if currency fluctuations take place?
- d. What happens if a new route is introduced or an existing route is withdrawn?

The scenario builder feature will also compare the budget with the actual performance. It also helps to drill down to the exact discrepancy and then suggest corrective actions.

4. **Post-Flight Analysis**

For post-flight analysis, the Route Profitability Analyzer uses the cost data and acts as an accurate and effective cost control instrument. The system enables:

- a. Adequate flexibility to assess and evaluate budget deviations
- b. Multiple cost data detail scenarios for analytics

5. **Multi-system Interface**

Route Profitability system has various ways in which data can be imported into the system. It has following interfaces:

- a. Revenue data is imported from the Revenue Accounting systems
- b. Operational data is imported from the Operations modules
- c. Cost data is imported from the Cost modules

6. **Interactive Dashboard**

The system has an Interactive Dashboard with the following features.

- a. Provides view of important metrics, reports and visualizations - like gauges, charts, tickers and more.
- b. Enables users to drill down and view data in different dimensions

7. **Web-based User Interface**

The system helps users to instantaneously view various views of the data metrics.

8. **Provision for Ad-Hoc queries**

The system empowers users to create their own queries, drill down, analyze, visualize and embed the results in their personalized dashboard or deliver them to a variety of user friendly formats and channels.



9. Report Generation

It also Publish Reports, Dashboard or Ad-Hoc results to Excel or briefing book.

Business Benefits

The Route Profitability Analyzer is a solution that will take you FAR by providing the following business benefits.

- a) Increased Profitability through identifying Cost and Revenue optimization opportunities
- b) Integrated Revenue, Cost and Operational data for management to take corrective actions
- c) Provides a Unified version of the facts related to Airline operations ensuring the same information being available to all
- d) 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 centralized database using Extract-Transform-Load (ETL) tools

Leverage NIIT Technologies' Route Profitability Analyzer to take your business to newer heights.

