

ARACS B2B

CORPORATE AGREEMENTS

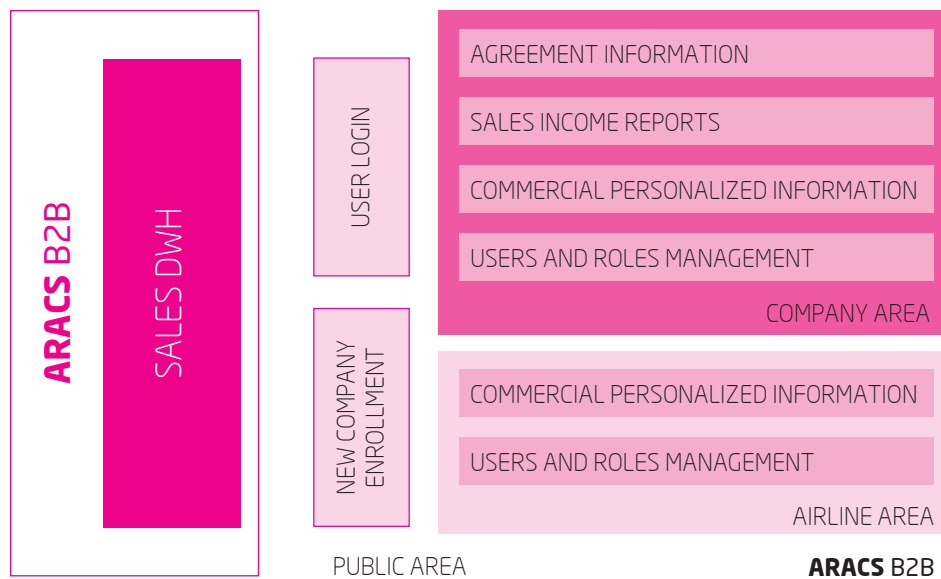
The perfect tool to grow corporate sales with little manual efforts

Challenge

Corporate users is one of the most important sources of revenues for Airlines. It usually requires specific solutions and agreements which often translate into great efforts for the airline (commercial activity, contracting, follow-up, etc.). These solutions are not provided to the entire market, only to leading companies.

Solution

ARACS B2B manages commercial agreements with corporate users, providing a personalized communication tool between the airline and companies that covers the whole process, from enrollment workflow to monitoring agreements and detecting deviations.



Benefits

- Increases corporate sales with reduced manpower
- Allows to increase the number of corporate agreements simplifying processes
- Easy to integrate with existing systems with out-of-box interfaces with **ARACS FX (Revenue Accounting Suite)** and **ARACS MIS**
- Management of all commercial agreements data: contract information, negotiated fares, users, issuers allowed, sales information to analyze contract objectives deviation
- More control over workflows, activity reports and dashboards
- Self service approach companies can manage own users and visibility levels
- Personalized Information & Content for corporate users. Including airline specific offers and promotions
- Self service platform. All the infrastructure needed to create, promote and manage

ARACS B2B KEY FEATURES

Web based application compliant with airline graphic design standards

- Fully integrated with Revenue Accounting system for fares, sales and flown information
- Reporting module & alerts to keep track of corporate performance

- Specific commercial information & news for each corporate agreement
- Automated backoffice processes for better efficiency

DESCRIPTION SUMMARY

Enrollment & Login

- Full enrollment workflow process
- Easy integration with other airline-internet applications
- Company manages web access by user and password for employees & issuers with restricted visualization levels

Agreement information

- Company information: General data related to company and subsidiaries
- Negotiated fares: Information and methods to access to negotiated fares for companies and issuers
- Issuers instructions: Guidelines to access company negotiated fares and issuers allowed
- Airline agreement manager: Airline contact for company agreement
- Contract and contact: Company responsible for contract information and company users and issuers management

Reporting

- General data: Related to company reservations
- Flown coupons: Used by company and subsidiaries
- Sales income: By negotiated fares or public fares using company code
- Agreement estimated figures and deviation: Sales income estimated for agreement and deviation with sales data

Commercial Information

- Offers & promotions: With promotion fare codes to retrieve promotion fares
- Company news: Relevant News to company user
- Office, city and airport information: Adapted information for corporate travelers
- Other information services: Check-in, vouchers, meteorological information, etc.

Backoffice Processes

- Commercial agreement workflow: Including company registration flow process, negotiated fares, selling objectives and contract sign-off
- User management: Administrative user, technical users and user activity for company / issuers accounts.
- Content management: Including content editing facilities to manage offers and news from non-technical users, allowing one-to-one marketing with promotions and fares targeted to company profile

Some ARACS / INDRA clients



Please if you need further details or even a DEMO, do not hesitate to contact us at www.indracompany/airlines



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