



## Reasons for Managing *Ground Handling Costs* Using airpas

- + Support the supplier selection process with quick and easy cost simulations considering alternative suppliers and flight programs
- + Gain full visibility of supplier costs at a detailed level and based directly on contracts
- + Easily manage and control passenger and government taxes
- + Drive down costs from suppliers by using *airpas* during contract negotiations
- + Focus on providing accurate route profitability information incorporating landing fees, taxes, and all ground handling charges
- + Integration with operational and planning system to ensure efficient evaluation of future costs and revenue
- + Automate your invoice and data exchange with airports
- + Improves back office efficiency as well as supports up-to-date information exchange and dissemination among business units (such as supplier contract information, currency requirements and direct operating costs to support sales functions)

# Airpas Aviation AG – presenting unique solutions at an affordable price

Airpas Aviation AG remains committed to new and innovative cost saving ideas, presenting unique solutions at an affordable price.

Ground handling (including government and passenger taxes) are one of the highest costs that airlines will incur and therefore requires careful control.

Last minute operational changes can affect costs quite dramatically, adding more than 20% to the baseline expenditures without realization by financial managers.

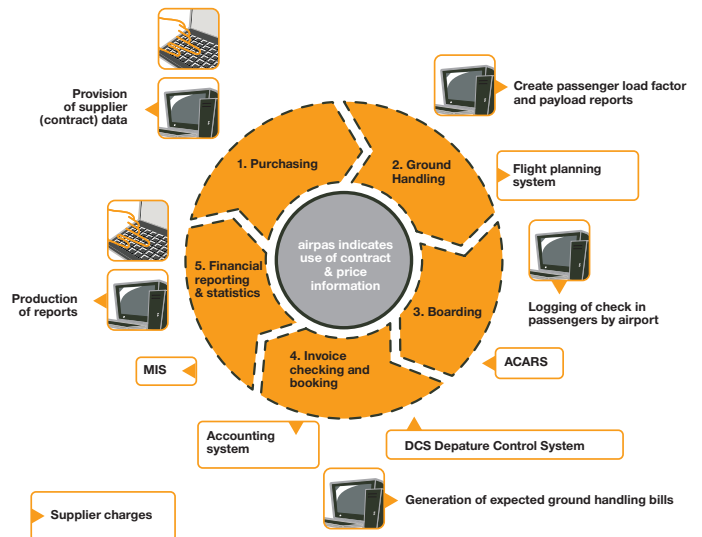
airpas integrates with the airline's operational systems to automatically re-calculate the costs of ground handling services following operational changes, and provides immediate analysis of their impact, taking into account items such as:

- Passenger volumes
- Flight delays/cancellations
- Fleet changes

Airlines regularly lose out to airports during negotiations due to the lack of visibility of the necessary information to obtain the most economical service package. The airpas software fully supports the procurement process by quickly and easily evaluating contractual price proposals and alternative supplier offers.

Assess the risk to your baseline profitability and direct operating costs by using airpas to simulate different scenarios:

- Flight schedules
- Fleet mix
- Price changes
- Exchange rates



Government and airport taxes can prove to be both complex and time consuming to manage. airpas services offers airlines automatic updates of information relating to changes in tax rates globally, streamlining processes and freeing up resources to concentrate on current commercial challenges faced by airlines.

Airpas Aviation AG has more than 40 suppliers exchanging invoice information electronically into the airpas system. Studies have shown that overbilling by suppliers are common and that only 15% of incorrect charging is a result of pricing errors. The remainder is due to changes in 'charge drivers' such as incorrect passenger loads or aircraft weights. Manual processes or legacy, in-house developed systems, means that airlines are losing millions of Euros as a result of poor quality checks. airpas typically checks 90% more data on supplier invoices than with manual processes!

**Take your seat in the airpas cockpit and start to take control of your flight profitability.**

# from cost to savings

**Airpas Aviation AG develops and markets software and services for the worldwide aviation industry**

For more information about our company and products, please contact us at one of our offices or view our website [www.airpas.com](http://www.airpas.com)

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