Fare Management Platform

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What is a Fare Management Platform?

A Fare Management Platform is an integrated fare management solution for airlines to create, distribute, and monitor airfares expeditiously and accurately. ATI has developed a market leading Fare Management Solution called FMP that facilitates efficient review stages and distribution of fares which enables shorter time-to-market, providing attractive and best possible pricing for the right customers at the right time to maximise your airlines revenue.

Why Do You Need ATI's FMP Solution?

Integrated Efficient Workflow

FMP allows you to simplify negotiation and review stages within your organisation and upload specified fares and add-ons automatically to ATPCO, facilitating an efficient distribution of fares which enables shorter time-to-market.
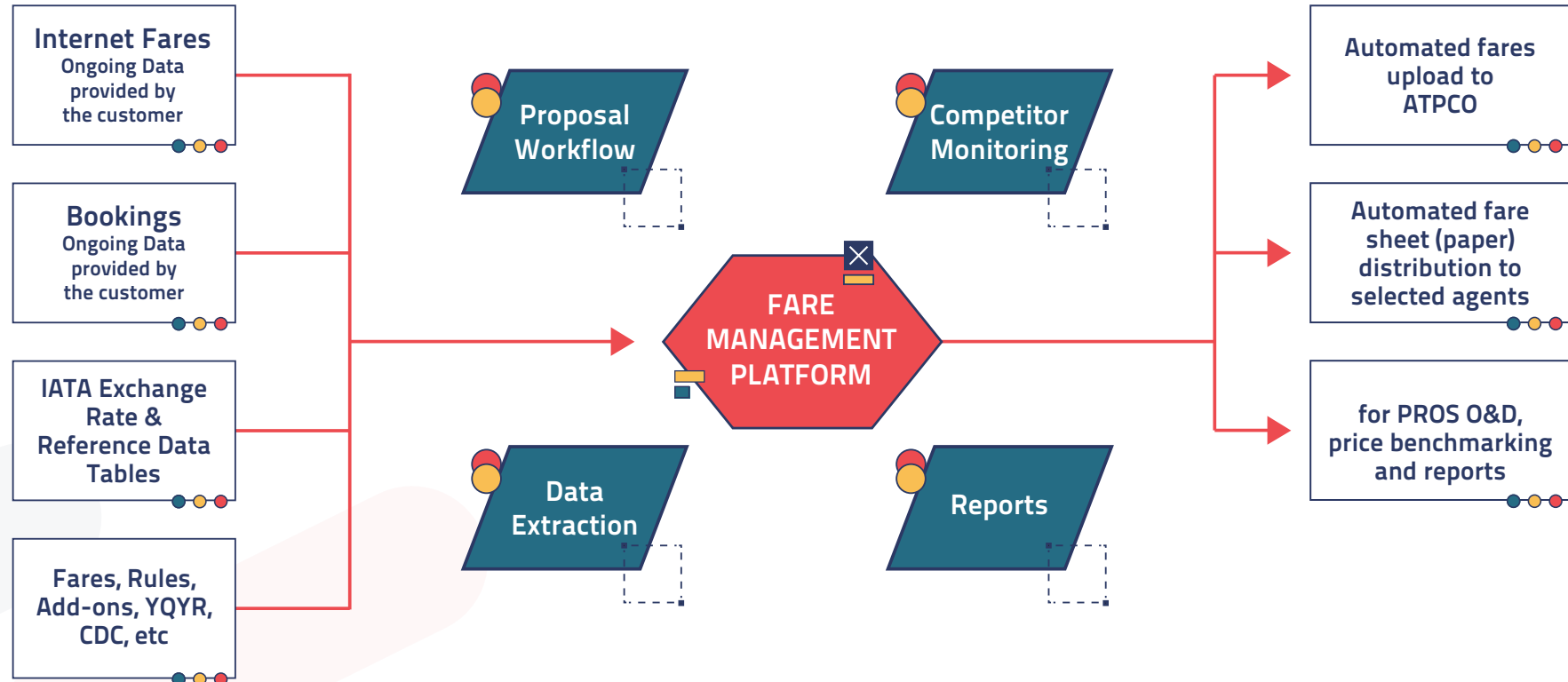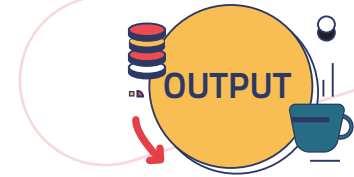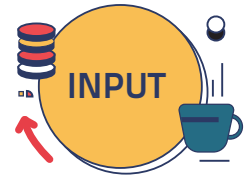
Flexible Features Development

To cater to airline's specific business needs, FMP is equipped with custom developed features such as automatic creation of work orders, targeted competition monitoring, and customisable data feeds from various subscription and manual inputs, equipping airlines with comprehensive insights to determine pricing dynamically.

Competitive Market Pricing Insights

Understanding the need for airline fares to be competitive, FMP equips airlines with competitor monitoring and fare analysis features for comprehensive market pricing benchmarks, creating dynamic pricing strategy for airlines to remain competitive in the market.

Background Story of Fare Management Platform

The Functions of FMP

INPUT

OUTPUT

Internet Fares
Ongoing Data provided by the customer

Bookings
Ongoing Data provided by the customer

IATA Exchange Rate & Reference Data Tables

Fares, Rules, Add-ons, YQYR, CDC, etc

Proposal Workflow

Competitor Monitoring

FARE MANAGEMENT PLATFORM

Data Extraction

Reports

Automated fares upload to ATPCO

Automated fare sheet (paper) distribution to selected agents

for PROS O&D, price benchmarking and reports

Key Features of FMP

Features	Description
Availability of Fare Management Platform	Allows you to efficiently execute critical functions pertaining to fares & pricing management and distribution
One-stop-shop	All necessary data such as fares, rules, add-ons, YQ/YR, taxes, exchange rates, internet fares, agencies, and market intelligence will be available to authorised users within a single system.
Smart automation	Runs smart algorithms on data loaded, to present the user with accurate, timely and user friendly information to efficiently execute competitor monitoring, targeted response and fare analysis functions.
Seamless Integration & Batch Upload	Enable you to perform competitor monitoring or fare analysis functions, and use this data to distribute to ATPCO using the systematic workflow management feature.
Rate Sheet Generation & Distribution	Automatically generate rate sheets from the system based on the fare details and rate sheet comments entered in the work order.
Data Feeds	Generate standard data feeds that will include ATPCO fares loaded through ATPCO subscriptions and Market fares distributed through the Work Orders.
Functions of Fare, Rules and Agent Database	Ability to store fares, rules and agencies information into the system's database. Provide competitor monitoring and fare analysis features for price benchmarking to remain competitive in the marketplace.

Key Features of FMP

Features	Description
Searching and monitoring of price YQ, tax, & Airlines surcharge or competitor	Provide competitor monitoring and fare analysis features for price benchmarking to remain competitive in the marketplace.
Audit function (fare approval & detail pricing)	Provides a comprehensive and audit compliant workflow management tool that will automatically track and stamp every action.
Negotiation function within the organisation	Enables you to systematically execute end to end fare negotiation for approval and distribution processes between head office and branch office.
Searching and monitoring internet fares	Provides the ability to load internet fares as per predefined frequency and schedule.
Feed Data Function to Revenue Management System	Enables you to extract a standard data feed to your airline's revenue management system.
Fare search based on approval code (tourcode)	Provides a tour/approval code query parameter to retrieve ATPCO and Market fares that have been distributed with an approval code (also known as tour code).
Generate rate sheet for approval	Enables authorised users to generate rate sheets (in standard document types such as Word, Excel, PDF) prior to approval based on the fare details and rate sheet comments entered within the Work Order.

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