



# SKYfly Revenue

**SKY**  
fly Revenue



Passenger Revenue Accounting

powered by

**DYNAMIC** ■  
Components

## Are you prepared for all current and future challenges in Revenue Accounting?

Yes? Are you able to...

- provide your management with relevant figures on time?
- establish your revenue and liability on demand?
- include NDC and ONE Order sales in your back-office process?

If not, you should take a look at SKYfly Revenue.



## Discover the highlights

- easily integrated with various PSS and most common ERP systems
- processes both ticketed and ticketless data
- supports any standard OMS
- NDC and ONE Order compliant
- multilingual, browser-based user interface

## Your Benefits

- Work more efficiently
- Improve productivity
- Simplify your Passenger Revenue Accounting processes
- Enjoy real-time reporting for decision-making and much more
- Ensure a smooth transition to NDC and ONE Order

## How SKYfly Revenue works

SKYfly Revenue is designed to optimize the productivity and profitability within your Revenue Accounting processes. Standard transactions are automated wherever possible, relieving you from excessive manual workload when performing these routine procedures – letting you focus on more important duties.

The built-in Workflow Management supports the efficient and time-saving processing of data and minimizes the risk of errors. SKYfly Revenue guides you through your day-to-day work while respecting the different roles and responsibilities within the process. In spite of the rapidly growing globalization of business, people still think and work in their native language. The multilingual user interface allows you to set the application to your national language. In fact, this helps users to quickly get used to the program and thus work more efficiently. Imagine how fast and smooth implementation will be with a system that is so easy to use!

All in all, the extensive automation and guided workflow ensure consistently high data quality and reduce labor costs.

### Master Data

Master data as the base of a system is essential for any reliable data processing. SKYfly Revenue provides a comprehensive yet user-friendly database for all types of master data:

It caters to all types of public and private fares – including their rules and conditions. Instead of inputting data manually, you can upload fares from ATPCO FROP or SITA Airfare files.

A comprehensive tax database maintains airport taxes as well as YQ/YR surcharges and other fees. Taxes can be entered manually or imported from an RATD/TTBS file and New Enhanced RATD.

The system stores flight schedules – planned and actual – and supports the importing of SSIM file imports.

Customer-specific imports are also available, making master data maintenance even easier.

## Highlights of SKYfly Revenue

- Configurable Accounting Interface Framework
- Integrated Reporting Engine
- Workflow Management
- Supported Interfaces

## Sales Data

SKYfly Revenue provides you with all necessary features to process your sales data quickly, easily and accurately. It integrates with various PSS and automatically imports sales and refunds data. Numerous validations are done during import to ensure that the data is both correct and complete. Potential errors are reported to the user for correction or approval. If needed, sales data can also be entered or modified manually.

Sales information is stored with all the details and presented on different levels – from a high-level overview of basic ticket information to a breakdown of payment types or single tax codes. Depending on the ticket type, the application also caters to specific additional information such as the Reason For Issuance Code (RFIC) and subcode in case of EMD.

SKYfly Revenue processes ticketed and ticketless sales – ideal for a ticketless carrier that sells through GDS, too.

Sales Report workflow allows for quick and easy reconciliation of sales data with own sales reports or BSP Billing Analysis.

Directly upon data entry, all sales are evaluated automatically by the integrated prorate engine and figures are immediately available for further processing such as revenue forecast reporting. SKYfly Revenue's prorate engine handles multilateral and bilateral prorate agreements – even complex SPAs.

For NDC and ONE Order sales SKYfly Revenue stores the Order ID and Order Item ID as well as the values from the Order Management System instead of prorating them.



## Change Log

Sales:	HOT (V. 20.3 – 23.0), CAT, RET, TCN, ASR, Avantik, ifly RES, Intelisys Amelia Res Sales, Radixx Sales Extract, OSIN (17.2 and 18.2), OSINAD (20.1)
Uplift:	AMA Lift (V. 2.4 and 2.0b), AMA EMD Lift, ETLR, EMM, VCR/XL, Avantik Lift, ifly RES Lift, Intelisys AmeliaRes Lift, Radixx Flown Extract, Radixx Flown TCN, TTI Lift, Videcom TCN Lift, Videcom Manifest, Worldticket SMS Lift, Tavelport/Worldspan Lift, SSCN (17.2 and 18.2) PRL, ETL, LDM
Interline:	IS-IDEC, OAR, SIS validation file R1/R2
Master data:	FROP, SITA Airfare, SSIM, TTBS/RATD (XML), New Enhanced RATD, FDR, MMR, ICER, IATA WAD, Prorate Factors & Base Amounts, Provisos Financial accounting data as file interface or database link

## Do you have special requirements?

For Airlines with special demands, SKYfly can

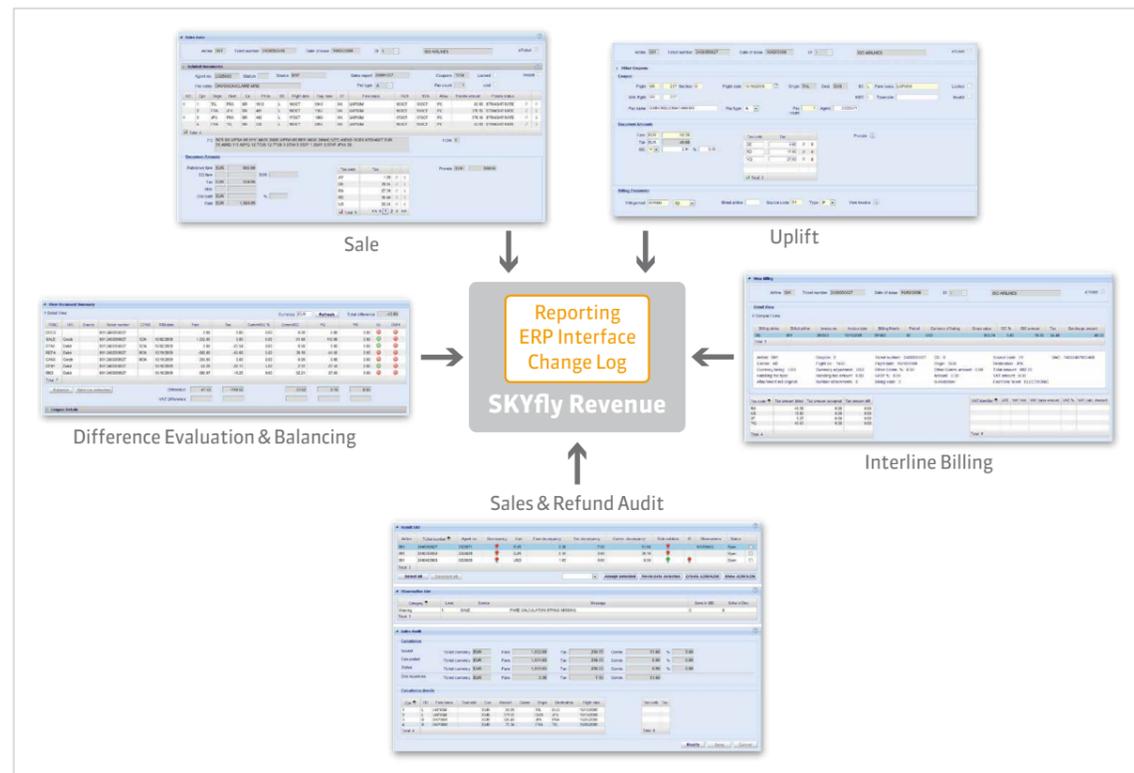
- support a hybrid business model (scheduled and charter flights, ticketed and ticketless)
- allow phased implementation to match your strategy
- offer interims/full BPO services
- optimize your processes through Agency Invoicing, Charter Invoicing and Payment Reconciliation (Settlement with Order compliant)

## Sales & Refund Audit

One of the system's highlights is the powerful Sales & Refund Audit module. Wrongly issued documents – whether intentionally or by mistake – lead to enormous losses for airlines. The only way to recover these is by a thorough audit of sales and refunds – and SKYfly Revenue lets you easily cope with this task.

Once data is entered into the system, the Sales & Refund Audit process is performed automatically based

on fare, tax and commission stored in the master data. Any under-collection of fares or taxes will be detected, as will any incorrectly applied commission or violations of fare rules, such as advanced purchase conditions. Upon reviewing the results of these checks, you simply confirm that an ADM has been created. Interfaces to BSP Link and ARC Memo Manager facilitate mass upload and further processing of the memos.



SKYfly Revenue automatically considers dynamically priced NDC sales and excludes these from the audit process.

### Flown Data

One of the everyday challenges of Revenue Accounting is the immediate and accurate evaluation of the airlines' flown revenue. SKYfly Revenue's uplift module is designed to meet these requirements.

Uplift coupons and other documents that represent receivables – such as OAL exchanges – are imported from most standard file formats. Flown data is validated and failures like unreported sales or inconsistent flight details are detected immediately. The integrated prorate engine evaluates the flown coupons based on information from sales data and IATA prorate rules. In order to provide you with revenue figures on time, SKYfly Revenue can assign average values to possible no-sales coupons. OAL IET coupons are prorated taking into consideration any multilateral or bilateral prorate agreements. Taxes and ISC are automatically assigned to the coupons as well. Furthermore, the application supports importing DCS messages for flown reconciliation and identification of missing coupons. The system also caters to ancillary revenue such as excess baggage. Overall, SKYfly Revenue's highly automated flown coupon processing lets you obtain your exact flown revenue and on time – as a total or as a flight or routing level.

### Interline Billing

To be ready for all current and upcoming interline billing challenges, invoices are handled according to IATA standards. Outgoing invoices are created semi-automatically, guiding you step by step while assuring the highest possible level of accuracy and completeness.

Upon entry of invoice data, any inward billings are automatically checked for potential errors or over-

billings. Accordant rejections are prepared and merely need to be approved by the user. Billing Memos and Credit Memos are processed, as well as Adjustment Billing calculation and invoicing.

Here too, dynamically priced NDC interline sales are not subject to the audit.

SKYfly Revenue is, of course, fully compliant with the latest IATA SIS version. It supports IS-IDEA and handles supporting documents. Moreover, all verifications and control processes done in SIS are incorporated with the invoicing procedure in SKYfly Revenue to minimize the risk of errors.

## The SKY family

- SKYfly**
  - SKYfly Revenue
  - SKYfly M-Billing
  - SKYfly Sell
  - SKYfly Res
- SKYpay**
- SKYport**
  - SKYport AODB
  - SKYport Billing
  - SKYport Billing for SAP
  - SKYport Cargo
  - SKYport Reporting & BI
- SKYground**
  - SKYground Handling Management
- SKYcontrol**
  - SKYcontrol Tower Management
  - SKYcontrol Air Traffic Control

## Validation

Validation of all relevant data and dynamic error logs makes it possible to detect and correct errors quickly and efficiently. When an error occurs, records are set to an invalid status and are withheld from further processing, such as accounting, until the errors have been corrected. Validation is done automatically in real-time using predefined rules. More than 1,500 checks already exist, and additional checks can be implemented according to the client's needs or e.g. legal requirements.

## Reporting

Even the most sophisticated Revenue Accounting process needs adequate means of reporting. SKYfly Revenue enables you to gain reliable, precise and comprehensive information just in time.

The SKYfly Revenue Reporting Engine, based on the proven technology framework ISO Dynamic Components, is a powerful tool for creating statistics or comprehensive analysis of data from the system. The engine is open for all customer-specific reporting needs, and existing reports are easy to adapt or customize – even by the client.

All reports are available in real-time, at any level of detail and in the output formats PDF, XLS, CSV, HTML. The reports can either be run on demand or automatically on schedule, with the results delivered to a pre-defined directory or by e-mail.

As both sales and flown figures are processed in real-time as soon as the data files are available, you get a clear overview of your revenue and liability at any time.

## Financial Interface

No airline can do without a detailed and accurate financial accounting or ERP system. SKYfly Revenue provides you with an interface framework for financial accounting that generates postings for all types of transactions.

Besides accounting for sale and flown data, it caters to reversals and adjustments and supports Forward Sales reports with drill-down to coupon level on demand.

The standard interface framework can be linked to all major ERPs such as SAP or Oracle Financials. It is flexible enough to accommodate airline specific account codes or to handle accounting in in-house currency as well as currency of sale. Data transmission happens in the form of a file or through a database link.

## Auditing

Fulfilling the demands of internal or external auditors is one of the most delicate issues of today's business – SKYfly Revenue achieves this easily. A Change Log functionality covering all relevant modules enables easy tracing of data entry or changes and provides essential information to the auditor. The access rights of the users are defined according to their roles and responsibility on different levels e.g. read-only or full access.

## Optional Modules

SKYfly Revenue provides you with Revenue Accounting according to airline industry standards – and beyond! Benefit from optional modules and tailor Revenue Accounting to your airline's requirements:

- Agency Invoicing
- Create invoices to your own agent as soon as sales data is imported – supporting various invoices and invoice templates
- Charter Invoicing
- Maintain various types of charter contracts and generate invoices to tour operators and other charter business partners
- Payment Reconciliation
- Reconcile amounts from sales and refunds with payments received on bank account –
- SKYfly Revenue's Payment Reconciliation is compliant with IATA Settlement with Orders

## Technical Data

### Facts

- Web-based application
- Scalable state-of-the-art 3-tier architecture
- Highly scalable server design
- Developed in JEE (Java Enterprise Edition)
- Major business logic in Oracle database to enable high rate of automation, batch processing and optimized performance

### Requirements

- Operating system: Linux SLES
- Oracle database 12c
- Application server WildFly version 9 or higher
- Standard web browser (standard web browser recommended: Firefox 3 to 74, Google Chrome 6 to 80)
- No specific requirements for client PCs (beside web browser as mentioned above)

### Benefits

- Easy access via Intranet or Internet
- No installation on client PCs
- No Citrix or Terminal Server
- Scalable application server solution
- Unlimited number of users
- Easy to administrate
- High reliability and system stability

## References

Reputable airports, airlines, ground handling agents, tour operators and travel agents worldwide rely on solutions by ISO Software Systeme & ISO Travel Solutions, including

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- Air Canada Vacations, Canada
- Alaska Airlines, U.S.A.
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- Fraport Greece
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01|ISS|20