Recognizing The Importance Of Cargo Revenue

For many airlines, cargo profitability is becoming an increasingly important component to their overall success. With uncertain profits from passenger markets and the rise in demand for international air freight, cargo has taken a new place in an airline’s revenue plan. Revenue opportunities could be lost by not properly incorporating this income stream into the revenue management process.

Common Problems, Uncommon Solutions

The Sabre® AirVision™ Cargo Revenue Manager and Sabre® AirVision™ Cargo Accounting Manager deliver advanced tools to help you better sell cargo space and manage revenue from cargo.

You could realize as much as a 10 percent increase in revenue and a full return on investment in as few as six months with Cargo Revenue Manager.

Using Cargo Accounting Manager, your revenue management could be improved by reducing revenue leakage and with improved workflow efficiency.

Benefits

Increase Revenue

Increase cargo sales through improved accuracy in cargo forecasting and cargo load plans, including the ability to identify up-selling and cross-selling opportunities.
Maximize cargo profits with improved allotment of cargo space and profitability evaluation.

Increase control and accuracy of interline billings and collections through advanced revenue accounting tools.

Reduce Costs
Increase efficiency by automating completion of AWBs and AWB changes, rating and proration and by better managing station and agent receivables.

Enhance Customer Experience
Reduce offloads by proactively identifying revenue streams and considering customer booking behavior to more accurately overbook cargo capacity.

Features
Booking and inventory control executes operational feasibility and commercial viability checks, offering customers upselling and cross-selling choices that result in increased revenue.

Allotment management and utilization tracking is a decision-support model that assigns capacity to obtain the highest revenue.

Forecasts are provided based on capacity, show-up rate and demand.

Figure 1 Sabre AirVision Cargo offers an end-to-end solution to help better sell cargo space and manage cargo revenue.

Optimum overbooking levels are calculated so you can intentionally sell more cargo space than available to offset the effect of cancellations and no-shows.

Rating and proration is performed to audit TACT rates and calculate market rates for AWBs, as well as automatically divide revenue for interline carriage based on ad hoc agreements, bilateral agreements, provisos, mileage and other requirements.

Route generation and operational feasibility identifies alternative routes to carry a shipment based on shipment characteristics, aircraft limitations and connection time restrictions.

Offloads management and shipment prioritization automatically rebooks cargo shipments based on value, service time, perishability and customer value.

Recommended market allocations and bid prices is based on origin-destination and rate-density class, or based on revenue, revenue adjusted by value and profit adjusted by value.

Sales budgeting is performed by analyzing capacity and demand trends and optimally allocating demand over the cargo network.

With sales and revenue accounting, sales values can be placed into specified accounts, and CCAs can be entered and accounted for automatically.

Our Unique Experience
At Sabre Airline Solutions®, our team of experts is ready to help power your progress by lowering your costs and generating more revenue for your airline.

And with our comprehensive portfolio, you can market your experience, sell your product, serve your customers and operate efficiently across your entire airline.

Visit our website at www.sabreairlinesolutions.com
Worldwide Headquarters
Sabre Airline Solutions
3150 Sabre Drive
Southlake, Texas 76092 USA

Please contact our nearest regional office for more information:
Asia / Pacific
Tel: +65 6215 9500
E-mail: contact.apac@sabre.com

Europe, Middle East, Africa
Tel: +44 208 538 8539
E-mail: emea.contact@sabre.com

The Americas
Tel: +1 682 605 6750
E-mail: contact.americas@sabre.com