Empower Accounting, Operations, and Sales with End-To-End Visibility of Financial Information

Air cargo is a vital contributor to the profitability of the airlines business. On average, a cargo business generates 9% of airline revenues, representing more than twice the revenues from the first class passenger segment.[1] Tight profit margins in the airline industry and IATA e-Cargo modernization initiatives are driving many air cargo customers to look for ways to improve overall productivity, increase accounting efficiency, and grow sales margins.

Siloed Financial and Operations Systems Curtail Profitability

As a result, Cargo carriers are struggling to improve back end financial reporting while improving front end sales margins at the same time as they lack access to end to end visibility of financial information. In many organizations, cargo operations and accounting systems operate independently leading to multiple sources capturing data, manual entry errors, and associated data integrity issues. The error prone entry of air waybills into accounting systems leads to inaccurate billing – delayed submission of invoices, under-collection of payments, poor cash flows and revenue leakage. While Cargo Sales departments are leaving profit on the table, lacking visibility to host and net revenue during pre-flight planning. Sales cannot make informed choices about routes and flights, and are unable to target their focus on shipments that provide the most suitable ratio of revenue, volume, and weight.

Cargo Revenue Accounting for Air Cargo Carriers

- 16 of the top 50 Air Cargo Carriers use Unisys Logistics Solutions

- More than 20% of the world's air cargo shipments are processed on Unisys solutions

- The most modern business-critical technology available. We are using JBoss, Oracle, WebSphere MQ, and Linux to power the most comprehensive solution on the market

- Our Cloud approach means that we can transition clients to our cargo system in three to four months

- Very fast speed of change with monthly updates & rules engine technology

- Available stand alone or integrated real-time with our air cargo system

1. "IATA Air Cargo." IATA. International Air Transport Association (IATA), 2016. Web. 23 Feb. 2016. <http://www.iata.org/whatwedo/cargo/Pages/index.aspx>.

End-To-End Visibility of Financial Information Across Critical Integrated Systems

Next Generation Cargo Revenue Accounting (CRA)

The Unisys Cargo Revenue Accounting solution provides airlines with full financial control and automation of their revenue accounting process including air waybill audit and adjustments, revenue determination and proration, invoicing, agent commission, payable and receivable management and reporting.

Seamless Integration with the Cloud Logistics Management Solutions Portfolio

Unisys Logistics Management System (LMS) is the world's most comprehensive air cargo management system that helps carriers manage their logistics chain – from initial booking, and air waybill creation, through warehouse and flight management, real-time and piece level tracking and control, all the way to delivery. It includes the most advanced pricing, customs, e-Freight and integration services in the industry, all delivered through leading edge technology.

When CRA is deployed with LMS, users benefit from a shared user interface and menu structure with real-time integration and processing of air waybills in accounting the second they clear export audit in operations. Support data, such as customer details, currencies, airport details, rates, contracts, and air waybill stock, is shared and used by both the LMS operational and CRA modules, removing the need for data to be duplicated and maintained across two separate systems.

Benefits

- Increase profitability with access to revenue information up front to make informed choices about routes and flights

- Improve service by generating more accurate air waybill information and reducing adjustments

- Improve productivity through accurate billing based on the upfront pricing and audits in LMS and through less Customer Service work in resolving disputes

- Enhance cash flow by enabling invoicing once export audit criteria is satisfied – 3 to 4 days faster than traditional invoicing processes

- Offered via a SaaS model for quicker deployment, reduced costs, and airline community collaboration

Features

- CASS (Cargo Agent Settlement System) billing and IATA SIS (Simplified Interline Settlement) interfaces and support

- Automated payment entry and application to account and documents that use incoming payment files

- Browser-based functionality, common menu and SingleSign-On across CRA and LMS as a fully integrated Cloud Service (HIS)

- Extensions into our Cargo Management Reporting tool for complete data warehouse for reporting and analytics

- Multi-year and real-time access to the archive of air waybill and accounting data (e.g., invoices; receivables; histories)

- Open system interfaces to and from the airline's finance applications

- Web services to support cargo.com and Cargo Portal Services e-commerce needs for online invoice and account status

Why Unisys?

20% of air cargo traffic flows through Unisys software solutions. Our business-critical solutions are delivered and supported by an experienced team of subject matter experts in the technology and logistics industry providing consistent reliability and security for your business.

Whether it be implementing a new function or migrating to a new system, our change management performance is successfully proven over three decades and not just a promise.

For more information:

Visit: www.unisys.com/digistics
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