



Aeronautical revenue made easy

Are you achieving the full revenue potential of your airspace? Many air navigation service providers struggle with ensuring that they bill and collect for every flight. **SkyRev360** is the new solution to collect all charges for the aeronautical services you provide.



Make every flight count

Are you certain you are billing for all flights in your airspace? Are too many air operators rejecting your invoices because of inaccuracies caused by manual data gathering processes? And what if you could free yourself from the hassle of pursuing operators for payments?

Then **SkyRev360** may be the one service you need to manage your aeronautical revenue. SkyRev360 is a fully automated and comprehensive data gathering, invoicing and collection service which eliminates inaccuracies, errors and delays. It gives you better revenue management with less manual processing.

SkyRev360 is a collaboration between two experts of the aviation industry: Airports Authority of India (AAI) and the International Air Transport Association (IATA). AAI is a leading Civil Aviation Authority managing 125 airports and 9.6 million square kilometers in the Indian subcontinent including oceanic airspace. IATA manages E&F, the world's largest global billing and collection solution for aeronautical charges.

The challenge of receiving revenue for every flight

As experienced actors in the aviation industry, we understand it can be challenging to actually invoice all flights going through your airspace. Issuing invoices that airlines will understand and accept is a complex task, involving collection and reconciliation of flight data from radar, flight plans, and Aeronautical Information Circulars (AIC). This is labor intensive and error-prone. Just one example: Aircraft movements without flight plans are often overlooked, which could mean the air navigation service provider (ANSP) does not receive payment for them. Month after month this missed revenue can add up to significant amounts.

A near 100% collection rate with SkyRev360

Revenue management is a repetitive activity that should run perfectly with minimal manual intervention. SkyRev360 automates data processing, helping ANSPs overcome strenuous manual processes which are prone to mistakes. **The solution gathers 100% of your flight data and produces comprehensive billing data.** Therefore, with SkyRev360, ANSPs' financial operations become both more accurate and efficient in one stroke.

- Less staff time spent collecting flight data and producing invoices
- No missing or double-billed flights
- No delays in billing
- No revenue leakages

- Accuracy in invoicing, less disputes
- Easy integration with operational & financial systems
- No chasing airlines for payments
- 100% electronic invoicing using the IATA IS-XML standard
- Increased cash flow stability

Furthermore, this sophisticated service can be web-based, meaning no heavy IT implementation on your systems, and zero down time.

When invoices are issued promptly and accurately, they are more likely to be accepted and settled by air operators. Which means a more predictable cash flow for your organization. Clients of SkyRev360's collection service have achieved collection rates of nearly 100%.

Why is SkyRev360 so effective?

Starting with data gathering...

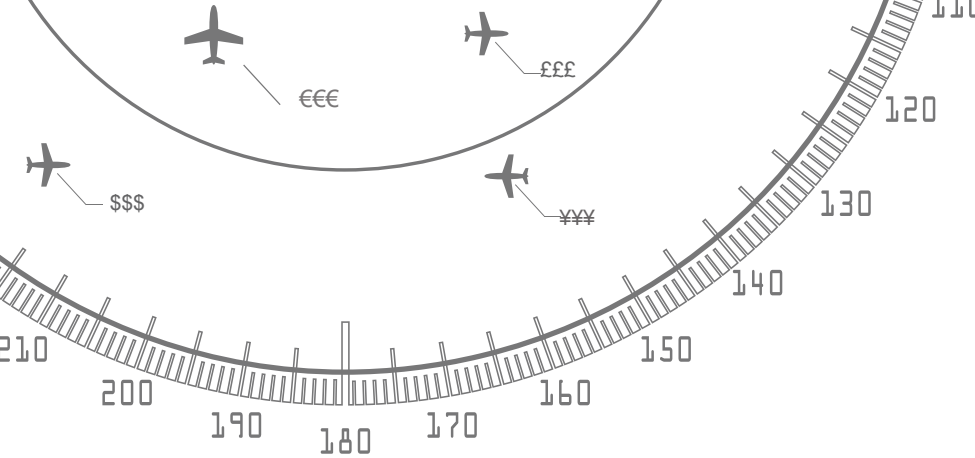
Automatically retrieving flight data and producing quality billing data is important for realizing your full revenue potential. SkyRev360's data gathering capability was developed and optimized over a period of more than ten years in response to the needs of the complex Indian airspace. It resolved major issues that all ANSPs face, such as reconciling flight plans with radar data and applying accurate aircraft MTOWs for each invoice.

To invoicing...

Data gathering is only part of the story. SkyRev360 also makes the process of invoicing and collection easier, ensuring that your relationships with air operators remain as harmonious and dispute-free as possible. It does this by creating high quality and industry-standardized electronic invoices on your behalf, which are easier for your air operators to validate and pay.

To collection...

SkyRev360 makes use of the IATA Settlement Systems (ISS). IATA operates two truly global settlement systems, which are used by air operators all over the world to settle over USD 300 billion per year in funds in the aviation industry using 99 currencies. **SkyRev360 uses the power of these settlement networks by adding your transactions to the millions that are already being processed among operators.** Every operator can choose its preferred payment method, irrespective of the operator's business model, size or IATA membership. The result for you is more secure and cost-effective settlements, and ultimately the **cash flow stability** needed to embark on investment projects.



Clients of SkyRev360's collection service have achieved collection rates of nearly **100%**

Features of SkyRev360

- **Data gathering and processing module:** SkyRev360 can ensure the essential data for your invoices is always the latest and most complete. It automatically retrieves data from flight schedules, known aircraft databases, and flight movement databases. It extracts data from external systems like the Aeronautical Fixed Telecommunication Network, Radar Data Processing Systems, Flight Data Processing Systems, etc. SkyRev360's processing module carries out a number of automated processes such as reconciling flight plans with actual movements and issuing missing flight reports.
- **Invoicing module:** SkyRev360 includes a comprehensive repository of air operator addresses. The system maintains all account attributes and allows for an extensive view of associated data, including aircraft specifications, flight movements, billing ledger records, etc. It records invoice transactions, including invoices, payments, credit notes and debit notes. Charges are calculated using customizable formulae. The bills are fully compatible with the IATA E&F billing process and aviation industry quality standards. SkyRev360 can do 100% electronic invoicing in the aviation industry standard IS-XML format.
- **Collection:** All collections are managed in the IATA E&F process, which offers efficiencies and automation to ANSPs and airlines by settling through IATA Settlement Systems. Your funds will start arriving according to a schedule you select. IATA's wide range of currency services enables air operators and ANSPs to pay and collect in their preferred currency.
- **Airline queries:** The IATA team handles all queries and disputes related to billing and collection from your air operators.
- **Dashboard and reports:** Incident reports, airspace usage, traffic volumes, economic values and more are always at your fingertips. Users can view them as tables or graphs and download them as Excel, HTML, CSV, or PDF.

Find out if SkyRev360 is right for your organization:
contact us today for a
FREE consultation.



The experts behind SkyRev360



25 YEARS OF EXPERIENCE COLLECTING AERONAUTICAL CHARGES

75 AUTHORITIES SERVED WORLDWIDE

OPERATING TWO GLOBAL SETTLEMENT SYSTEMS SETTLING OVER

3.5 USD BILLION SETTLED PER ANNUM

300 USD BILLION PER ANNUM

+4000 OPERATORS INVOICED

4 FIRs

2.3 MILLION AIRCRAFT MOVEMENTS PER YEAR

9.6 MILLION KM² OF AIRSPACE

130 AIRPORTS

1165 MILLION USD AERONAUTICAL REVENUE

We know operators, we know financial settlement

The International Air Transport Association is a trade association that has been representing some 240 members for more than 70 years, covering 84% of global traffic. IATA manages over USD 300 billion in operator funds per annum and knows what is required from financial systems: security, stability, and simplicity.

We are regularly audited in our practices, including compliance with anti-money laundering legislation. Our financial systems are designated with the ISO 9001 certification.

Experts in automated data gathering for air navigation

The Airports Authority of India under the Ministry of Civil Aviation is responsible for creating, upgrading, maintaining and managing civil aviation infrastructure in India. It also provides air navigation services in varied geographic terrains over Indian airspace and adjoining oceanic areas. It manages a total of 125 airports, including 18 international airports, 7 customs airports, 78 domestic airports and 26 civil enclaves at military airfields. AA! also has ground installations at all airports and 25 other locations to ensure safety of aircraft operations.



Learn what SkyRev360 can do for your ANSP:

contact us at SkyRev@aai.aero
or SkyRev@iata.org

IATA and AAI are two distinct entities with separate missions and services which are operated separately and independently. While IATA operates the E&F invoicing and collection service and AAI operates the billing data gathering and management service, these services are compatible and create good synergies and efficiencies when combined. SkyRev360 is the expression of a joint marketing effort to promote the synergies and efficiencies between the IATA and AAI services, and invites interested stakeholders to benefit from these. IATA and AAI will remain solely and individually responsible for their respective services, which will be contracted separately. IATA and AAI are not engaged in any partnership or joint venture and cannot bind or otherwise engage the liability of each other contractually or otherwise.