

APM

Airlines worldwide choose APM

For profitable operations and performance



Commercial analysis,
transactional and
supplier communication
tools to manage invoicing,
pricing, costs, catering
and maximise profitability



Flight cost forecasting that you can count on.

Airlines worldwide rely on APM's QuoteManager to quickly and easily forecast flight profitability, and accurately calculate sub-charter and leasing costs.

- Accurately calculate costs for potential flights and flight rotations
- Include costs for handling, engineering, parking, fuel, passenger taxes, over-flight, catering, crew, cargo, distribution and overheads
- Forecast future costs based on actual or predicted supplier cost changes
- Convert to your preferred currency with a built in exchange rate converter
- Calculate seat revenue to target margins
- Calculate flight profitability
- Generate quotations and record acceptance.
- Users of SchedulePlanner can add the accepted quote to the flight production schedule.

Features include

- | | |
|--|---|
| • Revenue margin adjustment wizard | • Quotation list |
| • Supplier 'cost sets' for accurate simulation | • Customer proposal documents |
| • Multiple costs and currency sets for financial transparency throughout the simulation adjustment wizards | • Text and graphical displays of schedules |
| • Supplier, airport and distributors database | • Cost adjustment audit log |
| • Tax code dictionary | • Possibility of commission and discount adjustments. |



ProfitSim

A powerful simulation tool to increase profit. Discovering your most profitable schedule has never been easier.

Combine ProfitSim's range of saved schedule sets with APM's scheduling and crewing simulation tools to test scenarios and pinpoint the most profitable schedule.

- Import live Schedules (users of ScheduleSim)
- Forecast the effect of cost changes using scenarios
- Convert to your preferred currency with a built in exchange rate and converter
- Forecast flight revenues by anticipated seat load factors and destination
- Predict profitability for your flight programme over a season
- Identify loss making and low margin flights
- Visual insights to assist with decision making prior to flight operation
- Gross and net margins precisely calculated
- Evaluate results by network, schedule, fleet, route, flight type and destination
- Calculate ASK's, RASK's, ASM's and RASM's
- Report on costs, revenue, profitability and compare forecast to actual performance.

Features include

- | | |
|--|---|
| • Text and graphical display of schedules | • Inflation grid matrix wizard |
| • View modes for schedules | • Tax code dictionary |
| • Scrollable schedules and drag-and-drop visual display | • Supplier and airport database |
| • Easy to use schedule amendment for 'what-if' simulations | • Direct operating costs, indirect costs and overhead costs |
| • SSIM import and schedule copy feature | • Profitability simulations and reports by schedule, fleet, destination or route schedule Profitability |
| • Storage and simulation of multiple schedules | • KPI indicators |
| • Multiple fleet scenario | • Comparison report generator |
| • Multiple supplier 'cost sets', 'revenue sets' and 'currency sets' for simulation | • Ability to export reports to Excel and xml format |
| • Revenue, cost and currency 'set' adjustment wizards | • General ledger integration options. |



FinanceWhiz

An easier way to keep flight costs in check

With FinanceWhiz you can be sure that you're in control of flight costs.

Because FinanceWhiz lets you calculate a flight's direct operating costs using suppliers' agreed contracted rates, your finance team can easily reconcile invoices once they're received.

- Automatically imports your flight logs and schedule (users of SmartOps and SchedulePlanner)
- Compare expected supplier costs against the actual invoice
- Identify differences between agreed and invoiced costs
- Automatically import fuel and Eurocontrol invoices via an EDI link and match to accruals
- Convert to your preferred currency with a built in exchange rate converter
- Analyse your flight performance, PAX and fuel burn
- Share data with your own data warehouse and financial ledger.

Features include

- Supplier 'cost set' for accruals calculations
- A supplier accounts record check function
- Supplier invoice processing wizard
- EDI import of fuel and Eurocontrol invoices
- Automatic matching of invoices to operated flight accruals
- Flight accruals calculated on flight log operational values
- Accrual calculations based on flight actuals
- Currency sets
- Tax code dictionary
- Supplier and airport database
- Fleet database
- The ability to extract reports into Excel
- Accruals report
- General ledger code dictionary
- Audit log of any supplier cost amendments for accounts compliance
- Integration options to your general ledger with SAP interfaces.





InFlightServices

Take the complexity out of in-flight catering.

APM's InFlightServices lets you easily select, assign and manage meals, drinks and more for passengers and crew on every flight in your schedule.

- Automatically feeds and imports data to and from your planned and live schedule (users of SchedulePlanner and SmartOps)
- Create a combination of in-flight items to suit your flights
- Identify and allocate the items needed to meet your expected PAX
- Calculate the total cost of catering per flight
- In-flight requirements automatically adjust due to any changes in your schedule

Features include

- Text and graphical display of schedules
- Expected passenger display and passenger number import options
- Multiple supplier in-flight service 'cost sets'
- Specifically defined catering message import
- IATA meal code dictionary
- Tax code dictionary
- Supplier database
- Airport database
- In-flight service and catering report by flight
- In-flight service and catering cost accruals generation
- Ability to extract reports in Excel and xml format
- Option to integrate InFlightServices with your general ledger



YieldPlanner

Tailor-made to target profits.

YieldPlanner is a powerful tool to simplify seat sales and distribution so you can more easily maximise revenues and manage yields – especially in the chartered aviation market.

- Automatically import live schedule data with your schedule (users of Schedule Planner)
- Assign revenue by seats and flights
- Match seats with the selected distributors
- Issue pre-flight and post-flight invoices, including passenger and security charges
- Reconcile Passenger Tax total to invoices
- Identify seat availability and sales figures

Features include

- | | |
|---|--|
| • All-flight schedule passenger payload displayed in tabular text | • Passenger departure tax and security charges database |
| • Software wizards to insert seat sale allocations by flight, by rotation, or by series | • Supplier and distributor database |
| • Seat payload allocation features based on aircraft configurations | • Pax tax reconciliation |
| • Seat revenue matrix import | • Pre and post-flight invoice generation and print feature |
| • Expected and post-flight passenger load options | • Comprehensive airport, aircraft statistics and sales reports |

Providing support for the entire planning and operations process

At APM we believe that technology should help make things easier. We aim to provide airlines with solutions to make the complex simple and reduce time spent on tackling problems.

Our fully integrated solutions are designed to improve efficiency and optimise workflows whilst maintaining compliance and safe flying.

APM products

- **SchedulePlanner**

Aircraft scheduling and slots

- **ScheduleSim**

Aircraft scheduling and slot scenarios

- **CrewLogic**

Crew rostering and management

- **CrewOptimiser**

Crew optimisation and consultancy

- **CrewSim**

Crewing rostering scenarios

- **CrewWebPlus**

Online crew portal

- **SmartOps**

Airline operations control

- **WebOps**

Platform to view live schedules and flight watch

- **QuoteManager**

Flight profit forecaster

- **ProfitSim**

Schedule profit forecaster

- **Finance Whiz**

Post flight invoice checking

- **InFlightServices**

In flight item management

APM Technologies SA

Voie des Traz 20
PO Box 1100
1211 GENEVA 5
Switzerland

General Enquiries

T +41 22 7178499

E info@apmtechnologies.com

apmtechnologies.com

