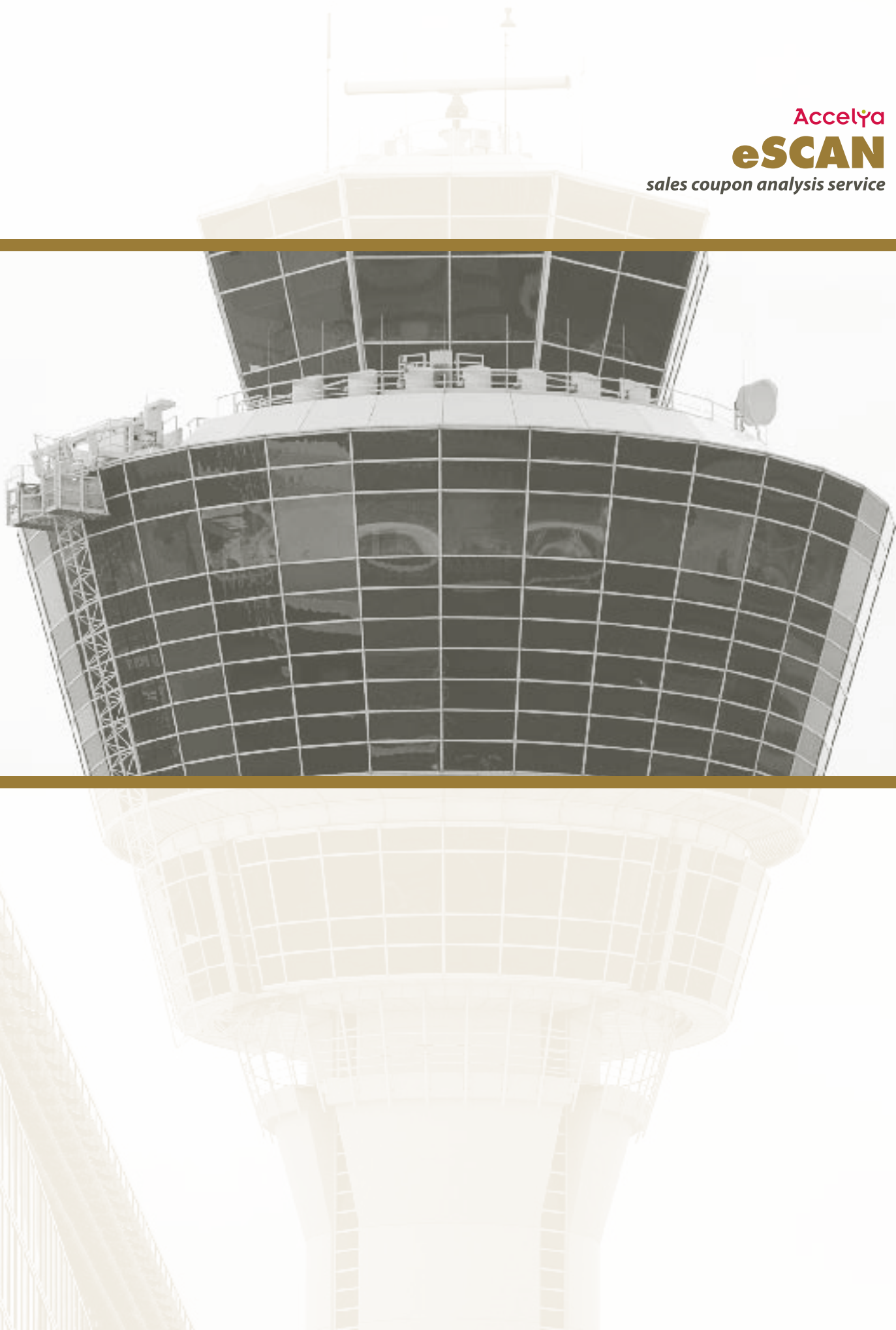


Accelya
eSCAN
sales coupon analysis service





eSCAN
Accelya

**sales coupon
analysis
service**

The Accelya Market & Sales Intelligence Suite offers exhaustive information services of market data and analytical web-based tools to identify revenue opportunities and respond faster and smarter to market changes.

The suite is composed of 3 services: eSMASH, our market intelligence service for travel agents' performance, eSCAN, in-depth sales service information at coupon level and eFLOWN, sales intelligence service based on flown data.

The Accelya Market & Sales Intelligence Suite will allow you to save administration time in your analysis as all your specific groups (destination, travel agent activities, etc.) only need to be maintained once and all the changes will automatically be updated in all the services.



Identify and track your travel agents' performance at coupon level

Presentation

eSCAN is Accelya's web-based service which helps airlines to efficiently identify and track the behaviour of their travel agents' sales.

eSCAN will give you answers to a large array of questions such as:

- What are your travel agents selling?
- Are your travel agents selling high or low value coupons?
- Are they reactive to your promotional offers?
- Are your travel agents already selling in May your summer flights?
- Are your corporate clients truly benefiting from the special fares given to them?
- Where are you with your sales objectives?

Main Features

► ADVANCED FILTER QUERY

eSCAN provides you with a wide range of selection criteria to perform queries at both, ticket and coupon level:

- By agent
- By origin-only
- By destination-only
- By origin-destination
- By fare component: cabin class / fare basis / tour code / transaction / endorsement box
- By carrier: carrier or flight number
- By flight month.

► ACCURATE COUPON VALUATION

eSCAN splits the ticket value using airline industry prorating methods.

► FLEXIBLE GROUPING OPTIONS

eSCAN allows you to create and maintain your own groups (agents, regions, origins, destinations, classes..)

► REPORT GENERATION

Get the results of your queries in a predefined report format.

► EXCEL, CSV AND PDF EXPORT FUNCTIONALITIES

► FULLY SECURED, WEB-BASED SERVICE

Key benefits

► EFFICIENT TRACKING OF YOUR CORPORATE DEALS

eSCAN provides you with a complete analysis of your corporate deals sales.

► EARLY FLIGHT INFORMATION KNOWLEDGE

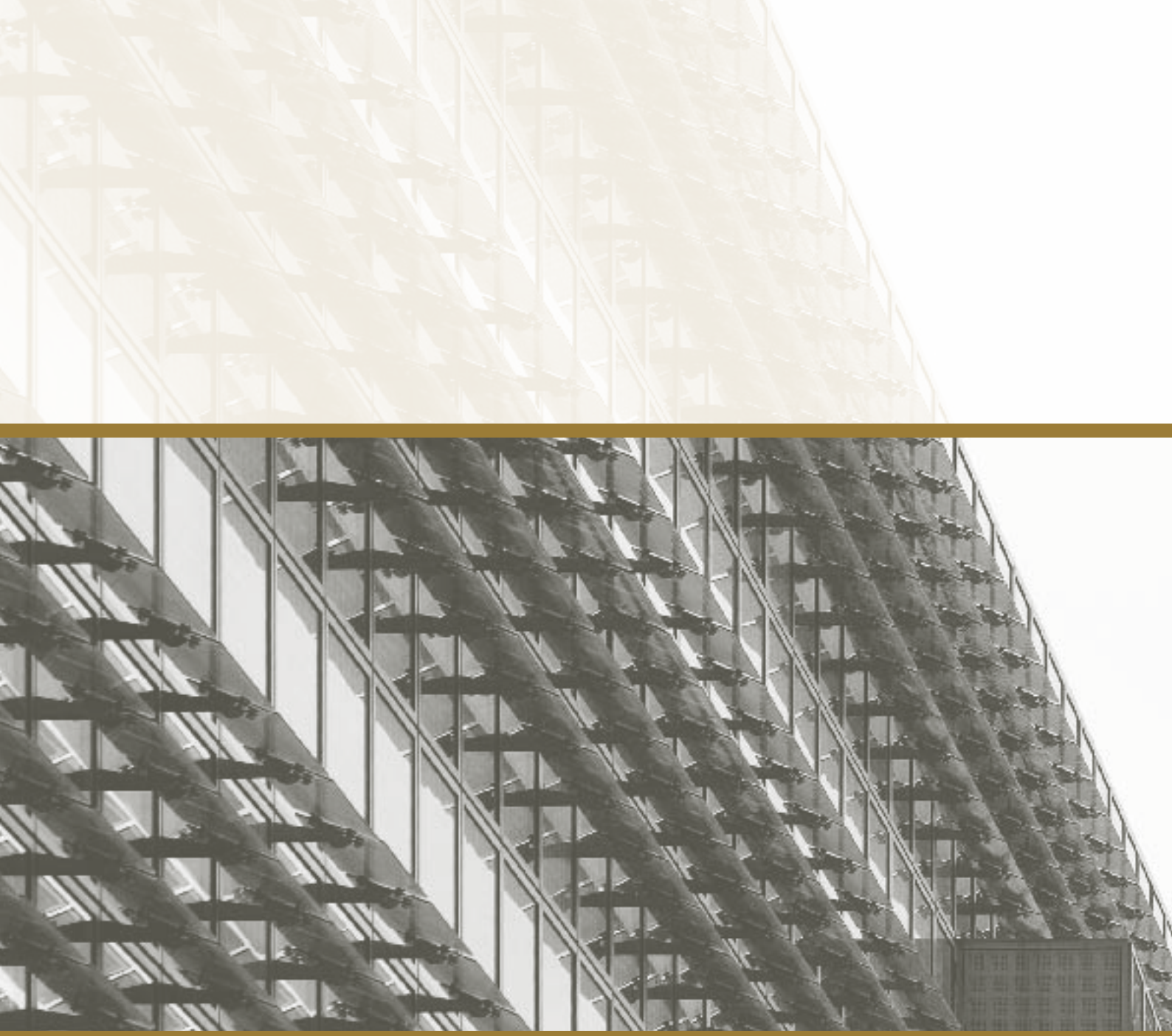
eSCAN provides you with instant information of future flights by number and dates. Thus, you can anticipate your sales actions accordingly.

► EXTENSIVE ANALYSIS OF YOUR TRAVEL AGENTS' SALES

eSCAN allows you to follow up the evolution of your promotions, get the detail of the complete routings sold, split your analysis by public and private fares, by real cabin – class, by high-low contribution...

► FAST ACCESS TO SALES DATA

You will get instant response to your queries and on up-to-date information: Our database is updated on a daily basis.



Accelya



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