

**Invest in tomorrow's  
ATM technology with  
revenue recovered today.**

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**FLIGHTYIELD™**

**AIRWAYS**  
making your world possible

# How good is your pit crew?

## Is your company prepared, operationally and financially, to maximise the potential of new Air Traffic Management technology?

To win a Formula 1 Grand Prix series you need a world class car and driver, and a world class pit crew using the latest technology and skills to support them.

Support your team by giving them the latest technology and helping them increase your revenue!

To win as an ANSP in today's tough markets you also need world class equipment and a world class team supporting them.

Flight-Yield™, from Airways, lets your team claim every dollar due to you. You've supplied the services – now make sure you receive the revenue!

## Against a background of austerity, ANSPs face enormous challenges and are asking:

### Intense pressure to reduce costs

- ▶ How do I manage and contain operational costs to keep the costs to airlines down?
- ▶ How do I fund systems' modernisation and safety improvement initiatives?

### Revenue Assurance

- ▶ How do I accurately charge fully for all the services used by my customers?
- ▶ How do I make sure my invoices are complete, accurate, timely and fair?
- ▶ How do I speed up the airlines paying us?

## The answer is Flight-Yield™ from Airways.

Flight-Yield™ maximises the ATM systems' capabilities - to ensure complete, accurate, fair and timely invoicing.

A large commercial airplane is shown from a low angle on a runway, with its landing gear down and wings spread. The background features a blue sky with white clouds and a green landscape with hills. The runway is lined with red and white lights.

# Transforming ANSP operational effectiveness with Flight-Yield™

**Prioritise revenue recovery today to afford tomorrow's ATM technology investment:**

**Flight-Yield™ - it's the easier way to make every flight pay.**

Keeping it simple and automating the billing process, whatever the business models - Flight-Yield™ makes the task easier, smarter and faster.

**Easier: automated data collection**

- ▶ Maximise the return on your ATM investment
- ▶ Automate the data collection from your ATM systems
- ▶ Remove the errors from manual processes

**Smarter: get the complete picture**

- ▶ Gain client confidence for correct and timely payment
- ▶ Use Flight-Yield's automated data fusion and validation engine for best accurate view of the flight
- ▶ Provide the complete picture to your customers

**Faster: shorten the billing cycle**

- ▶ Automate to speed up the billing process
- ▶ Remove inconsistency
- ▶ Gain customer trust, reduce disputes, speed up payment

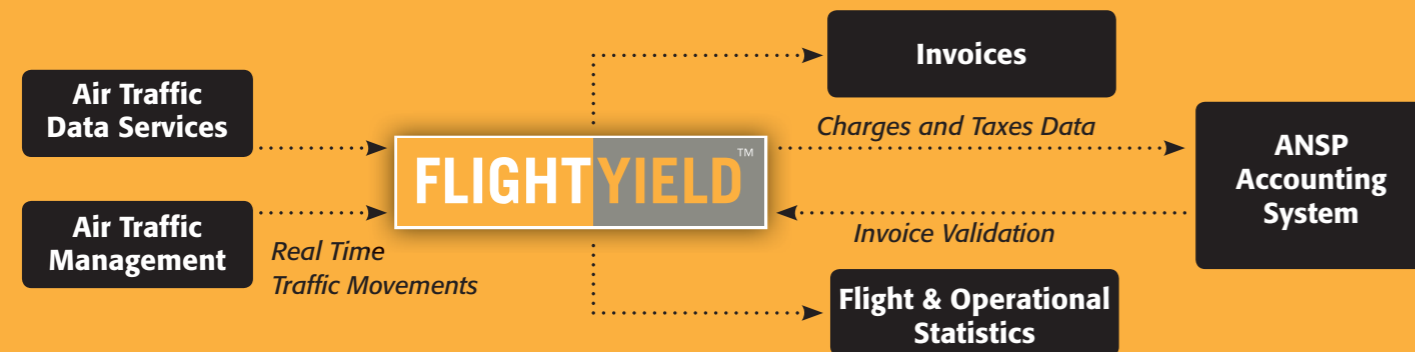
**Confidence: backed by industry experts**

- ▶ Airways knows the ANSP business
- ▶ Airways; a commercial ANSP who has been successfully billing customers for over 20 years
- ▶ Flight-Yield™: Developed by Airways, the company with a proven track record in more than 65 countries

# HOW DOES FLIGHTYIELD™ WORK?

## Flight-Yield™ simplifies the billing process.

Flight-Yield™ converts flight and direct service data into aeronautical charges (ANS and airport), produces invoices and retains flight information for performance measurement and long term planning.



## Flight-Yield™ works by:

- ▶ Creating a single accurate view of an actual flight
- ▶ Validating the flight details, identifying possible data issues for resolution
- ▶ Identifying every service used by a flight for each service provider
- ▶ Determining whether that service is chargeable
- ▶ Allocating the correct charging policy and appropriate taxes
- ▶ Creating invoice data to be incorporated into the billing process
- ▶ Providing online portal for your customers

## Millions of flights tracked

Flight-Yield™:

- ▶ Is highly configurable and scalable, handling from low volume (<120,000) to one of the busiest FIR's in the world
- ▶ Is able to process complex charging policies across multiple FIRs and countries
- ▶ Interfaces with FDPS, AMHS, AFTN, AODB and ATM systems
- ▶ Makes invoicing a breeze



## What our customers say about FlightYield™:

"Flight-Yield™ does more of the work, putting together departures and arrivals and working out where they don't match - it raises exceptions."

"Flight-Yield™ was best in terms of its ability to collect and filter data from different sources."

"Customer queries have dropped by over 50% with Flight-Yield™."

"We now have the ability to process invoices as soon as a flight has gone through the airspace, meaning we get the revenue earlier."

"Airways are highly professional - the whole specification/system design process has been thorough and professional."

"They have a depth of expertise they can tap into for projects."

**FLIGHT-YIELD™ BENEFITS:**

- ▶ Converts flight and direct service data into aeronautical charges
- ▶ Stores flight statistics for performance measurement and long term planning
- ▶ Industry standard centralised data management technology with intuitive web user interface
- ▶ Highly flexible gateway server to collect data from legacy and modern systems
- ▶ Powerful application server charging algorithm for complex and multiple charges
- ▶ Performance and planning dashboard
- ▶ Data output to financial management information systems (FMIS)
- ▶ Invoice reporting module
- ▶ Customer portal for queries and online payment

**KEY EXECUTIVE BENEFITS:****CEO**

- ▶ Confidence of revenue and movement data for performance monitoring, planning and forecasting
- ▶ Improved customer relationships, and reduced customer complaints
- ▶ Achieving payback on the ATM/CNS investment through service cost recoveries

**CFO & Financial Controllers**

- ▶ Improved efficiency of billing cycle resulting in working capital saving
- ▶ Lower revenue write-downs through greater accuracy proving revenue assurance
- ▶ Dashboard summary of flights, associated revenues and trends
- ▶ Reduced number of aged debtors, working capital saving and reduced debt write-off

**CIO**

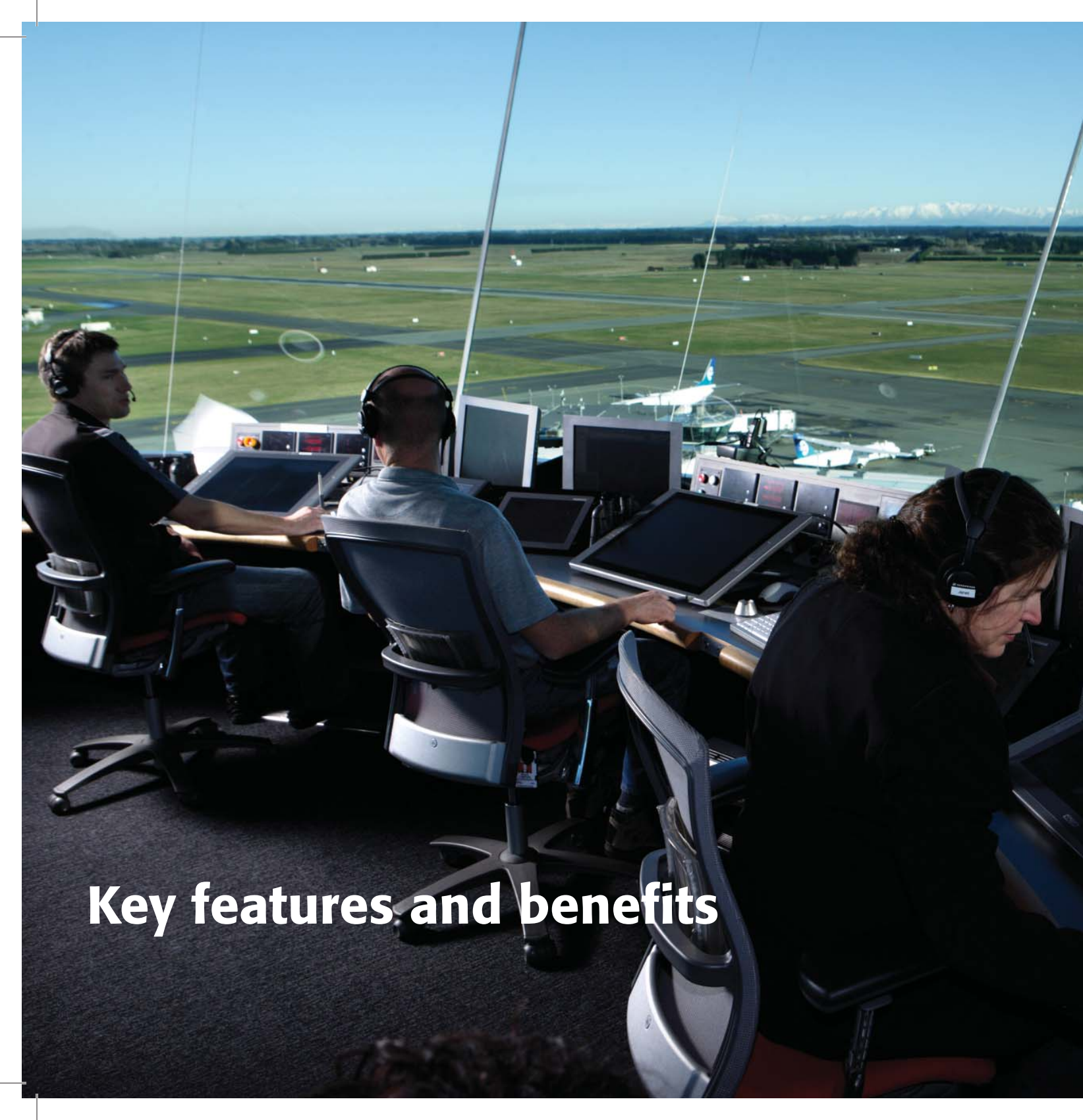
- ▶ Based on open and recognised industry standards and designed for high levels of security to maintain operational and financial separation
- ▶ Seamless integration with existing systems and IT infrastructure
- ▶ Patented technology

**ATC Management**

- ▶ Operational dashboard and statistics to enable improved planning

**ANS Operations**

- ▶ Single best view of complete flight translates into operational statistics, planning metrics and analytics
- ▶ Transparent view of revenue - cost of service delivery by operational locations or business unit, providing an economic planning and performance view of the ANS operation



# Key features and benefits

## Who are Airways?

# AIRWAYS

FLIGHTYIELD™

Airways Corporation New Zealand Limited is an air navigation services provider, with a staff of 750 people managing 30 million square-kilometres of domestic and oceanic airspace. Airways International was established in 1992 to take the parent company's skills and experience into the global arena. Airways International has worked with organisations in more than 65 countries.

We work with government, regulatory authorities, airlines, airports and the general aviation community to ensure pilots, passengers and goods reach their destination - safely.

We draw on our teamwork and expertise to grow the value of our business.

Currently we're working on projects in Asia, the Pacific, Australia, the US and the Middle East.

Airways employs a range of technologies - on the ground, in the air and onboard aircraft - to ensure pilots, their passengers and cargo reach their destinations safely.

**FLIGHTYIELD™**

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**International patents granted:**

NZ 544381 - New Zealand

EA 012638 - Eurasia

**International patents pending:**

WIPO Patent Application Number PCT - WO 2007/100266

Appln No AU 2007221535

Appln No CN 200780007585.8

European Patent Application No. 07747671.1

US Patent Pending

Other patent application numbers pending

To download a Flight-Yield™ white paper, visit:

[http://www.airways.co.nz/airways\\_international/revenue-management.asp](http://www.airways.co.nz/airways_international/revenue-management.asp)

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**AIRWAYS**  
making your world possible