



LEONARDO
Passengers Service System

Leonardo Revenue Management System

SIRENA  TRAVEL



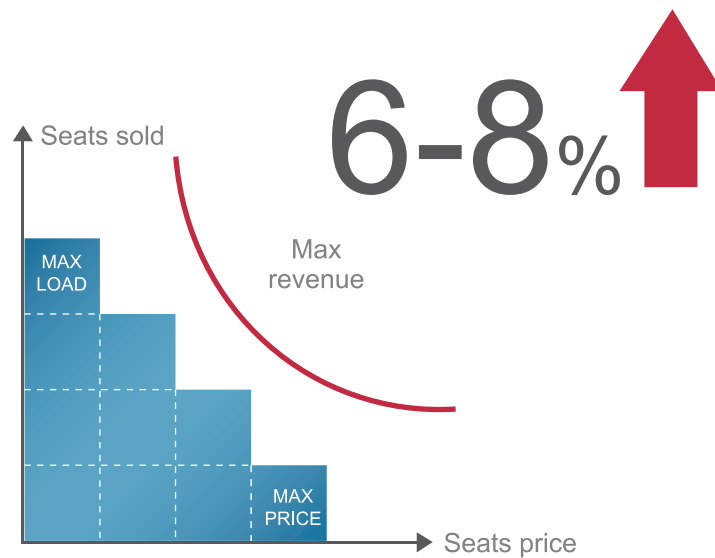
STATISTICS



FORECASTING

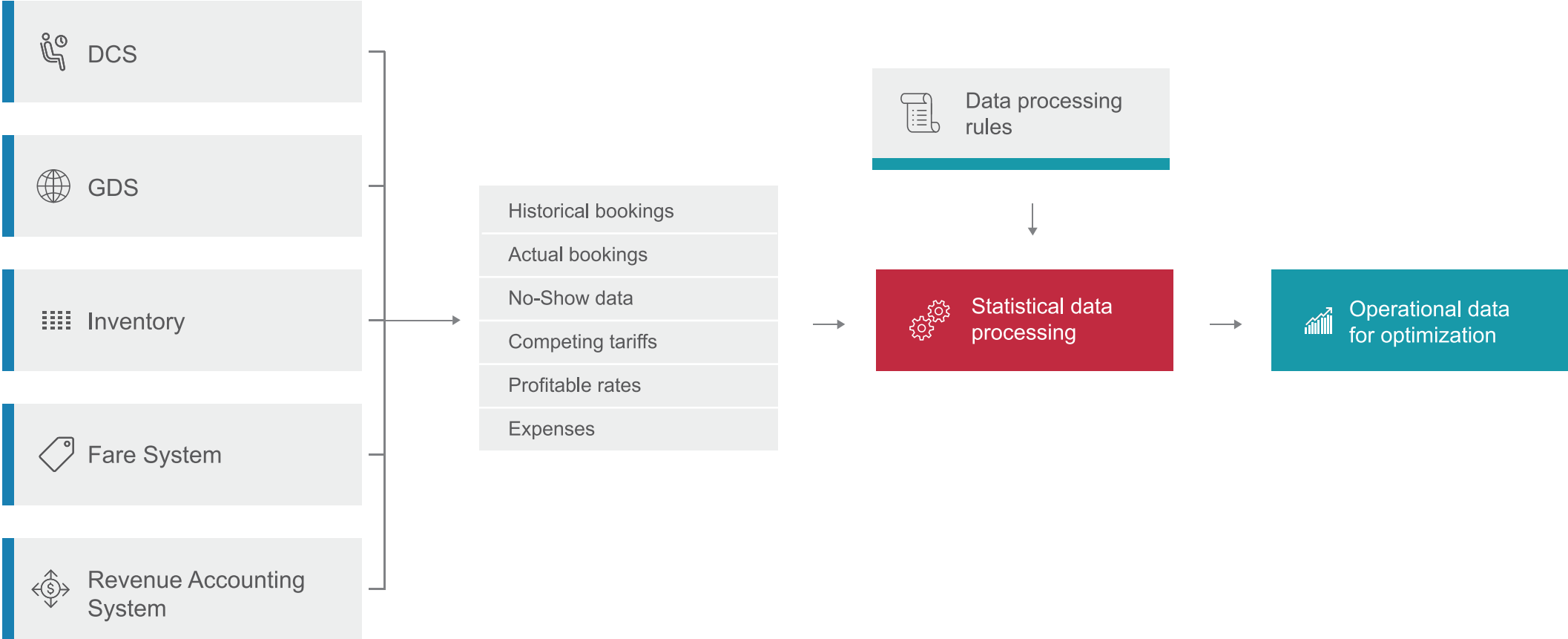


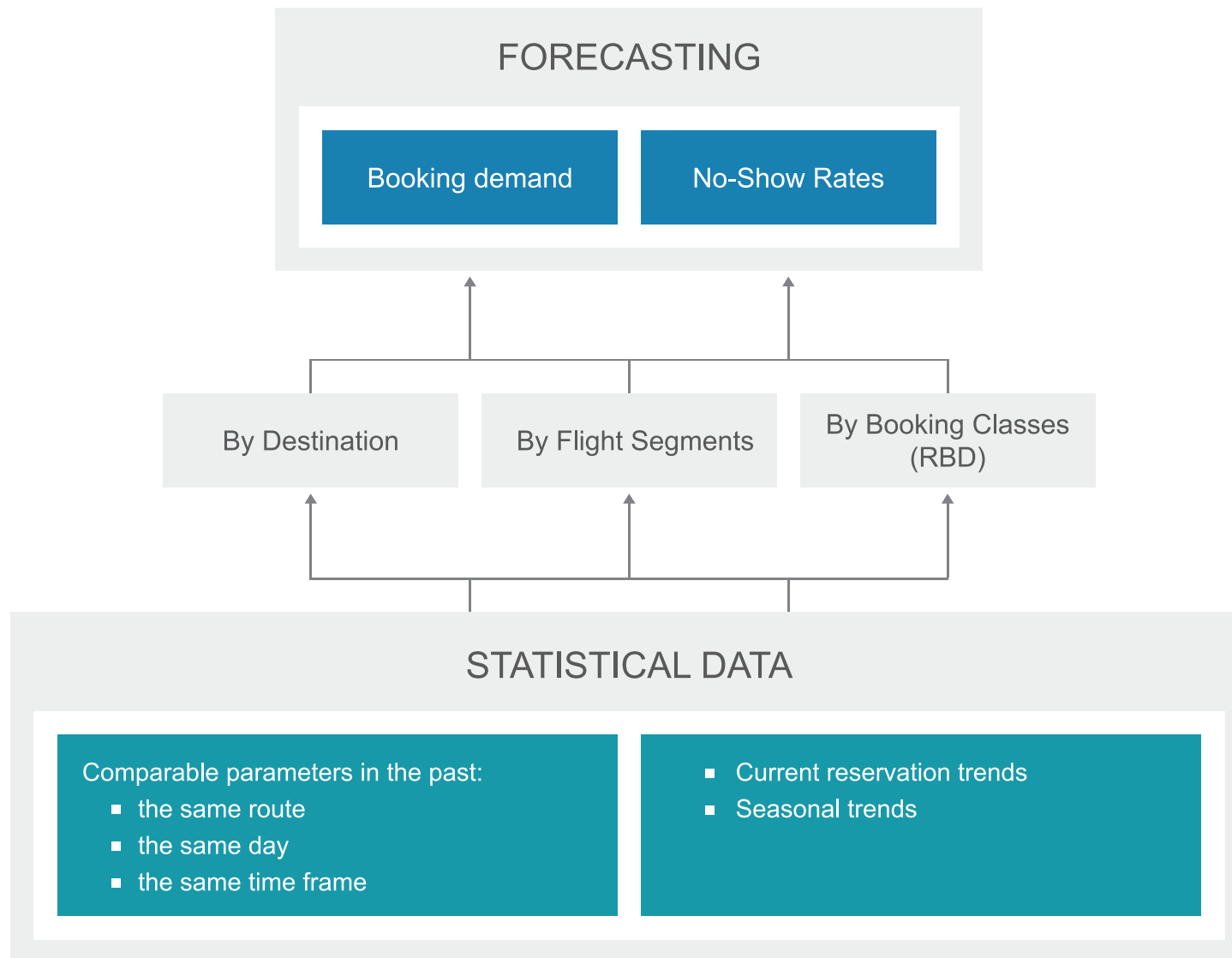
SALES OPTIMIZATION



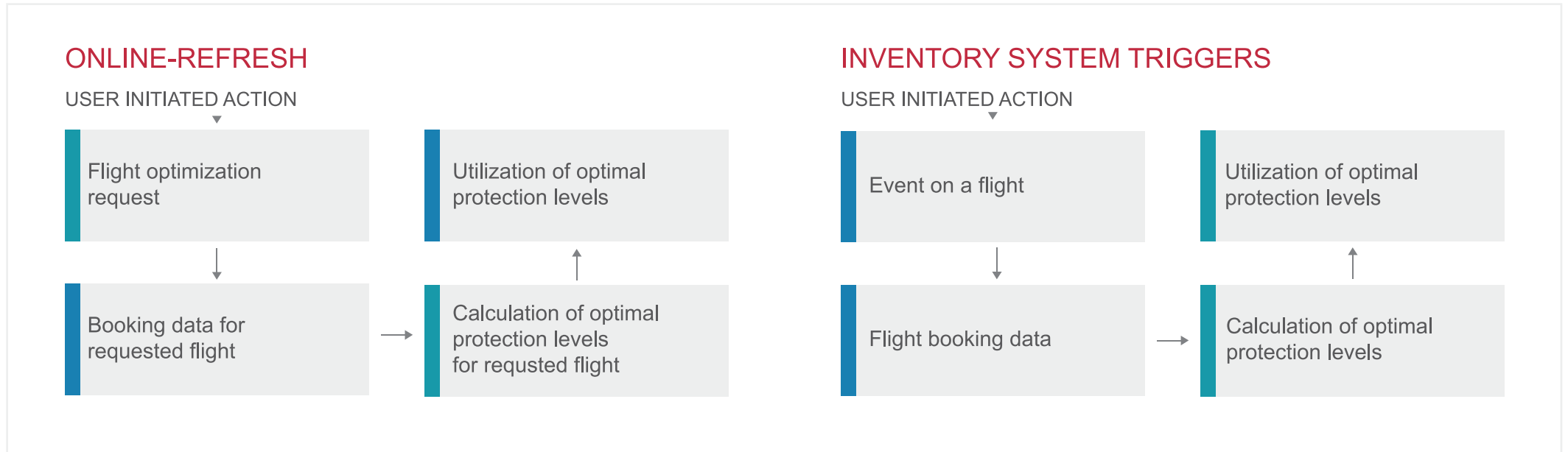
RMS BASED PRICING APPROACH

- Gains multiple customer segmentation
- Combines diversified customer demand
- Satisfies diverse demands

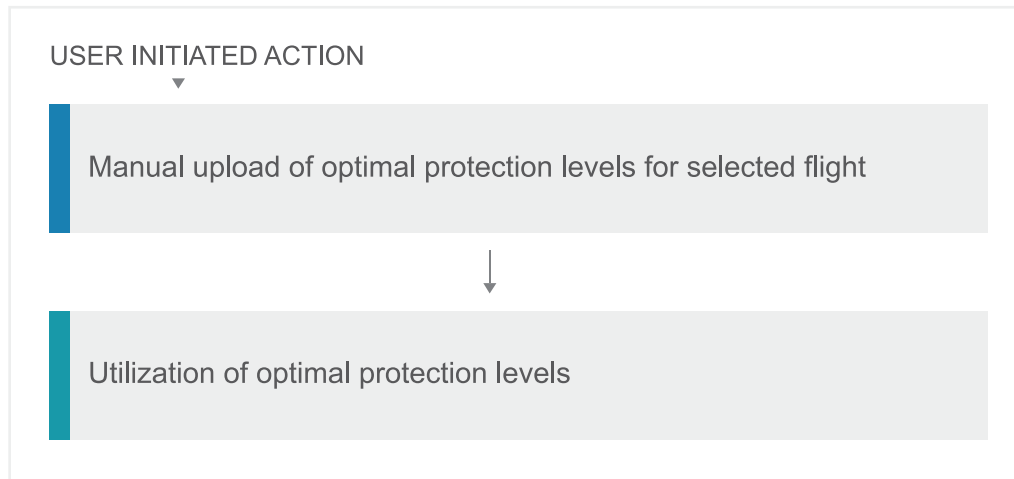




☀ DAYTIME WORKFLOW

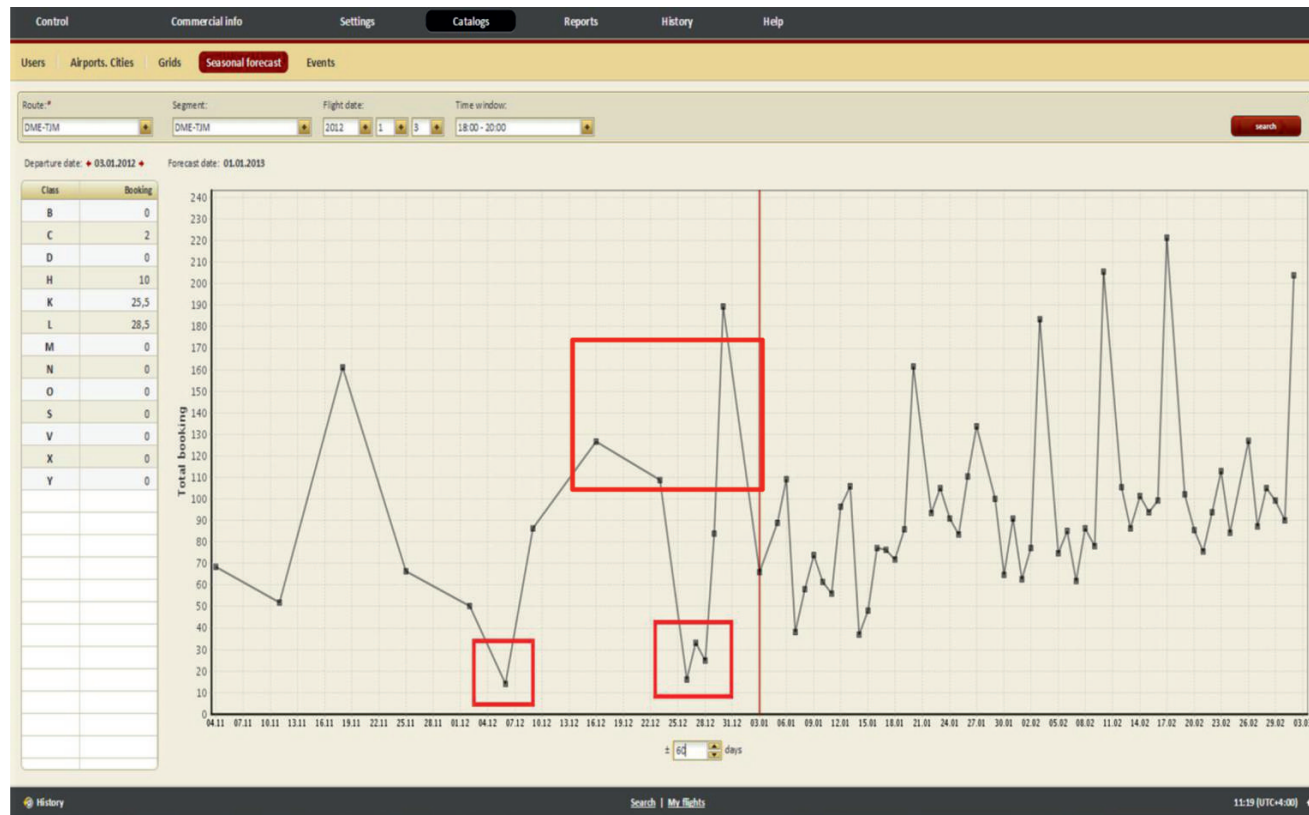


⚙ MANUAL LOAD



🌙 SCHEDULED NIGHT TIME LOAD





DEMAND BASED SPECIAL EVENTS ANALYSIS

- Segment-level based resource optimization
- Tariff management based on competitors fare analysis
- Calculation of the minimum group fare in accordance with flight and group size
- Calculation of overbooking level
- Reporting about significant events on the flight
- User friendly web based interface with content sensitive help system
- Three modes of interaction with inventory systems:
 - on schedule,
 - online,
 - on trigger
- Integration with revenue accounting system
- Sales optimization based on user defined scenarios
- User access management based on selective admission to work with sets of destinations, flights, segments, etc.

SIRENA.REVENUE

Profile Message Interface Exit

Control		Commercial info			Settings		Catalogs		Reports		History		Help						
Flight TK1		ADA-DME											TK1 → ← fri 22.07.2016 11:00 Days: -38 →						
Control booking limits		Parameters		Booking dynamics		Competitor fare		Seasonal forecast		Group		flight info		segment info					
Class C/P	Avg. rev.	Fare	Booking	Block	Book. lim.	OB	Avail	Au	Gr. book.	Wait list	Mix. fct.	Error	Lim. fct.	No-Show	BL	OB	Open	Avail	Au
C	1 175	1 263	4	0	12	0	8		0	0	6	0	2	0	12 / 12	0		8	
⚠ C	1 300	1 328	0	0	0	0	12	12	0	0	0	0	0	0	0		Open	8	12
D / C	1 250	1 302	1	0	0	0	12	12	0	0	1	0	0	0	1		Open	8	12
Z / D	1 200	1 272	0	0	0	0	12	12	0	0	0	0	0	0	0		Open	8	11
I / Z	1 150	1 250	3	0	0	0	12	12	0	0	3	0	0	0	10		Open	8	11
J / I	2 000	1 224	0	0	12	0	12	12	0	0	2	0	2	0	1		x	1	1
Y	671	693	39	0	144	0	105		0	0	144.65	0	98.65	0	144 / 144	0		105	
Y	800	820	2	0	43	0	144	144	0	0	17.5	0	17.5	0	17		Open	105	144
M / Y	780	800	4	0	4	0	101	101	0	0	8.3	0	4	0	8		Open	90	127
K / M	750	785	2	0	9	0	97	97	0	0	21.5	0	9	0	22		Open	86	119
⚠ L / K	730	751	3	0	6	0	88	88	0	0	14	0	6	0	14		Open	66	97
T / L	700	724	8	0	25	0	82	82	0	0	18.25	0	18.25	0	18		Open	55	83
V / T	680	700	2	0	20	0	57	57	0	0	6.9	0	6.9	0	7		x	45	65
Q / V	650	675	2	0	7	0	37	37	0	0	11.7	0	7	0	12		x	40	58
N / Q	620	653	2	0	3	0	30	30	0	0	3.5	0	3	0	3		Open	30	46
E / N	600	620	7	0	3	0	27	27	0	0	9.3	0	3	0	9		Open	29	43
U / E	580	600	7	0	24	0	24	24	0	0	33.7	0	24	0	34		x	27	34
RESULT	717	746	43	0	156	0	113		0	0	150.65	0	100.65	0	156 / 156	0		113	

Slices: 36 20 19 18 17 16 15 14 13 12 11 10 7 6 5 4 3 2 1 0 Fact

recalculate all recalculate BL cancel close all status OK refresh upload

History Search | My flights 10:45 (UTC+4:00)

Current flight information which is uploaded from Inventory system for the purposes of analysis and optimization

Forecasting data by Revenue system

Calculated optimal booking limit (BL) and expected optimized data, in case to be uploaded into Inventory System

CRITICAL FLIGHTS SEARCH BASED ON DEFINED SPECIAL MARKS

The screenshot displays the Leonardo RMS interface with a search for critical flights based on defined special marks. The main table shows flight data with columns for Flight, Route, Dep. date, Dep. time, WD, Aircraft, Phys. cap., Virt. cap., Bkd, Med. fct., Block, Load fctr., Fcst load fctr, Marks, Status, Dem. profile, and Download date. The 'Bkd' and 'Marks' columns are highlighted with red boxes. Below the table, the 'Marks' configuration panel is visible, with 'Capacity change' and 'Avg revenue missing' checked.

Flight	Route	Dep. date (1)	Dep. time	WD	Aircraft	Phys. cap.	Virt. cap.	Bkd	Med. fct.	Block	Load fctr.	Fcst load fctr	Marks	Status	Dem. profile	Download date
YC242	DME-TJM	30.09.2014	20:15	BT	CRJ	50	50	16	68,45	2	32	136,89	▲▲	Uploaded autom	83,91	23.09.2014 05:30
YC242	DME-TJM	29.09.2014	20:50	PH	CRJ	50	50	7	51,91	2	14	103,83	▲▲	Uploaded autom	79,08	23.09.2014 05:30
YC242	DME-TJM	28.09.2014	20:15	EC	CRJ	50	50	13	40,78	2	26	81,56	▲	Uploaded autom	57,61	23.09.2014 05:30
YC242	DME-TJM	27.09.2014	20:15	CE	CRJ	50	50	38	73,69	2	76	147,38	▲▲	Uploaded autom	80,14	23.09.2014 05:30
YC242	DME-TJM	26.09.2014	20:50	MY	CRJ	50	50	36	83,92	2	72	167,84	▲▲	Uploaded autom	106,57	23.09.2014 05:30
YC242	DME-TJM	25.09.2014	20:15	CT	CRJ	50	50	42	71,43	2	84	142,85	▲▲	Uploaded autom	71,64	23.09.2014 05:30
YC242	DME-TJM	24.09.2014	20:15	CP	CRJ	50	50	22	48,72	2	44	97,44	▲	Uploaded autom	68,84	23.09.2014 05:30
YC242	DME-TJM	23.09.2014	20:15	BT	CRJ	50	50	31	45,08	0	62	90,15	▲▲	Uploaded autom	83,91	23.09.2014 05:30

Marks Configuration:

- Forecast exceeds the capacity
- Booking deviation from forecast
- Group size changed
- Wait list change
- Aircraft type change
- Capacity change
- Block change
- Virtual capacity change
- Flight is detected in the system for the first time
- Avg revenue missing
- Default parameters used
- Incomplete data for the forecast
- Optimization error



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