

Aviation Services Ireland

Presentation

for

Airlines Clearing House

San Antonio, Texas



24th April 2019

The ASI team in San Antonio

❑ Myra Neal – Operations Manager NC



❑ Gerry Kelly – Chief Executive Officer



❑ Earl Walsh – Chief Technical Officer

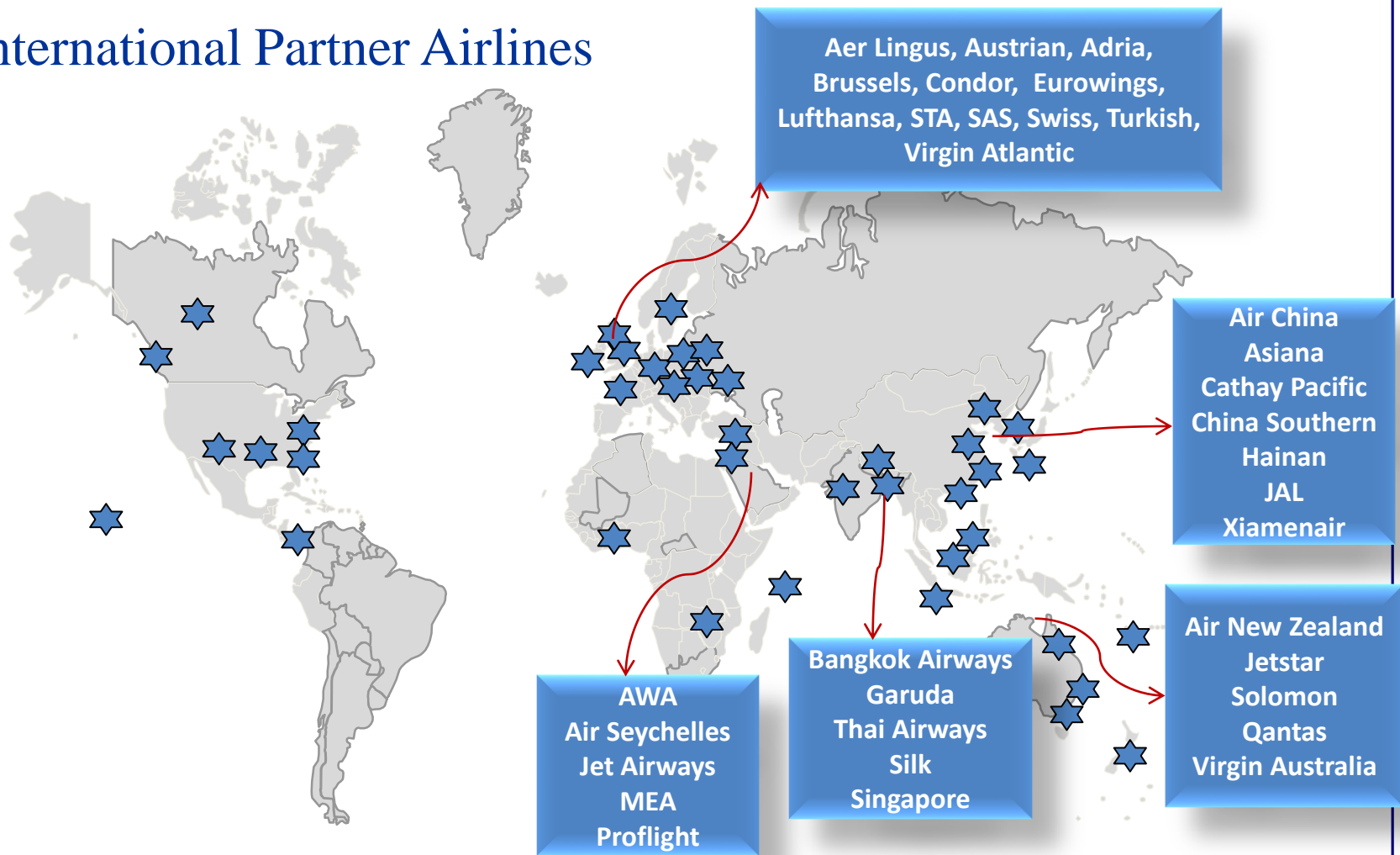


Aviation Services Ireland



Aviation Services Ireland

42 International Partner Airlines

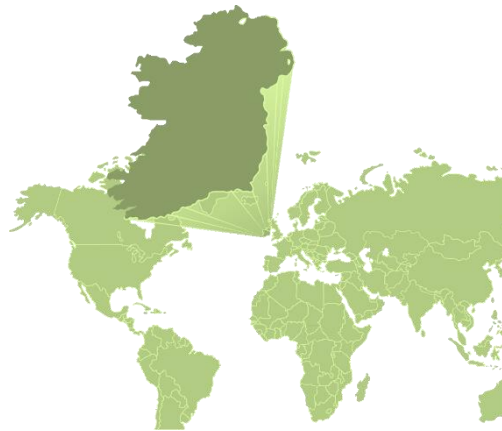


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Based in Dublin, Winston-Salem and Poland

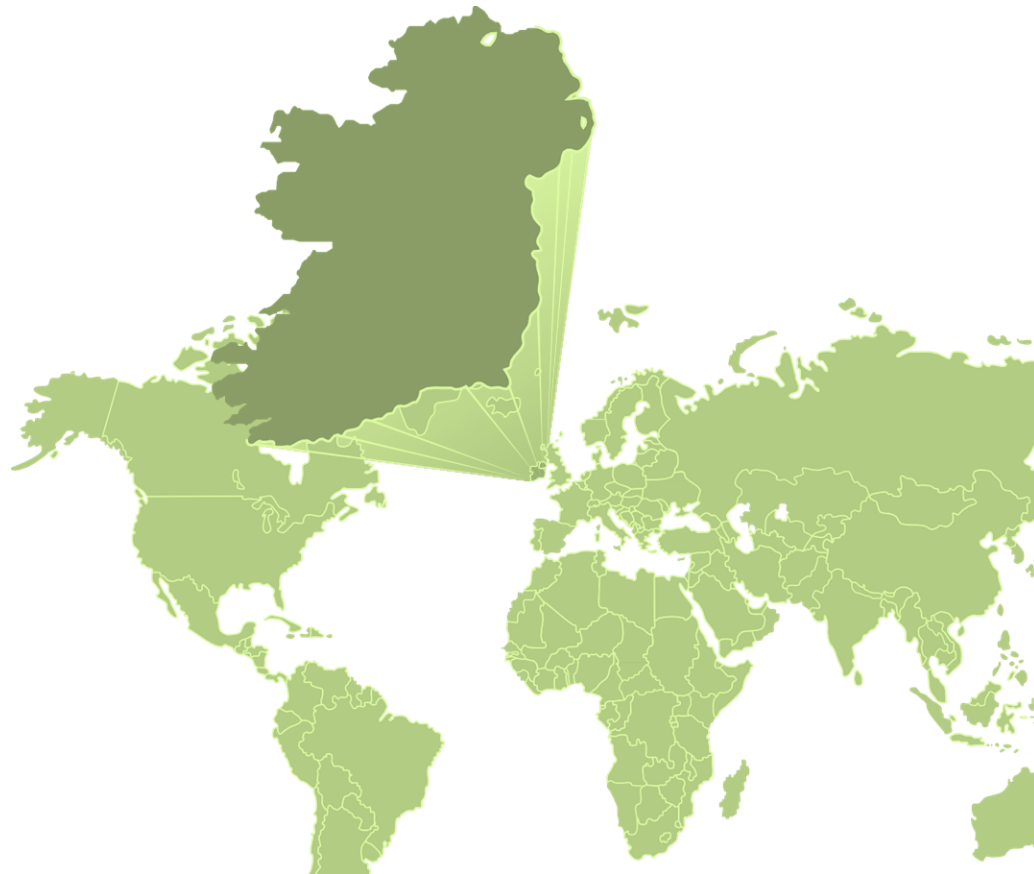


Did you know ?

Ireland was ranked
the 'best country
for business'
globally

#8

Forbes Lists 2018





Did you know (2) ?

Winston-Salem is
ranked
the 'best place for
business and careers

#74

Forbes Lists
2018



- Major Industries: Technology, Financial Services, Tobacco & **Revenue Accounting Support**
- Unemployment: 4.9%
- Job Growth (2014): 1.3%
- College Attainment: 25.7%





What does ASI actually do ?

- ❑ ASI generates additional cash & profit for our client airlines through the validation of interline billings and provision of business process support.
- ❑ We provide excellent quality assurance on the internal processes and systems in the client airline.
- ❑ We provide expert advice, support and feedback as part of the day-to day business contact.
- ❑ We do not commit our partner airlines to a long term contract.
- ❑ We work with airlines who have installed a variety of Revenue Accounting Systems – In-house developed, Mercator / Accelya, Sirax, Navitaire, WNS, NIIT etc.



ASI Auditing Objectives



Protect Airline Revenue

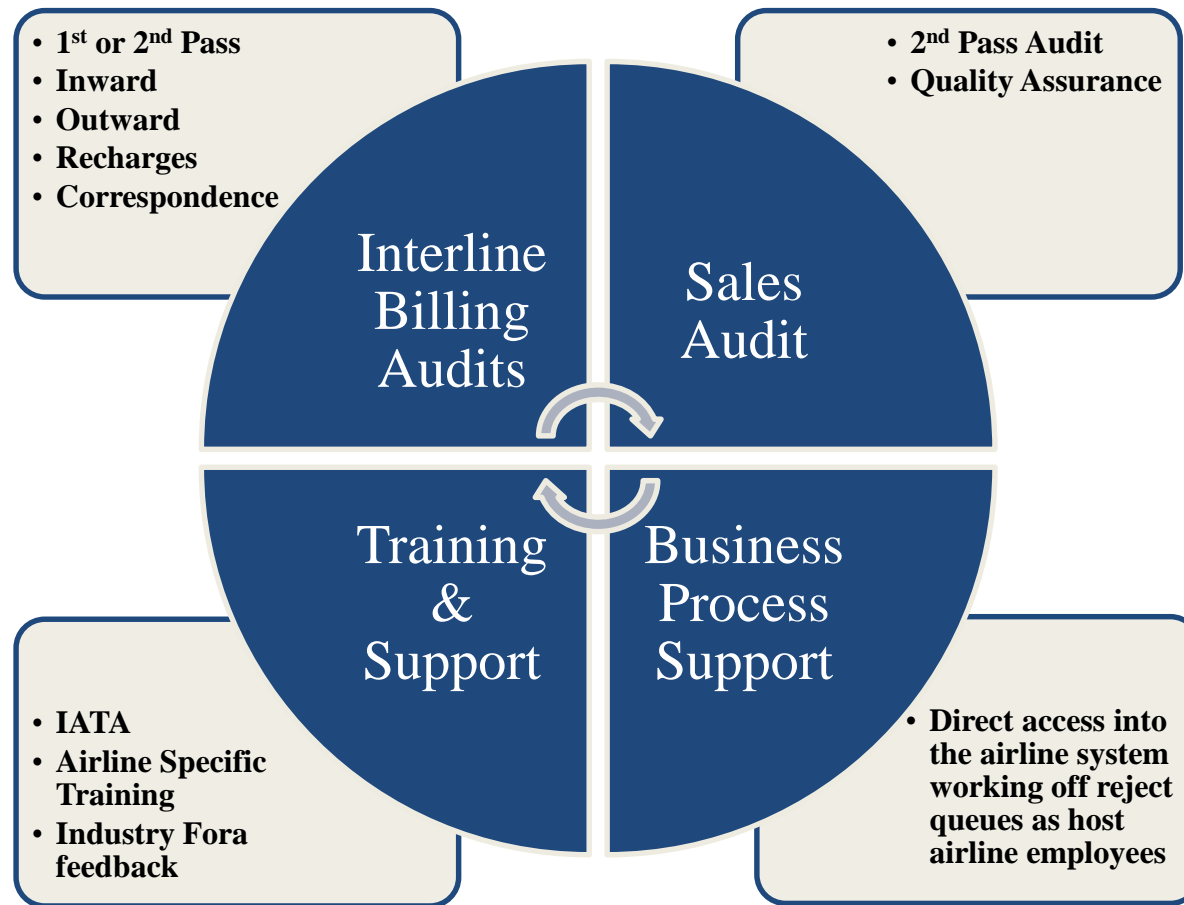
Competitive, Productive and Dependable



Maximise Interline Billing
Recoveries



Aviation Services Ireland



Sales Audit

2nd Pass Audit for potential revenue recovery on ticket issuance and commission errors or abuse by Travel Agents.



Why have a 2nd Pass Sales / Fare Audit?

- ☐ 1st Pass Audit
 - ☐ Labour-intensive solutions
 - ☐ Open to missed monies
 - ☐ Ignore low values
- ☐ Use of 2nd Pass vendor more common in Industry
- ☐ Provides Quality Assurance at no cost
- ☐ Easily put in place
- ☐ ASI approach is high tech using our skilled auditors



ASI Service Results to date

- ☐ Audit results depend on market and system or vendor
- ☐ Based on our experience to date, the results confirm that a 2nd Pass Audit with ASI will generate additional revenue and provide the reassurance that there is no cash leakage.



Always **S**eeking **I**naccuracies



If we can help in any way,
Please talk with the ASI Team

