

An aerial photograph of a snowy mountain slope, showing several parallel ski tracks. The tracks are made of packed snow and run diagonally from the top right towards the bottom left. The background is a vast, white, snow-covered expanse. The image is overlaid with a blue geometric pattern consisting of overlapping triangles and lines, creating a modern, abstract design.

IncentivePro

accelya



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IncentivePro

Incentivizing travel agents is a primary lever for airline sales managers to achieve their sales targets. Therefore, it is crucial to pay out accurate and timely agent incentives. Unfortunately, airlines rely on spreadsheets and semi-automated systems to perform this critical job. Errors in incentives calculation or delays in payout may impact the agent performance and strain airline-agent relationship.

Accelya's IncentivePro processes all types of frontend and backend agency incentives. Purpose-built for the airline industry, it can configure all types of agent contracts. This means that your incentives calculations are accurate, your processes are transparent and payouts are on time. This results in higher agent satisfaction and thereby improved market share.

Achieve agent satisfaction
with accurate and timely
incentives payout

Key Benefits



Payout accurate and timely incentives

Complete automation ensures speed and 100 % accuracy in incentives calculation. This enables you to make your agency payouts on time, resulting in agent satisfaction.






Manage all types of incentives

IncentivePro has the ability to handle all types of agency incentives. You can easily manage backend as well as upfront incentives in BSP & non-BSP countries. For specific BSP markets, Accelya's Net Remit 5 allows you to instantly pay incentives to agents for sale of tickets according to your incentive program.



Key Benefits

-  **Get complete visibility into agent performance**
Gain full visibility into agent performance vis a vis the targets. Regular updates and alerts allow for timely action to motivate the agents.
-  **Track your incentive computations and payouts**
IncentivePro provides all the supporting data required for you to track and audit your incentive payouts.
-  **Reduce operational costs**
Automated processes reduce airline efforts and costs in processing incentives.



Key Features

- ✓ Ability to work with complex contracts across multiple conditions:
 - ✦ O&D, sector, flight, RBD, point of sale and fare basis
 - ✦ Set targets on sales, revenue and market share
- ✓ Role based views and alerts on performance of regions, countries, contracts etc.
- ✓ Ability to mail / transmit PDF performance reports directly to account managers
- ✓ Ability to interface with airline's CRM solution
- ✓ Gap Analysis: Capability to track performance and plan interventions
- ✓ Ability to simulate impact of changes in the contract
- ✓ 100 % traceability of payments and calculations
- ✓ Set different incentives conditions from targets
- ✓ Accrue monthly incentives, and provision for period end payouts
- ✓ Configure for multiple airlines, alliances, groups or partners





Accelya is a leading global provider of technology products and services to the travel and transport industry. Founded in 1976, Accelya delivers financial, commercial, cargo and analytics solutions designed for a world on the move. Formed through the merger of Accelya and Mercator, Accelya provides the mission critical solutions that account for and manage more than 5 billion financial transactions and 75 million tons of cargo annually. Accelya is headquartered in Barcelona, with offices around the world, and serves as a strategic partner for more than 400 airlines, travel agents and shippers.

For more information please visit
www.accelya.com