eTAMIS

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Sales analytics for travel agencies and travel management companies

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eTAMIS

Travel agencies lose out on incentives because they lack the tools to monitor their sales performance. They also lack the air flown data that enables them to effectively negotiate with their airline suppliers.

The eTAMIS solution provides highly accurate flown data information that empowers travel agencies and travel management companies to negotiate better deals with their airline partners. Furthermore eTAMIS allows them to track their performance against set targets.

As a comprehensive web-based sales analytics solution, eTAMIS offers a 360° view of a travel agency's airline sales: bringing together data from BSP markets, non-BSP markets as well as from Low Cost Carriers (LCC).

Analyze your sales data across full service and low cost carriers

Key Benefits

✓ **Steer sales and achieve incentives**

Track your airline deals against set targets, identify revenue leakages and take corrective actions to secure your incentive rewards.

✓ **Negotiate better deals with suppliers**

Accurate flown data information which enables travel agencies to get the most out of their negotiation with airlines.

✓ **Improve network performance**

Monitor your network's performance down to country, area, groups or IATA location level, and take informed decisions based on a fully reliable source of sales data.

✓ **Gain complete view of sales**

eTAMIS provides a single view of your sales data across all GDS channels and supports BSP as well as non-BSP sales data, from ARC for tickets issued in the USA to TCH files for tickets issued in Russia.

✓ **Integrate LCC Data**

LCC tickets sales can be integrated into eTAMIS's reporting module, with the installation of the Flytrack add-on within your travel agency network.

✓ **Advanced web-based reporting**

A web-based and user-friendly interface offering advanced and customizable reporting features.

"eTAMIS gives us a complete view of our sales across agencies in all major markets. Its data analysis helps us plan our network sales, meet sales targets and negotiate better deals with airlines. And it's exactly the type of sales intelligence we need to meet our own business objectives."

Thomas Stöckel, Senior Vice President
Supplier Relations EMEA, BCD Travel

Key Features

✅ Flown data: eTAMIS is the only solution to provide flown data information with an accuracy level exceeding 95%, versus the flown data tracked by your airline partners.

✅ Sales information down to coupon level: eTAMIS consolidates sales information from all your channels in one single view. Our solution calculates the coupon commissionable amount for an airline ticket, with refunds deducted from the original ticket value.

✅ LCC module: The FlyTrack add-on captures sales information of tickets sold on LCC websites which can then be retrieved from eTAMIS' advanced reporting module.

✅ Customizable data: Any additional fields can be added to the eTAMIS reporting module to meet the travel agencies' reporting requirements, such as corporation ID, PCC and Office ID.

✅ Advanced reporting: eTAMIS provides data down to coupon level and incorporates over 70 reporting fields: fare code, tour code, commission information (YQ/YR), O&D, booking class, electronic miscellaneous documents and much more. It includes precise data on the different commissions paid by airlines (standard and supplementary commission) as well as the TAX applied on the commission amount. Reports can be exported into Excel, CSV or PDF.

Key Benefits

✓ Report scheduler: Convenient tool that enables the automatic delivery of any report. The user can plan for the distribution of the report to a list of recipients within the travel agency network, with the frequency of his choice.

✓ Comprehensive dashboard view: The dashboard view provides a snapshot of key sales performance indicators on a single screen. It helps create professional presentation on sales KPIs, in seconds and allows quickly download, send, save, refresh and edit customized presentation templates on the go. It saves a lot of time by providing the customized reports up-front.

Easy query: Get quick results to your crucial queries. Choose from a comprehensive list of parameters and get the reports for different issuing, marketing and operating carriers. Just ask, click and find your results.

Query scheduler: eTAMIS query scheduler saves a lot of time by automating your queries. Just define your criteria, save them and schedule for future period so as to launch your monthly queries automatically.

Data module: eTAMIS data module provides complete picture of all your sales data for all the months, at one place. It allows you to view your sales data as soon as it gets loaded onto the system every month. Get more transparency and clarity on your agency sales data.

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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