

Integrate your financial processes to better manage costs, risks and cashflows

An interview with John Johnston, CEO of Accelya Group



Tell us about Accelya?

Accelya has been in the business for four decades. We help over 200 airlines manage their financial processes and gain insights on their business performance. Our expertise

spans across all critical airline financial processes – Revenue Accounting, Payments, Audit & Revenue Recovery, Incentive Management and Cost Management. We also partner with IATA on industry-wide mission-critical initiatives such as BSP Processing, BSPLink, SIS e-invoicing and Neutral Fare Proration. We have always been at the forefront when it comes to simplifying complexities for the airline industry and you don't stay at the forefront for as long as Accelya has without being innovative, agile and committed to quality.



How is Accelya helping airlines overcome complexities in the financial processes?

Accelya enables airlines to integrate and simplify their financial processes. Our partnership with airlines starts from the time a ticket is issued, all the way through its entire financial lifecycle and until the data is converted into actionable intelligence. This allows the CFO to better manage costs, risks, revenue leakages, cash flows, profitability and overall business performance.

What do you think is the secret of Accelya's success in solving these challenges?

I believe People + Innovation + Relationships; is our formula for success. All the three in equal measure helps us create value for our customers.

Analytics is on everyone's top agenda. What does Accelya offer in this space?

Airlines are constantly looking for new opportunities to reduce costs or increase revenues. We have noticed that there are substantial opportunities hidden in their existing processes. Our experts use a combination of advanced analytics and deep understanding of the aviation industry to identify hidden business potential within airline processes, be it Network Planning, Revenue Management, Sales and Marketing, Alliances or Finance. Our approach to analytics is 'minimum investment, maximum returns' for the airlines.

To know more visit:
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