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Revenue Accounting Solutions

Mercator is revolutionizing the way the world moves people and cargo. We build smart and powerful products that drive intelligence, predictability, and value into our customers' business.

RAPID, the market leading airline revenue accounting solution, is a next-generation revenue accounting platform for airlines serious about transforming their financial data into strategic insights that uncover revenue opportunities, and maximize efficiency and profitability.
RAPID Passenger

Today’s airlines compete in markets that are increasingly dynamic and competitive. At the same time, revenue accounting departments face mounting pressure to spend less time managing transactions and more time supporting strategic decision-making. Mercator leverages the data in our market-leading RAPID Passenger solution to give your airline better visibility, control, and predictability.

“We have achieved on-time weekly and monthly close thanks to Mercator’s RAPID system, enabling us to have faster and more accurate access to revenue data.”
With rapid technological change, shifts in customer behavior, and growing competition from new market entrants, it’s time for a fundamental rethink of airline revenue accounting. RAPID Passenger helps you make informed, strategic decisions that have more predictable outcomes and gain competitive advantage.

Leading carriers count on RAPID Passenger to achieve profit goals, increase market share, and stay competitive. It’s a next-generation revenue accounting platform for airlines serious about delivering the insights - and the assurance - that respond to today’s market demands.

Transform real-time financial data into strategic airline revenue accounting insights to maximize efficiency and profitability. RAPID Passenger gives you a clear view of how your airline is performing, while handling the most complex of business models and interline operations. Integrate seamlessly with reservation systems, financial systems, and industry sources gain a more complete and accurate picture of your airline, and apply consistent controls to reduce risk, minimize revenue leakage, and increase cash flow.
Key Benefits

- Enhanced profitability with swift and accurate identification of revenue earned and faster financial close
- Maximized revenues while improving cash flow and accurately billing other airlines in the shortest timeframes
- Optimized productivity through streamlined revenue accounting processes with tailored workflows and seamless application interfaces
Reporting and Billing

Get immediate visibility with real-time reports and data directly from the transactional system allowing you to accurately calculate revenues and access detail for more in-depth analysis. The result is financial insights that maximize visibility and minimize risk to your airline.

Integration

RAPID Passenger integrates with reservation systems, financial systems, and industry sources such as Billing and Settlement Plans (BSP), Airline Reporting Corporation (ARC), Airline Tariff Publishing Company (ATPCO), and IATA Simplified Interline Settlement Data Exchange (IS-IDEC) to quickly gain a more complete and accurate picture of your airline.

IATA Initiatives

As an IATA Strategic Partner, we leverage our expertise to build better standards and develop innovative solutions to industry challenges and priorities. We play a key role and remain fully committed to IATA initiatives such as NDC, One-Order, DDS, New Prorate Methodology, and EasyPay. From pilot projects to complete roll-out, we work closely with you to ensure your airline is best placed to implement, and is fully compliant with industry enhancements.
Key Features

- Unify passenger, cargo, and mail revenue accounting
- Process passenger sales, ancillaries, refunds, passenger uplifts, and interline billing
- Automate quality checks, audits, and validations
- Integrate with reservations, revenue management, and customer loyalty systems
- Reduce billing cycles to maximize cash flow
- Deliver reports with speed, accuracy, and complete auditability
- Analyze route and capacity performance
- Ensure timely billing, revenue integrity, and protection
- Automate proration rules for final settlement, rejection, and validation of payments between airlines
- Enable fare refund and tax audit
- Facilitate automated reconciliation
- Use smart dashboards for real-time operational updates
- Ensure accounting processes certified by leading audit firms
- Support group revenue accounting and reporting, and alliance management
- Facilitate smart exception handing
Deployment Options

- Hosted
- On-Premise
- Managed Services
Today’s market challenges require fast and accurate cargo revenue accounting to support tactical, operational, and business decision making. In this environment, only the smartest air cargo carriers will thrive. Mercator’s unparalleled experience in air cargo management and revenue accounting helps carriers deliver the insights - and the assurance - that respond to today’s market demands.
In a challenging air cargo environment, cargo carriers are being pressed to maximize their revenue while protecting market share. In order to do so, they must unlock the potential of new and innovative revenue streams that respond to changing customer, technology, and industry needs. RAPID Cargo helps you take control of your revenues and make more informed, strategic decisions that have more predictable outcomes and boost competitive advantage.

Leading carriers count on RAPID Cargo to achieve profit goals, increase market share, and stay competitive. It’s a next-generation revenue accounting platform for cargo carriers serious about delivering the insights - and the assurance - that respond to today’s market demands.

Optimize the processes of airline cargo revenue accounting, while becoming more efficient, profitable and productive. RAPID Cargo enables faster interline billing and detection of revenue leakage through extensive automation and improves your cash flow with tightly integrated processes. Minimize revenue leakage and maximize cash flow by recording cargo and mail revenues accurately and efficiently.
Key Benefits

- Enhanced competitive advantage delivered through powerful information management and complete analysis of all cargo revenue.
- Maximized revenues while improving cash flow and identifying money due to your airline in the shortest timeframes.
- Optimized productivity through streamlined revenue accounting processes with tailored workflows and seamless application interfaces.
- Increased profits with swift and accurate identification of revenue earned, reduced revenue leakage, and minimized overstated profits, reporting cycles, and unit processing costs.
Reporting and Billing

Get immediate visibility with real-time reports and data directly from the transactional system allowing you to accurately calculate revenues and access detail for more in-depth analysis. The result is financial insights that maximize visibility and minimize risk to your cargo operations.

Integration

RAPID Cargo integrates with internal and industry standard applications such as Cargo Account Settlement (CASS), Export & Import, and IATA Integrated Settlement (IS) to quickly gain a more complete and accurate picture of your cargo operations.

IATA Initiatives

As an IATA Strategic Partner, we leverage our expertise to build better standards and develop innovative solutions to industry challenges and priorities. We play a key role and remain fully committed to IATA initiatives such as Proration, Simplified Interline settlement (SIS), IATA Clearing House (ICH) procedures, and CASS settlement. From pilot projects to complete roll-out, we work closely with you to ensure your airline is best placed to implement, and is fully compliant with industry enhancements.
Key Features

- Benefit from an Accounts Receivable (AR) module that improves the collections of sales receivables
- Ensure accounting integration with processing and prove accuracy of the results
- Enable import sales audit through an Import Collections module
- Reduce billing cycles to maximize cash flow
- Handle interline billing and accounting with proration
- Increase productivity with automated proration processes
- Establish a robust audit function for revenue integrity and protection
- Record cargo and mail revenues accurately and efficiently
- Deliver reports with speed, accuracy, and complete auditability
- Streamline miscellaneous billing
- Enable export sales/billing and import sales/billing
- Handle uplift/flown processing
- Support Part Shipment Handling
- Support rejection and recharge processing
- Interface with CASS and CNS
- Reconcile suspense accounts and write-offs
- Support Other Charges (OCDC) in the calculation of proration, commissions, incentives and accrual reporting
Deployment Options

- Hosted
- On-Premise
- Managed Services
RAPID Analytics

It’s time to put your data to work and move beyond the basics of revenue accounting reporting to provide comprehensive airline financial intelligence. RAPID Analytics helps answer your most critical business questions quickly and accurately. By applying business intelligence to your revenue accounting data, RAPID Analytics delivers instant and fact-based insights and recommendations that you can act on immediately.

Airlines are recognizing the need for better intelligence and insights that help heighten their operational efficiency, uncover new opportunities, and minimize their risk. RAPID Analytics is a next-generation BI solution that uses analytics on the data gathered by RAPID to give you clear insight into how your airline is performing.

Through flexible and intuitive querying and reporting, RAPID Analytics transforms your revenue accounting data into the critical management information needed to maintain and grow your competitive edge. It helps you evaluate historical data and learn from past experiences to deliver the airline financial intelligence you need to more effectively support your airline.
Key Benefits

- Smarter decision making by unlocking the value of your financial data and turning it into intelligence
- Increased profitability and better insight into your operations through data-driven insights
- Enhanced audit performance and proactive monitoring against targets through a single data delivery facility
- Faster identification of and reaction to new market conditions to maximize potential opportunities
- Optimized efficiency by leveraging structured and automated data extraction and compilation processes, while maintaining flexible querying and reporting capabilities
Key Features

- Integrate with RAPID Passenger and RAPID Cargo revenue accounting solutions
- Easily automate data extraction from revenue accounting systems and external sources
- Transform data into meaningful and useful information to generate actionable insights
- Support decision-making through accurate and powerful data analysis
- Generate KPI statistics including flown revenue, sales by period, and market and point of sale into flexible and graphical reports
- Gain total visibility of focus areas instantly and in real-time
- Enable visual presentation of performance measures
- Maintain data integrity and automatically identify and correct negative trends
- Create multi-level and multi-dimensional reports via customized dashboards
- Benefit from a user-friendly interface with low reliance on IT support for maintenance
- Expand your scope of analysis by uploading data such as budgetary figures and commercial targets
Deployment Options

- Hosted
- On-Premise
- Managed Services
RAPID Managed Services

Airlines are refocusing their resources to achieve long-term profitability and provide real-time information across the business. RAPID Managed Services, Mercator’s revenue accounting service delivery solution, unites industry, technology, advisory, and analytics expertise to redefine the value of revenue accounting from costly back office to creator of actionable business insights and operational improvements.
Managing your airline’s business processes wisely is key to stay ahead of your competitors. Meet the global demand for travel with our flexible and scalable delivery capabilities for both passenger and cargo airlines. Critical financial processes such as auditing, refund processing, fare filing, reference data filing, and reconciliation smartly integrate with our core offering to drive your business outcomes.

Leading airlines count on RAPID Managed Services to achieve profit goals, increase market share, and stay competitive. It provides end-to-end services that enhance your revenue accounting processes and deliver actionable business insights.

RAPID Managed Services offers a set of collaborative capabilities designed to execute and optimize core revenue accounting business processes and workflows. With seamless integration with RAPID airline and cargo revenue accounting, the result is unified visibility, process management, and automation that will help you achieve real business value.
Key Benefits

- Re-deployment of people and resources to strategic areas of your business where they will have the most impact.

- Access to best practices in airline revenue accounting and a team of business analysts, certified accountants, and industry professionals for process design and improvement.

- Enhanced automation and management of complex revenue accounting business processes and workflows to improve speed, reduce manual work, and eliminate duplication of effort.

- Ensured data integrity and quality with the highest quality of revenue accounting with certifications such as ISO27001 and SSAE16.

- Global reach and depth of domain expertise to provide flexible, scalable, and value-added services that go beyond a traditional managed solution.
• Set preferred routes for origin-destination pairs
• Build routes directly from flight schedules
• Maintain connection time information for stations
• Search for route availability based on various criteria
• Create bookings directly from route availability displays
• Provide route availability via messaging and digital channels
Revenue Accounting Experts

We know that aviation is your specialty. Providing solutions and services for airlines is ours. Our deep domain expertise and experience combined with the market-leading airline revenue accounting product drive measurable results throughout your business.

Interline Billing and Settlement

When it comes to interline partnerships, revenue accounting becomes highly complex. RAPID Managed Services provides consultancy on functional and technical matters such as interline billing, proration tax application, and innovative agreement interpretations. Our teams can pinpoint areas of potential challenge within an interline agreement to help avoid revenue leakage.
Compliance and Quality

Our universally recognized certifications help customers avoid external auditor investigations and associated costs, while regular risk assessments and audits guarantee data security and confidentiality. We ensure our customers benefit from the latest technology and best practices in the industry.

IATA Initiatives

As an IATA Strategic Partner, we leverage our expertise to build better standards and develop innovative solutions to industry challenges and priorities. Our Managed Services experts rely on Mercator's revenue accounting solution, RAPID, to ensure that you benefit from the latest technology and best practices within the industry to include mandates such as Electronic Miscellaneous Documents (EMD), transmission of interline billings electronically through Simplified Interline Settlements (SIS), and applications of new billing and fare construction rules.

Reporting and Fare Audits

Get immediate visibility with real-time reports and data directly from the transactional system allowing you to accurately calculate revenues and access detail for more in-depth analysis. Critical financial processes such as auditing, refund processing, fare filing, reference data filing, and reconciliation smartly integrate with our core offering to drive your business outcomes.
Services

Audit Services - Identification and reporting of revenue leakage throughout the entire ticket lifecycle to include fare audits, refund audits, tax audits, interline audits, RBD (Revenue Booking Designator) audits, re-issues, and exchanges audits

Centralized Refund Processing - Management of the refund process through its entire lifecycle including computation and fulfillment

Fare Distribution (Filing) Services - Advisory, quality control and performance services that maximize your profits

Tax and Industry Reference Data Filing - Service for updating key industry data and ensuring the accuracy and relevancy of financial data
Inter-Airline Business Services - Optimize interline agreements through what-if scenarios, performance benchmarking, and audit services

Incentive Management Service - Computation of incentives for travel agencies

Proration Service – Manage own and interline billing and settlement including fare, commission, discounts, and surcharges

Reconciliation Services – Reconciliation of trade and credit card receivables, sales, and sales receipts

Analytics Services - Delivery of customized data and business intelligence for your airline by a dedicated team

MIS Services – Access to a comprehensive MIS feed from your airline data warehouse to extract and design custom reports as per business requirements

Training Services - Provide professional and industry-specific courses and product related trainings
Key Features

- Support passenger tickets, excess baggage, EMD, and AWB processing
- Enable Flown Revenue Accounting
- Manage sales, refund processing, and accounting
- Handle interline billing settlement and accounting
- Enable proration and revenue allocation
- Handle tax and surcharge billing, reconciliation, and accounting

- Manage miscellaneous billing and accounting for ground handling or non-ticket related activities
- Handle prime, re-issue, refund, and tax audits
- Manage cargo and mail processing and accounting
Deployment Options

- Hosted
- On-Premise
- Managed Services
Mercator is a leading provider of software platforms and product-led solutions to the global travel, transportation, and logistics industry. Mercator helps move the world in the safest, fastest, and smartest ways possible. Every day, over 3 million passenger journeys and 70,000 tons of cargo are processed with Mercator products, enabling us to analyze large streams of data and deliver actionable insights that drive value for our customers. For more information about Mercator, please visit www.mercator.com

Where can I get more information?

To find out how our teams can help you, please e-mail info@mercator.com