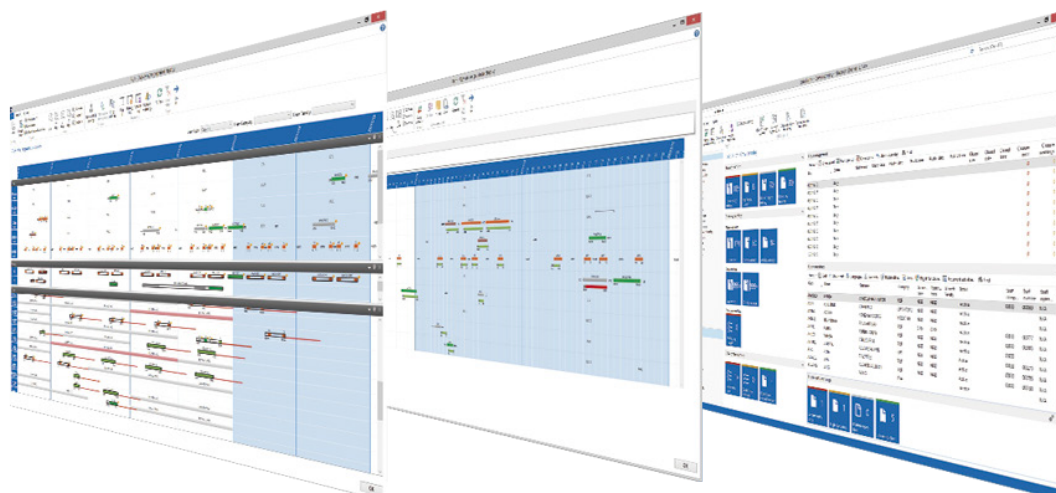




Atennea Air

The most comprehensive ERP software for operating & financial management of your airline

Atennea Air is an advanced and comprehensive software solution for airlines management, based on Microsoft Dynamics NAV. This software includes Quonext Tourism' deep knowledge (more than 20 years in the industry) and experience automating management processes in more than 20 airlines in Spain, Italy, Mexico, Egypt and other countries.



Designed to integrate into a single solution all airlines operational and administrative areas, **Atennea Air** maintains the single data principle throughout the entire system.

Its graphic user interface is 100% compatible with Microsoft's suite, so users can learn how to use the program very easily. **Atennea Air** also interacts with Microsoft Office, providing flexibility.

Integrated information enables all business areas to work in real-time. Because of this, the current flights analysis results can be used to plan next flights. **Atennea Air** is integrated with third-party systems in the aeronautical sector, supporting messaging IATA standard.

Which are Atennea Air main features?

Centralized and unified management

Atennea Air integrates in a single solution all business areas, reusing the information generated by each department to be used by other members, according to their needs and permissions.

All the Company areas share the same updated information, avoiding double scan errors and increasing the staff productivity (employees don't waste their time in non-productive tasks).

Integration with other systems

Atennea Air provides tools to communicate (send/receive information) with other systems, no matter if they are internal or external. The solution allows formats such as:

- XML files
- Web services
- Database connections
- Text files
- Excel files

Information to be sent or received can be customised using these tools. **Atennea Air** also generates information according to the IATA standards (Chapter 5 & 7), and can be easily integrated with:

- Flight planning and operations systems
- Crew Scheduling programs
- Aircraft maintenance & Engineering solutions
- Ticket sales software

Operational control

Atennea Air provides a tight control of flights: from planning to the final performance analysis, through execution control, invoicing, etc.

Operational performance can be measured from different perspectives and detail levels, in order to provide managers a reliable control of the system, combining economic and operational information.

Adaptation to company and industry

Atennea Air takes into account all particularities of this kind of companies:

- Charter
- Regular
- Cargo
- Jet (business aviation)

Furthermore, it is easily customized to fit 100% to the characteristics and needs of each company.

Standard solution

Atennea Air provides a key benefit: a work model already tested which incorporates other airlines experience.



Functional areas such as on board services management, flight quotes, direct costs control and invoicing can get a significant value contribution by means of the optimization of processes.

Microsoft Dynamics NAV Platform

Built on Microsoft Dynamics NAV platform, **Atenea Air** inherits its usability and navigation capabilities (filters, search, navigability ...), and also the international point of view (multi-currency, multi-company, multi-language, etc.).

In addition, it's 100% compatible solution with Microsoft's business products. It enables to share data through the Office applications and operates with SQL Server database, simplifying the information extraction and analysis. Reports based on Business intelligence can be also added.

What includes Atenea Air?



Flight Plan

Atenea Air enables your company flight plan management (short or long term), creating the one related to the following seasons. Changes being made in the program can be sent to customers, suppliers, other departments and even to other systems in order to work all together using the same data.



Charter Contracts

The operational flight program information is complemented by economic data for charter operations, with a wide variety of combinations: price per seat, per flight, per hour, per kg, etc. This information generates the service contract, given to the customer (or customers) operating the flight.



Charter invoicing

From contract information, **Atenea Air** generates the services to be invoiced according to the terms agreed with the customer: fuel surcharges and currency exchange rates. Some services (taxes, fuel, etc.) can be reconciled with actual flight data once the operation has been carried out.

Generated invoices can be sent to Microsoft Dynamics NAV for accounting, or to your company ERP via an integration process with this software.

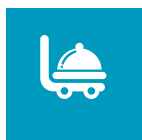


Crew scheduling

Flight duties and services (such as standby, simulators, situation flights, days off, etc.) can be assigned to your company crew members. This schedule will be e-mailed to each crew person, or even to other systems for management (e.g., a corporate intranet).

With this information **Atenea Air** enables to control flight hours, duty hours or breaks that crew members must respect (in Europe, ORO-FTL).

Atenea Air also provides tools to control both expiration of fleet authorizations and training courses for each crew member according to its category and function.



On board services

With the flight schedule information, **Atenea Air** eases the catering and on board sales load for each flight, according to their needs, differing menus for passengers or crew (including special requirements), stewardships, sales

services (catering or duty free) that will be loaded according to each flight characteristics (fleet, route, flight type, etc.).

Therefore, loads can be handled with great accuracy and agility, while the information to be sent to different suppliers for their preparation and planning is generated.



Operations

With the flight schedule, crew and onboard services information, the Operations Department can manage operations monitoring during the progress. Any kind of actual flight information (block schedules, flight schedules, delays, fuel, passengers, etc.) can be entered in **Atennea Air**.

Once the crew information is available, users can manage incidents likely to occur during the course of the operation (either crew or other reasons). The information that has been generated can be used to communicate the operation to the whole Company.



Flight report

Flight information is the starting point of this area. With these data and the information contained in the flight envelope, handling agents information, etc. **Atennea Air** validates flight data (schedules, delays, fuel, passengers).

Because of this, your company can obtain multiple statistics (fuel, passengers, cycles and hours per plane, delays, etc.).

Atennea Air also generates reports for government agencies (ICAO statistics, CO₂ emissions, Eurocontrol delays). All the information is in the application, so a lot of time can be saved when generating these documents.



DOC (Direct Operation Costs)

From the flight reports information and the fares of the suppliers providing the needed services for each operation, **Atennea Air** calculates a cost forecast: fuel, handling, landing, catering, airport charges, etc.

Therefore, the airline has a deep knowledge of the costs incurred once the operation ends. This information is a tool for your company treasury management, a data source to validate invoices from suppliers and even to generate the relevant claims. Sometimes, this validation is automatically performed using each provider own electronic invoice format (Eurocontrol, Iberia Handling, AENA, Newrest, etc.)



Pre-payroll

After studying and adapting your company agreement calculation, **Atennea Air** calculates crew variables based on the flight report and crew scheduling information. These variables can be based on block, trainer and activity hours, allowance, etc.

Once the calculation is completed and validated, **Atennea Air** enables its sending to each crew member, and optionally to your HR solution to prepare the final payroll.



MIS (Management Information System)

This module groups all the generated information in order to present the results and operation studies. Incomes and indirect expenses can be also assigned to the operation for results calculation.

Profitability analysis per fleet, aircraft, route, markets, etc. is also provided, becoming a valuable information for decision-making.



Quotes

Atennea Air includes a tool for new routes study, or to quote the operations required by your customers.

With the operation information and the new routes data (fares, flight time), fuel prices estimates, currency exchange rates and fares increase, this **Atennea Air** area provides an estimate of costs and sales price in order to achieve the desired profitability, and thus determine the viability of the route which will be operated.



Budget

Budgets depending on your company operation can be generated and calculated with the tools included in this **Atennea Air** module. This operation may be an old one, a current one, or even one in the future with new aircrafts and fleets additions.

With this information, the cost rates and an income forecast, **Atennea Air** generates the season or period (annual, etc.) budget. Different scenarios can be analyzed and studied.

Once the budget is approved, this can be compared to your company actual operations. Thus, the airline has a powerful tool for its activity monitoring and even for decision-making.

What are the benefits?

Users can benefit from the multiple advantages related to **Atennea Air**, a solution becoming the most suitable ERP management software for airlines. Some of these benefits are:

- Centralized and unified management of all business areas
- Information generated by each department is reused to be used by the rest of the company, depending on their needs and permissions
- Integration with other systems by means of IATA messaging
- Flight is 100% monitored: planning, execution control, invoicing, etc., and subsequent results analysis
- Each charter, regular, cargo and business aviation airline particularity is taken into account, and can be customized to suit each airline
- Proven work model, incorporating other airlines experience

ABOUT QUONEXT

Quonext is one of the top Spanish IT Consultancy firms providing business solutions (ERP, CRM, Industry-specific software, ECM and collaboration, BI) built on Microsoft and Sage platforms, besides state-of-the-art services (Systems integration, Technological & Business audits, Assessment, etc.) for companies in the Manufacturing, Distribution, Services and Tourism industries. More than 1.000 deployments all over the world have given Quonext a deep technological and business know-how and experience.

The company relies on a highly specialised team, made up of more than 160 professionals (over 75 certified on different solutions). Quonext has offices in Spain: Sant Cugat del Vallès (Barcelona), Madrid, Palma de Mallorca and Lleida.

EXPERIENCE

Quonext is a business technology provider with more than 20 years of experience building and deploying business-oriented software in the Spanish market.