



**ibsoftware**

# Always On, Always in Control of your Revenue

**icargo**



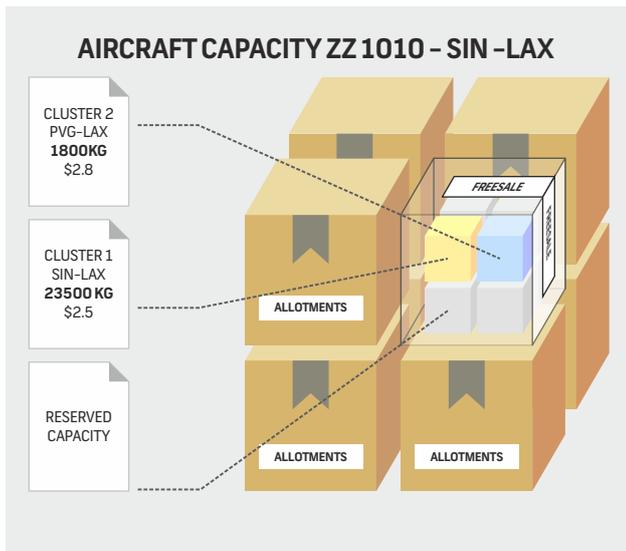
**iCargo Revenue Management (RM)** delivers 10 key industry use-cases for forecasting and optimization, fully integrated with cargo sales, operations and accounting modules to provide a single fully integrated air cargo management business solution.

- ✓ Built on big-data architecture and with dedicated RM analytics engine for optimum performance
- ✓ Fully integrated with iCargo Sales and Operations modules for optimized performance
- ✓ Deploy innovative pricing models at reduced risk
- ✓ Sell intelligently, sell profitably, improve revenue opportunities
- ✓ Maximize yield by controlling and optimizing capacity with Artificial Intelligence-driven revenue protection
- ✓ Achieve shortest time-to-market for new offerings
- ✓ Offer more booking channels via iCargo integrated digital platforms

## Reimagine

## Capacity Optimization

## Go Beyond Traditional Models



### Implement multiple booking classes

System intelligently assess the booking requests and holds or confirms bookings based on demand, available capacity, profitability etc.



### Dynamic bid-price calculation

Set dynamic bid prices for premium protected clusters based on current flight demand and real time booking levels.



### Go beyond permanent bookings and allotments

Accurately predict cargo capacity and flight demand based on historical passenger count, baggage and fuel trends.



### Set and achieve yield & revenue targets

Realize planned revenue returns by setting dynamic prices based on configurable cost heads and business margins.

## Improve

## Business Predictability

## Era of AI & Machine Learning

AI & ML based prediction models



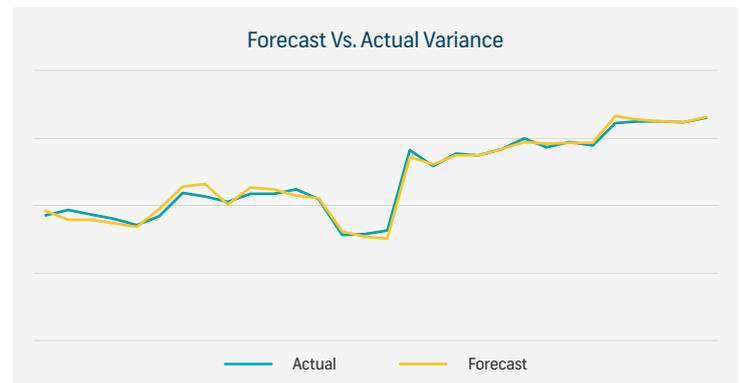
< 10% Mean Absolute Percentage Error (MAPE) compared to actuals



Reimagine product & network strategy



Improve partner performance



## Why iCargo?

1. Industry-first fully integrated RM solution built from scratch specifically for air cargo industry
2. 10+ critical and most used business use-cases fully operational
3. Strong product road-map and R&D focus on continuously expanding business capabilities
4. Proven solution at global customer site
5. Extensive knowledge and experience on RM implementation challenges and best practices – project management, business analysis, data science, testing, roll-out and support

**iCargo™** is a suite of new generation business systems created specifically to meet the IT requirements of the air freight industry. It is a fully integrated suite of air cargo business functions that are designed and engineered on new generation technology to help its global customers reduce their cargo IT costs, improve efficiency, increase revenue and deliver excellent customer service.

**ibssoftware**

Redefining the Future of Travel through Technology Innovation

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