



maureva

Soaring higher together.



ABOUT MAUREVA



About Maureva



For more than 25 years, we have been serving this industry with passion. Providing innovative software solutions to the industry, particularly to scheduled carriers. Our objective is to become a one-stop shop for the Airlines to reach industry standard solutions with a deep and positive impact on their performance and decision-making capabilities.

- 25 years of Airline Software Development
- 20 years as a Service Center
- 75+ companies (airlines / airports / handlers) boosted with our solutions
- **Staff location** : Reunion Island, Mauritius, France, Spain, Canada
- 220 Staff +
- IATA Strategic Partner
- PCI-DSS, GDPR compliance
- Maureva Managed Services: ISO 9001:2017 / ISAE3402 / SSAE 18 certified services

Our Solutions:

Our Solutions portfolio

ALEXIS | 
FLIGHT SCHEDULING CREW MANAGEMENT

EDGAR | 
REVENUE ACCOUNTING SOLUTIONS

KEOPS | 
COST MANAGEMENT & CONTROL

MARGO | 
AIRLINE CARGO SOLUTIONS

MATIS | 
AIRLINE BUSINESS DECISION SYSTEM

Distribution Partnership:

ALISS | **CLOVIS** | 
CHECK-IN SOLUTIONS | SELF SERVICE BAG DROP | easier
WORLDWIDE
world turns faster

Value Added Outsourced Services

**Managed
Services** | 

Process Optimization Solutions in :

- Airline Flight Operations (Flight Scheduling / Crew Management / OCC) : **ALEXIS**
- Revenue Accounting (Passenger and Cargo) : **EDGAR / MARGO CRA**
- Cost Management (Budget, Invoice Management, Claims) : **KEOPS**
- Air Cargo Management (Booking, Issuance, Handling & Tracking) : **MARGO**
- Analytics & Business Intelligence (KPI, Budget & Route profitability) : **MATIS**
- Check-In (Self + Self bag-drop) : **ALISS / CLOVIS**

Value Added Services Capabilities:

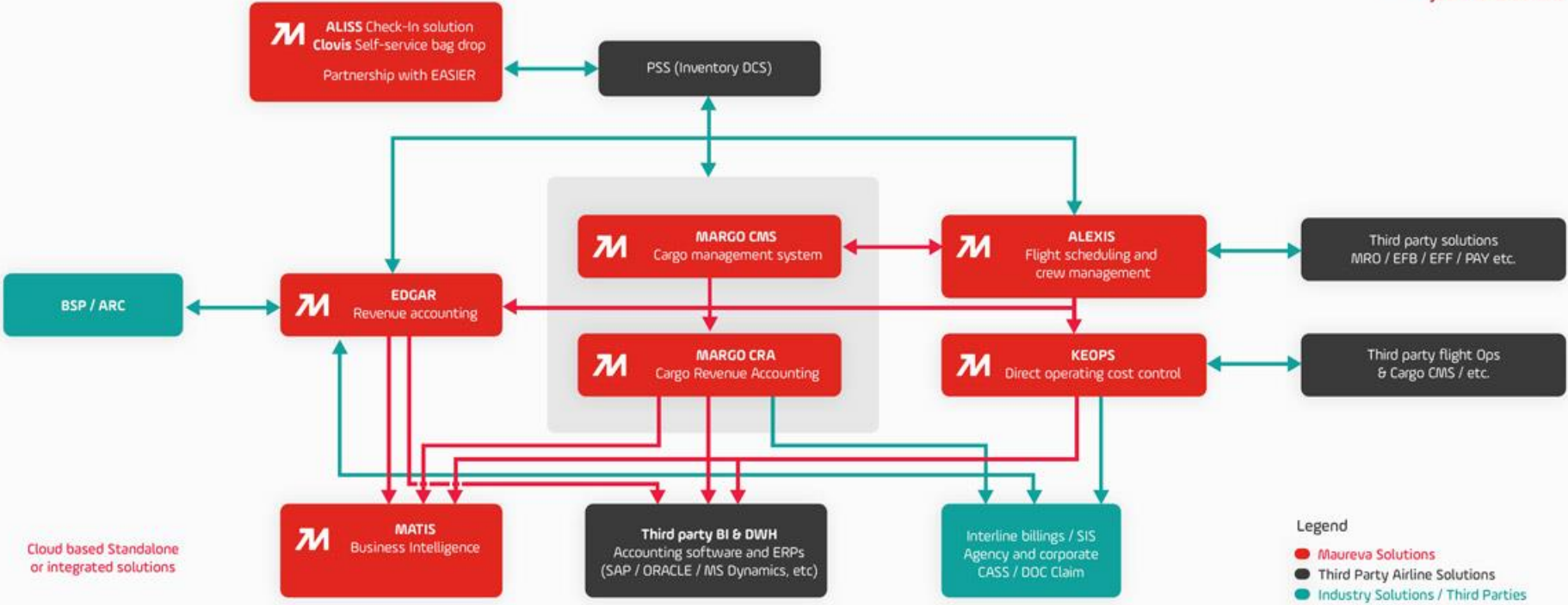
- Outsourced Services in :
 - Passenger Revenue Accounting
 - Cargo Revenue Accounting:
 - Cost Control : Tariff Management, Invoice Control, Cost Management

Our Solutions



maureva

A diversified portfolio of Integrated Solutions within your IT environment



Cloud based Standalone or integrated solutions



KEOPS

Airline Cost Management Solution

KEOPS A Unique Solution for Direct Operating Costs Management and Control

- Direct Operating Costs management :
 - Fuel, Airport Charges, Ground Handling, Air Traffic Navigation, Crew Expences, Cargo Handling, Catering, etc.
- Budget
- Accruals Generation
- Automated Invoice Control
- Claims Management
- Invoice accounting
- Reporting and Analytics



DID YOU KNOW ?!

- A Single **Aircraft** usually leads to approximately **40 to 50 DOC invoices received each month**
- In average, **manual invoices** still represent more than **80%** of the invoice figures
- DOC invoices are **extremely complex** and cost calculations can involve dozens of parameters, without a proper DOC solution, it is **almost impossible to control invoices**
- DOC invoice control and management is **decentralized** for most airlines today resulting in possible **frauds and errors.**
- The average direct savings with KEOPS is **€1 Million** per every **10 Aircrafts'** related DOCs managed in KEOPS
- A Single **Invoice Controller** can manage up **20 Aircraft's related DOCs** with KEOPS (Tier 1 carrier)



Manage DOC and **save up to 2%!**

60% of
Airline Costs
are DOCs

Public tariffs



Airport charges



Air Traffic Navigation



Ground Handling
Services



Fuel



Crew expenses
(HOTAC)

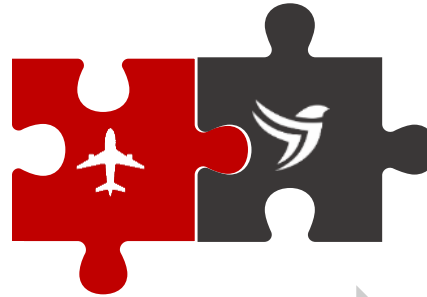
Private Agreements
(non-exhaustive list)



Where it all **Starts!**



Airline Flight Activities

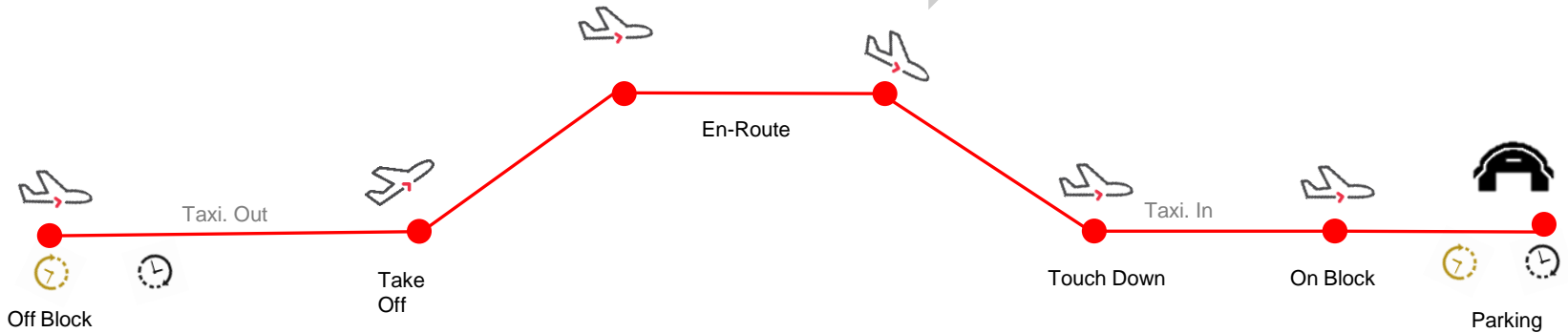


KEOPS
Cost Control Solution

Simulated
Flights




Scheduled
Flights

Actual
Flights



Know your **Cost!**



	Simulated Flights	Quote	Assumption	Scenario Analysis		Simulated Cost Per Flight
	Scheduled Flights	Cost Analysis	Re- Forecast	Compare	Budget Plan	Budget Cost per Flight
	Actual Flights	Real Activities Cost Analysis (Supporting Invoice Control)	Cash Flow Measurement	Gap Effects Analysis	Booking Accruals	Accruals Cost per Flight



WHY KEOPS?

We bring value to your airlines



3. Optimized Accounting Process

Accruals are generated as soon as flight activities are recorded, invoice booking and payment process is automated as soon as invoice is validated !

4. Predictive Analytics and Forecasting

is made easy ! Generate your forecasts for the coming season in a few clicks

2. Accurate Activity-based Costing : resulting in Improved Invoice Control and up to **2% savings on DOCs**

5. Budget Variance Analysis

Comparing actual financial performance against the budgeted or planned performance is easy with KEOPS

6. Improved Supplier Management

Supplier's performance is monitored, errors are reduced



1. Data is centralized

Provides improved visibility on your costs



**HOW
DOES
IT
WORK ?**

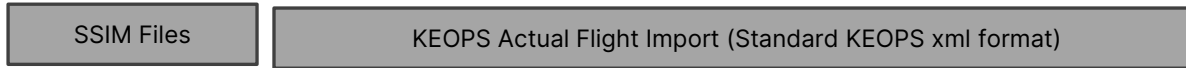
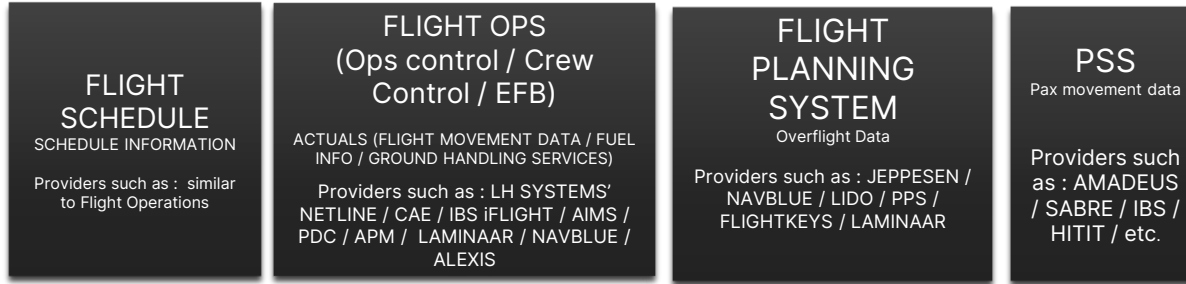


KEOPS
COST MANAGEMENT & CONTROL





KEOPS Data Feeds & Interfaces : A Summarized view



REFERENTIAL DATA
Aircrafts, Exchange Rates, Routes, Private and Public Agreements

KEOPS
COST MANAGEMENT & CONTROL

INVOICES
IATA SIS
EDI e-invoice
OCR / PDF
(Header)



ERP
Accruals / Accounting Data
Providers such as : SAP, Oracle ERP, SAGE, MS Dynamics

Route Profitability / Business Intelligence
Dashboards and Analytics
Standard Feeds Available for PowerBI, Tableau
Ready-to-use Maureva MATIS Solution

Forecast & Budget
Forecast & Budget
Providers such as : IBM Planning Analytics Workspace

1 – BUDGET YOUR COSTS

KEOPS generates Cost Forecasts, possible for multiple flight planning scenarios, based on actual tariffs and budget assumptions parameters, such as passenger and cargo load factors, price variations, exchange rates, etc

Data Captured

Airport tariffs
Navigation fees

Supplier's contracts

Aircrafts

Currency Exchange rates

Navigation routes

Airline
Schedule

Flight Schedule
(Actual,
Simulation)
Multiple scenarios

Assumptions

Pax load factor
Price variations
Currency rates
Etc.

Budget
costs
Multi-
scenario

Benefits:

1. Responsive Planning
2. Improved Decision Making
3. Efficient Resources Allocation

2 – CALCULATE ACCRUALS

Detailed provisional costs are calculated by KEOPS for each operated flight, based on actual tariffs and operational data.

Data Captured

Airport tariffs
Navigation fees

Supplier's contracts

Aircrafts

Currency Exchange
rates

Navigation routes

Operational Data

Actual flights
(KEOPS Flight Import)

Calculations

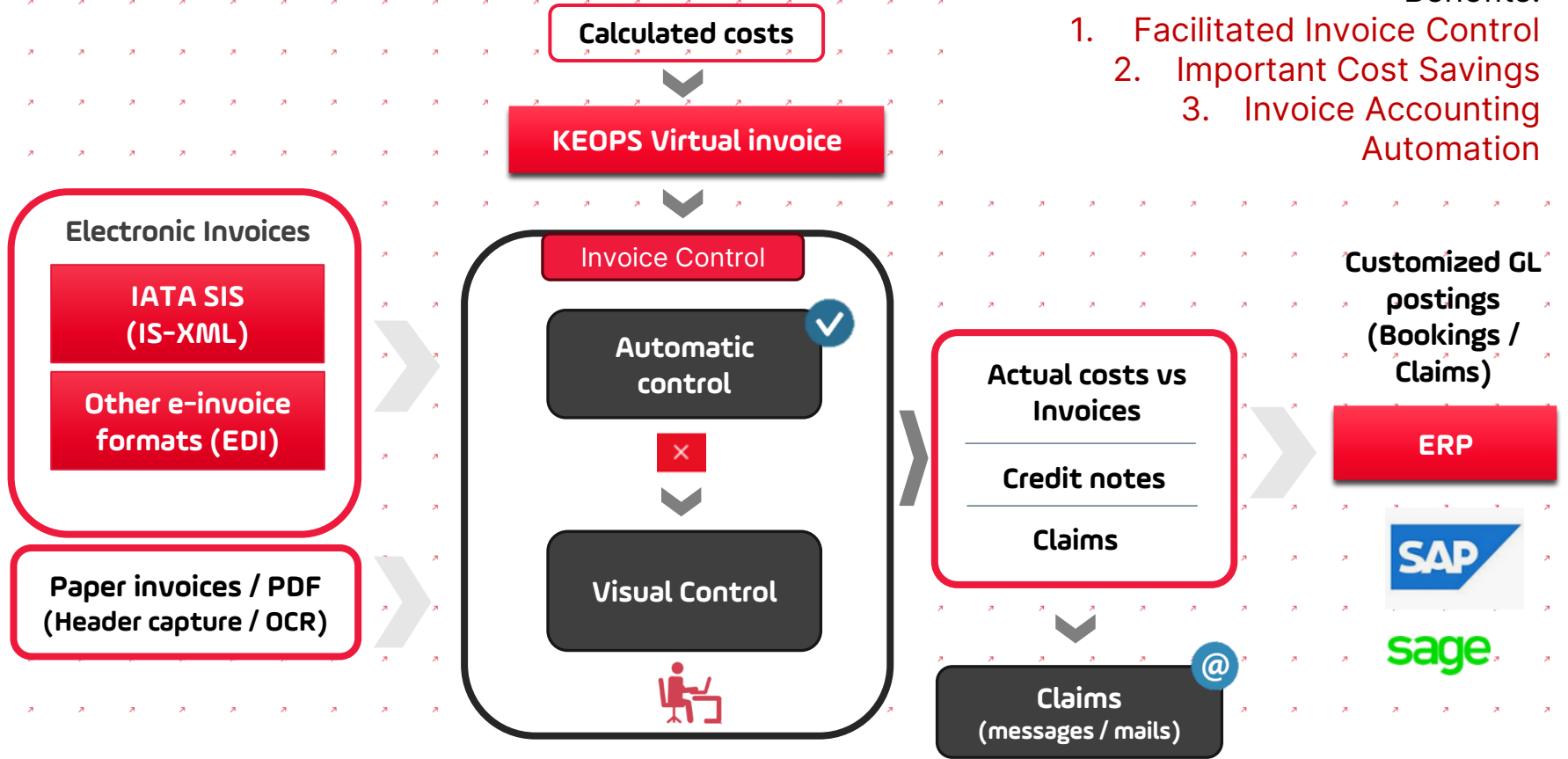
Accruals
Generation

ERP

Benefits:

1. Improved Financial Accuracy
2. Timely Reporting
3. Streamlined Audit Process

3 – INVOICE CONTROL



Benefits:

1. Facilitated Invoice Control
2. Important Cost Savings
3. Invoice Accounting Automation

4- TARIFFS UPDATES

Maureva provides a public tariffs service for automatic updates within your KEOPS environment.

(Private Agreements capture also available)

Benefits:

1. Improved Tariffs accuracy
2. Time Savings
3. Ready-to-use Solution



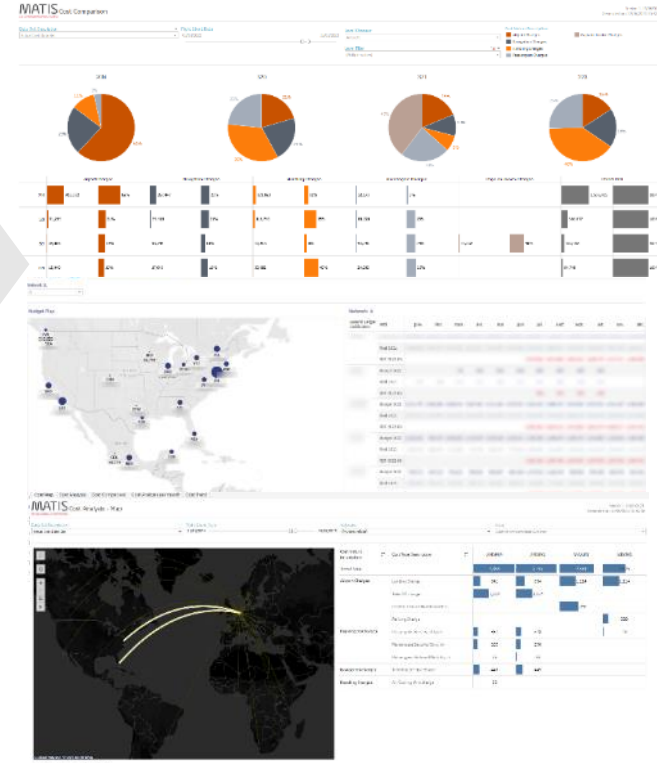
KEOPS Referential Data

Airports
Airport charges
Navigation fees
Gov. taxes

5 - ANALYTICS

MATIS Business Intelligence solution enables dynamic visualizations of your airline cost data. Powered by Tableau Technology

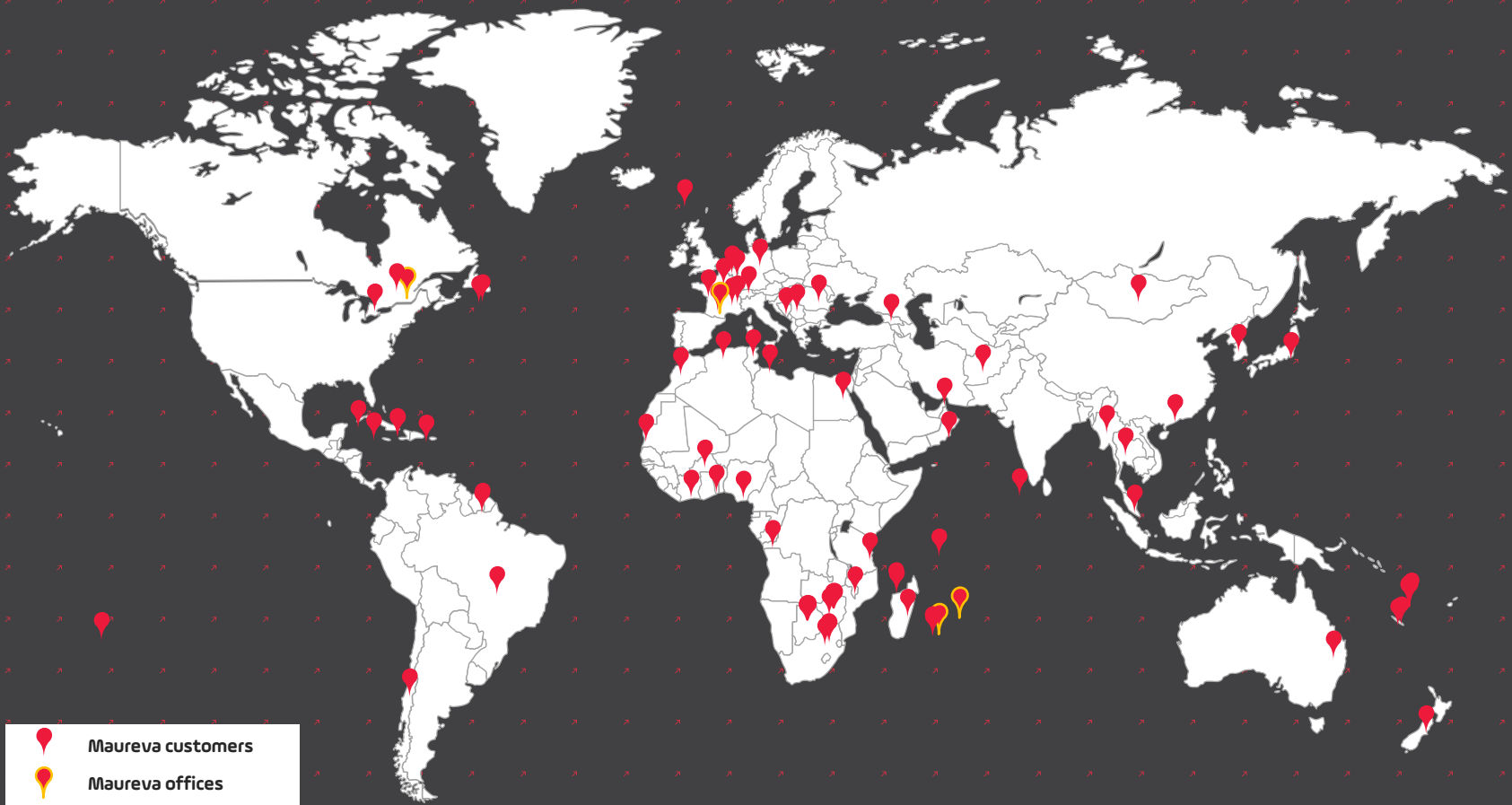
- Flights
- Suppliers
- Budget
- Provision Costs
- Actual Costs
- Invoices
- Claims
- Credit Note



Benefits:

1. Supplier Performance Management
2. Performance Measurement
3. Informed Decision Making




Proudly serving 75+ Clients all over the world








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