



**maureva**

**Soaring higher together.**



## 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 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
- 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 | 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:

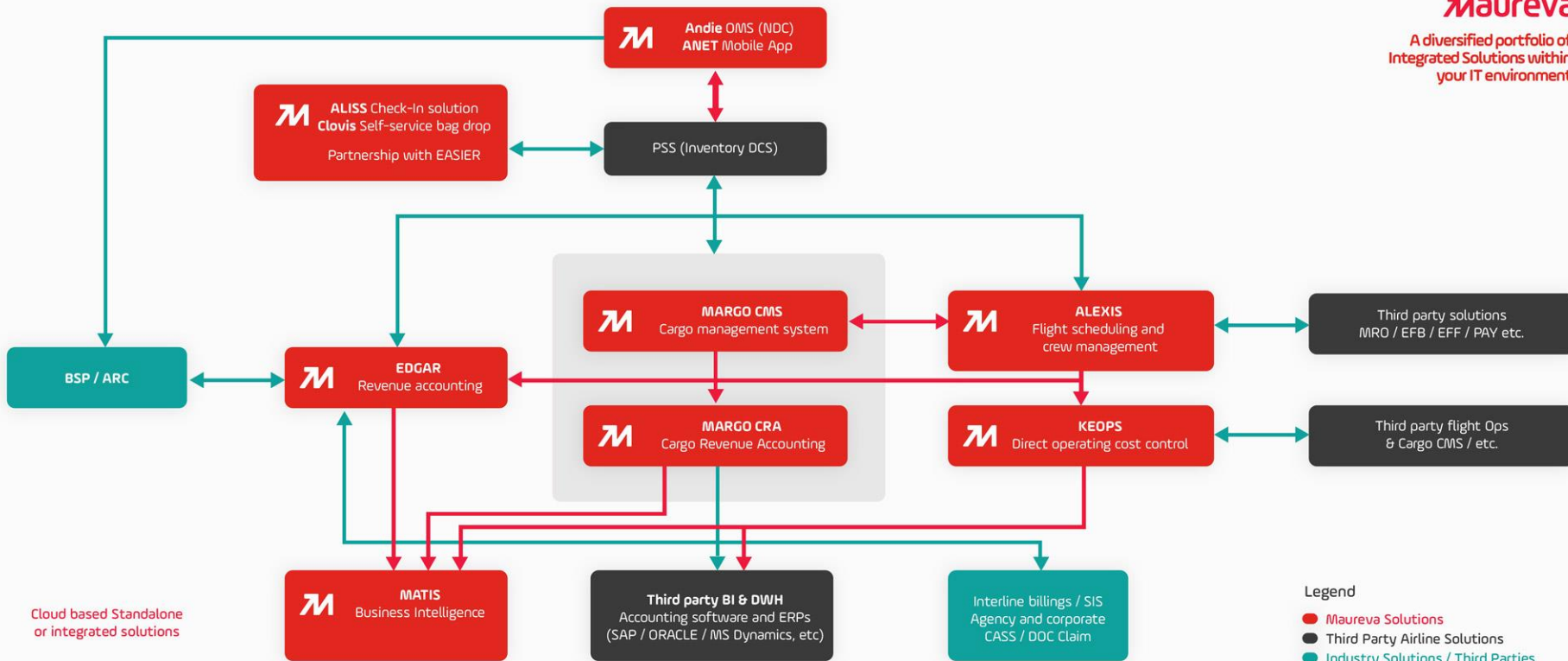
- Outsourced Services in :
  - Passenger Revenue Accounting
  - Cargo Revenue Accounting:
  - Cost Control : Tariff Management, Invoice Control, Cost Management

# Our Solutions



**maureva**

A diversified portfolio of Integrated Solutions within your IT environment



Cloud based Standalone or integrated solutions

**Legend**

- Maureva Solutions
- Third Party Airline Solutions
- Industry Solutions / Third Parties



# MARGO AIR CARGO SOLUTION



## CUSTOMER FOCUS APPROACH

### Happier Customers

- We **listen to your needs** and have your goals in mind
- We **adapt and tailor** our solution to your requirements
- We **deliver** on our promises
- We get you up and running fast with our **quick** implementation times
- We **accompany** you and make sure you succeed in optimally using the solution
- We **collaborate & innovate** with key industry players. Our roadmap evolves along with industry and needs of our customers evolve



# MARGO - Immediate Business Benefits Realisation

## OPTIMISE REVENUES

- **Boost your sales** with our proven cargo booking platform
- **Sell profitably** based on performance reports
- **Prevent revenue leakage** with automated controls and reconciliation processes
- **Increase revenue opportunities** based on commercial decisions from outcomes of our BI solution (Increased Analytics and Reporting with integrated dynamic reporting capabilities regarding your cargo operations)



## UNMATCHED FLEXIBILITY & VISIBILITY

- **Collaborate and communicate** quickly and easily across stakeholders/partners
- **Improved Cargo Visibility** with real-time and comprehensive visibility into air cargo capacity and allocation

# MARGO – Immediate Business Benefits Realisation



## GREATER EFFICIENCIES

- **Increased Productivity** with an end-to-end air cargo management and revenue accounting solution
- **Real-time information** for better and faster decisions
- **Automated controls and processes**
- **Easy to use** and modern screen design
- **Innovation** through continuous upgrades and enhancements

## HAPPY CUSTOMERS

- **Strong Customer Support** – Dedicated department / process Improvement approach / Managed Services
- **Competitive price** offering with no hidden cost





## DEPLOYMENT MODELS AVAILABLE

### Software Solutions

- **MARGO CLOUD** (Dedicated environment managed within AWS)
- **MARGO In-House** (On-premise installation)

### Service Solution

#### **MARGO MANAGED SERVICES**

- Complete Outsourced Cargo Revenue Accounting
- Increased productivity through centralised processes
- Real time visibility into your cargo financials
- Operated from Mauritius Island
- Bilingual (French / English)
- ISO 9001:2015 - ISAE3402 / SSAE18 type 1





**MARGO**  
**Cargo Management & Cargo Revenue**  
**Accounting**



# MARGO SOLUTION USERS

Cargo Innovation . Collaboration . Automation . Efficiencies



Airlines



Ground Handling Agents



Freight Forwarders

MARGO |   
AIRLINE CARGO SOLUTIONS

MARGO USERS



General Sales Agents



# INTEGRATED CARGO SYSTEM

Cargo Innovation. Collaboration. Automation. Efficiencies

FREIGHT  
FORWARDERS

Booking issuance  
tracking

Rates

AIRLINE CARGO TEAM

GENERAL SALES  
AGENTS

Booking AWB  
capture FBL  
load planning

MARGO |  
AIRLINE CARGO SOLUTIONS



AIRLINE Revenue  
Accounting TEAM

Manifest  
NOTOC  
FSU

ICS2

GROUND  
HANDLERS

FWB  
FFM  
FSU

Third-Party Systems

CUSTOMS



# MARGO SOLUTION RANGE

Cargo Innovation . Collaboration . Automation . Efficiencies

## MARGO

### CARGO MANAGEMENT

**MARGO BOOKING** - Cargo Reservation System

**MARGO AWB** – Air Waybill Issuance & Handling Solution

\* Deployment Model:

- Cloud Software Deployment (AWS)

## MARGO

### CARGO REVENUE ACCOUNTING

**MARGO CRA** – Cargo Revenue Accounting Solution

\* Deployment Model:

- Cloud Software Deployment (AWS)
- Managed Services (Outsourced Revenue Accounting)



# MARGO BOOKING



## CUSTOMER EXPERIENCE & BENEFITS

- Electronic Data Capture
- Complete and controlled front-office sales process and multi-channel distribution
- Streamlined communication with freight forwarders
- Real-time capacity and improved inventory management
- Cargo space optimization
- Mobile platform – access MARGO anywhere on mobile devices
- Revenue management





# MAIN FEATURES IN MARGO **BOOKING**

## BOOKING PORTAL

- Online booking engine for freight forwarders
- Browse and edit bookings
- Consignment and pieces details management
- Search available flights
- Automated AWB number allocation based on agent's stock
- Bookings status email notifications
- Show applicable rate & other charges

## BOOKING MANAGER

- Aircraft type and storage configuration
- Flight schedule management
- Flights and cargo capacity adjustment
- Browse bookings
- Bookings approval or rejection
- Flights dashboard for bookings management (storage allocation, rejection, transfer)
- Freight forwarder access management
- Stock management

## BOOKING ENGINE

- Automated processing of electronic Booking (FFR)
- Cargo capacity and flight availability calculation
- SSIM integration
- Amadeus PSS interface (BIF files)
- Itinerary search algorithm



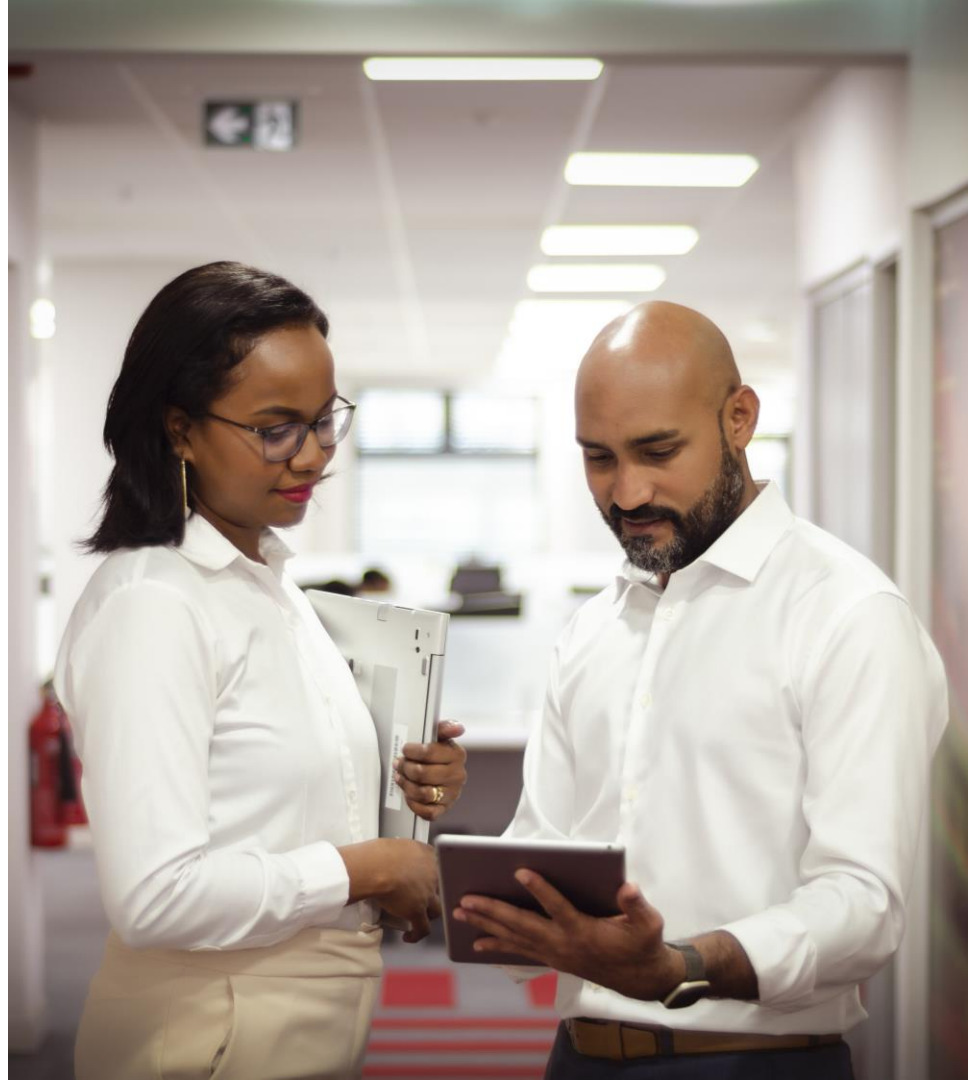


**MARGO AWB**



## CUSTOMER EXPERIENCE & BENEFITS

- User-friendly, Cloud-based, Multi-browser, Multilingual
- Improved cargo handling and ops management
- Full tracking and audit trail
- Fully IATA compliant
- Cost effective and reliable solution
- Improved Data Consistency
- Reduced fraud for issuance, handling and payment





# MAIN FEATURES IN MARGO AWB

## ISSUANCE

- Quick Air Waybill Capture
- Comprehensive weight and volume calculation
- Rate and other charges calculation
- AWB printing (IATA form)
- Label printing
- On Account Customers
- Weighbridge connection
- Payments & Cash Register
- FWB message
- Standard reports (e.g. Shipper's declaration for LA)
- Claims management
- Reports

## HANDLING

- Warehouse management
- Export and Import Process
- Automatic Manifest creation
- Customizable Manifest
- Part Shipment Barcode scanning
- Piece level management
- FFM & FSU messages
- Automated transmissions
- ULD Management (SCM/UCM)
- Customs Interface (ASYCUDA...)

## INVOICING

- Create invoice from air waybill billed to shipper/consignee/agent
- Add additional charges
- Invoice printing
- Add unbilled air waybills to invoice
- Invoice to payment management

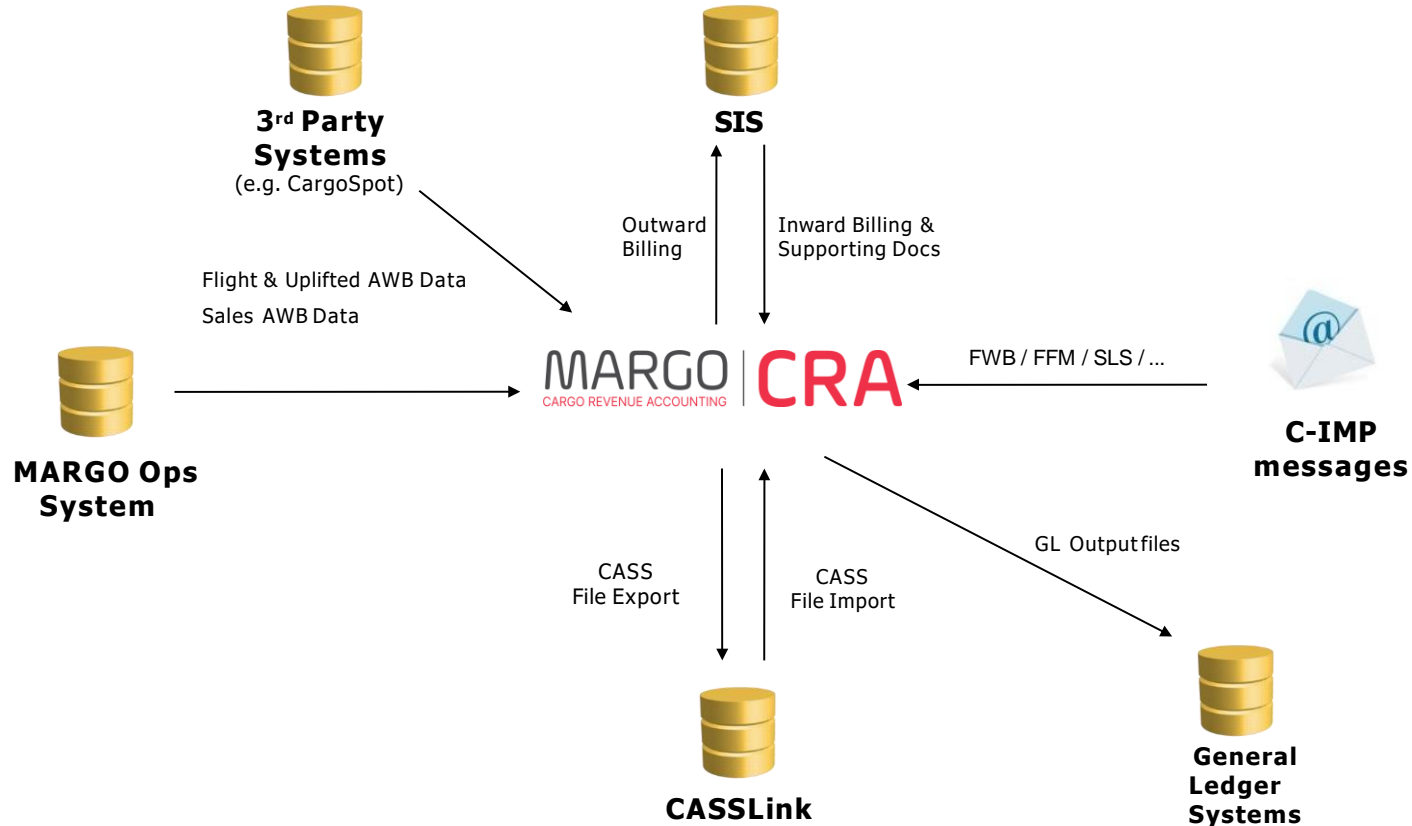
## REFERENCE DATA

- Airlines
- Stock
- Freight Forwarders
- Stations
- Shippers & Consignees
- Nature of Goods
- Rate charges & Spot rates
- Other Charges
- SHC and DGR
- ULD Types

MARGO CRA

# MARGO CARGO REVENUE ACCOUNTING

## Automated Data Import and Export





# MAIN FEATURES IN MARGO CRA

## SALES

- Automated Data Import
- Quick Manual Data Capture
- Automated valuation
- Mixed charges code management
- Automated Tax assignment
- Automated proration
- Sales Reports Reconciliation
- Auditing
- ADM/ACM management including automated creation
- CCA
- Refunds
- Invoicing (CASS / non
- CASS / Consignee / etc ...)

## FLOWN

- Cargo manifest capture and control
- Part-shipment management
- Billing to consignees / airlines
- Sales agents billing based on flown documents
- GSA overriding commissions
- Trucking sector provision

## MAIL

- Automated Data capture/Import of dispatches
- Automatic calculation of billing amounts
- Billing to postal offices
- Mail rejections

## INTERLINE

- Fully SIS compliance
- Automated Interline data capture
- Inward billing control
- Outward billing management
- Automated Rejections
- Correspondence management
- Billing memos
- Inward and outward time limit checks and extensions
- Invoice Adjustment
- Processing

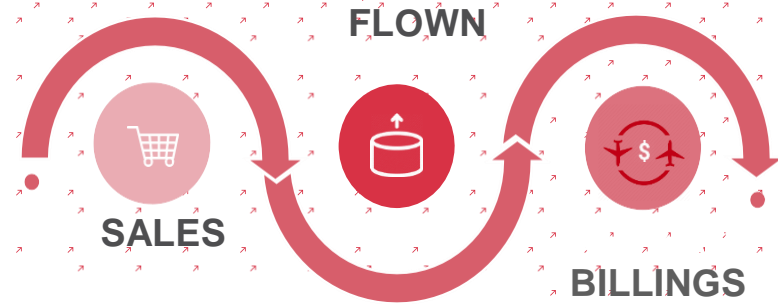
# MAIN FEATURES IN MARGO CRA

## REFERENCES & CONTROLS

- Rates & Other charges management (TACT / ad-hoc/ class / contract / special rates/ Mail Rates)
- Import of industry references (provisos, prorate factors, etc.) SPAs Management
- Over 30 integrated automated quality controls
- User-defined access rights

## REPORTING & INTERFACES

- Revenue Statistical reports Customizable General Ledger interface to Chart of Accounts
- Automatic data integration from MARGO BOOKING and MARGO AWB solutions
- Automated data from third-party systems with CIMP messages (FWB, FFM, etc.)
- Automated import of third-party sales & uplift data
- FlightOps and DCS messages integration
- Custom-built interfaces for data warehouse, business intelligence



## Controls

- Batch Audit of Rates / Other Charges / Commission Sales v/s Uses
- Missing sectors & Part-Shipments Missing flights (SLS Message)
- Un-billed Transactions
- Sales without Uplift Uplifts without sales
- Automated Quality Check run daily. Notification received via e-mail, e.g.:
  - Incorrect Processing of sales/uplift/Mail
  - Maximum Values Check – Abnormal values

## Reports

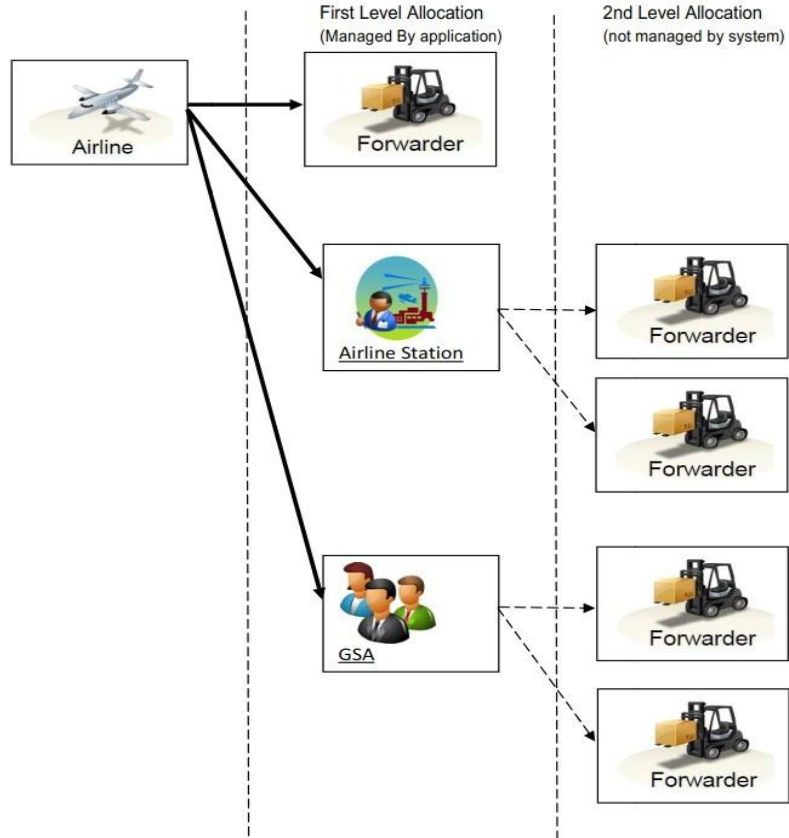
- Set of pre-defined reports
  - Sales based Reports (Analysis by Commodity/Agent)
  - Uplift Revenue by Route/Origin & Destination/Market
  - Mail Revenue
  - Cargo Yield (Revenue/ton)
  - Airmail Yield
  - Team Productivity Report
- Forward Sales Account Analysis (remaining balance)
- BI Reporting (MATIS)



# MARGO STOCK MANAGEMENT

# MARGO STOCK MANAGEMENT

## Stock Allocation





# MAIN FEATURES AND PROCESSES IN MARGO STOCK MANAGEMENT

## REFERENCES

- Airline (Multi-airline stock)
- Agent/Station
- Stock Agreement

## ALLOCATION

- Direct Allocation
- Pre-Allocation
- Blacklist/Unblacklist
- Return Stock

## CONTROLS/REPORTS

- Stock Dashboard  
(Usage/Remaining)
- Stock Threshold Alert
- Usage Control
- Stock Delivery Report
- Stock Allocation Report

## INTERFACES

- Usage from CRA
- Issuance System



# CARGO REVENUE ANALYTICS



# CARGO REVENUE INSIGHTS

## MATIS AIRLINE INTELLIGENCE SOLUTION

MATIS  
AIRLINE BUSINESS DECISION SYSTEM



The screenshot shows the MATIS Airline Intelligence Solution dashboard. On the left is a dark sidebar with a menu containing: Home, C-Level Insights, Passenger Revenue Insights, Booking Insights, Budget-Route Profitability, PNR Analytics, Cargo Revenue Insights, and Flight Operations Insights. The main content area displays several insight cards: C-Level Insights, Passenger Revenue Insights, Booking Insights, Budget-Route Profitability, PNR Analytics, Cargo Revenue Insights, and Flight Operations Insights. A user profile for 'administrator' is visible in the top right corner.

- Available in MATIS Airline Intelligence Solution.
- Cargo operational and top management dashboards enabling airlines monitor cargo revenue performance and benchmark key performance indicators (FTK, Cargo Yield, etc)
- Cargo Revenue Accounting data from Margo-CRA & Airline's External Data (For Example Cargo Budget) are transformed into accurate data insights

# CARGO REVENUE INSIGHTS



## C-Level Reporting

**MATIS**  
C-Level reports  
Report 6/6

### Reporting DG Cargo Performance by Sector

V2.1 12.09.17 (Generated on: 27/04/2018)  
\* Indicators in red and green are variances compared to same period of the previous year

Cumulative Start Flight Date: 01 Apr 2016  
Start Flight Date: 01 Sep 2016  
End Flight Date: 30 Sep 2016

		Month					Cumulative						
		Traffic	Revenue			Distribution	Traffic	Revenue			Distribution		
		Freight (Tons)	Turnover	Cargo/Pax Turnover	Rate/Kg	Yield	Freight	Freight (Tons)	Turnover	Cargo/Pax Turnover	Rate/ Kg	Yield	Freight
Grand Total		930.3 -1.3%	4,259 K\$ 9.4%	13%	4.6 \$ 10.9%	60.5 c 5.4%	100% 0pt	5,918.9 1.3%	25,503 K\$ 9.7%	10%	4.3 \$ 8.3%	59.6 c 5.4%	100% 0pt
FRA-JNB	Total	706.2 -3.5%	3,173 K\$ -2.8%	16%	4.5 \$ 0.7%	51.9 c 0.7%	76% -2pt	4,395.7 0.9%	19,450 K\$ 2.8%	13%	4.4 \$ 1.8%	51.1 c 0.7%	74% 0pt
	Export	142.1 -11.9%	264 K\$ -9.5%	1%	1.9 \$ 2.8%	21.5 c 2.8%	20% -2pt	956.2 -5.4%	1,689 K\$ -4.1%	1%	1.8 \$ 1.4%	20.4 c 2.8%	22% -1pt
	Import	564.2 -1.0%	2,908 K\$ -2.1%	14%	5.2 \$ -1.1%	59.5 c -1.1%	80% 2pt	3,439.5 2.8%	17,760 K\$ 3.5%	12%	5.2 \$ 0.6%	59.6 c -1.1%	78% 1pt
BCN-JNB	Total	78.1 0.0%	626 K\$ 0.0%	17%	8.0 \$ 0.0%	100.9 c 0.0%	8% 8pt	280.0 2259.5%	2,376 K\$ 2863.3%	13%	8.5 \$ 25.6%	106.9 c 0.0%	5% 5pt
	Export	6.4 0.0%	24 K\$ 0.0%	1%	3.8 \$ 0.0%	47.9 c 0.0%	8% 8pt	8.5 235.4%	36 K\$ 221.5%	0%	4.2 \$ -4.1%	53.5 c 0.0%	3% -18pt

# CARGO REVENUE INSIGHTS



## Flown Cargo KPI Analytics

Cargo KPIs | KPI Trends | Traffic & Revenue Trends

### Cargo KPI Analytics

Version 1.09 10/08/2017  
Generated on: 4/27/2018 10:59:18 AM

Start Flight Date: 01/01/2017 | End Flight Date: 30/04/2017 | Measures: (Multiple values) | Chooser: Route | Filter: (All) | Highlight Data: Highlight Level 1

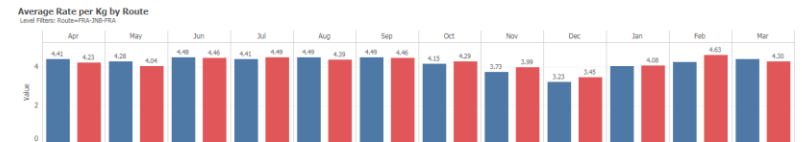
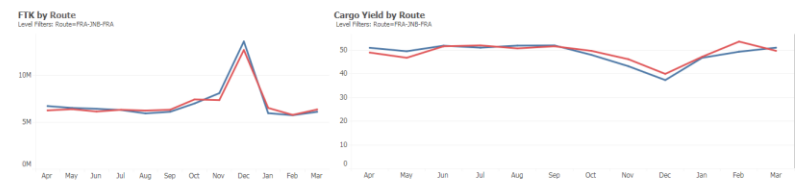
	Freight (Tonnes) Current	Freight (Tonnes) Diff %	Mail (Tonnes) Current	Mail (Tonnes) Diff %	Freight & Mail (Tonnes) Current	Freight & Mail (Tonnes) Diff %	Freight & Mail Revenue Current	Freight & Mail Revenue Diff %	Rate per Kg Current	Rate per Kg Diff %	FTK Current	FTK Diff %	Cargo Yield Current	Cargo Yield Diff %
Grand Total	1,959.0	-27.5%	896.5	-29.5%	2,855.5	-28.2%	12,415,372	-21.9%	4.35	8.8%	20,972.1K	-23.8%	59.20c	2.5%
FRA-JNB-FRA	1,353.4	-29.7%	706.2	-30.0%	2,059.6	-29.8%	8,730,666	-21.5%	4.24	-2.5%	17,832.1K	-29.8%	48.96c	-2.5%
BON-JNB-BON	161.1	0.0%	93.0	0.0%	254.0	0.0%	2,067,875	0.0%	8.14		2,016.5K		102.55c	0.0%
FRA-RAK-FRA	129.4	-59.9%	95.8	-63.7%	225.3	-67.5%	855,048	-64.5%	3.80	9.3%	555.9K	-67.5%	153.80c	8.3%
CPH-FRA-CPH	201.7	-14.7%	0.0	-100.0%	201.7	-14.7%	401,332	-7.1%	1.99	9.0%	137.2K	-14.7%	292.58c	8.0%
DXB-FRA-DXB	19.8	135.3%	0.0	0.0%	19.8	135.3%	108,602	103.9%	5.49	-13.7%	95.8K	135.3%	113.32c	-13.7%
CPT-FRA-CPT	26.6	183.3%	0.0	0.0%	26.6	183.3%	101,471	151.3%	3.81	-10.7%	249.2K	183.3%	40.72c	-10.7%
FRA-WAW-FRA	45.4	-19.7%	0.0	0.0%	45.4	-19.7%	91,506	-30.3%	2.02	-13.3%	40.8K	-19.7%	224.35c	-13.3%
CAI-FRA-CAI	9.5	-17.5%	9.9	9.6%	9.6	-17.4%	35,266	-10.1%	3.69	8.8%	28.0K	-17.4%	126.14c	8.8%
FRA-MAD-FRA	9.8	58.5%	0.0	0.0%	9.8	58.5%	15,607	238.6%	1.59	153.5%	14.0K	58.5%	111.84c	153.5%

## Flown Cargo KPI Trends

### Cargo KPI Trends

Version 1.09 09/01/2018  
Generated on: 4/27/2018 11:10:28 AM

Start Flight Date: 01/04/2016 | End Flight Date: 31/03/2017 | Filter: FRA-JNB-FRA | Legend: Current Year (Blue), Previous Year (Red)



# CARGO REVENUE INSIGHTS

## Flown Cargo Monthly Performance

MATIS  
AIRLINE BUSINESS DECISION SYSTEM



### Cargo Flown Budget Analytics

Version 1.03 16.04.2018  
Generated on: 4/27/2018 10:54:19 AM

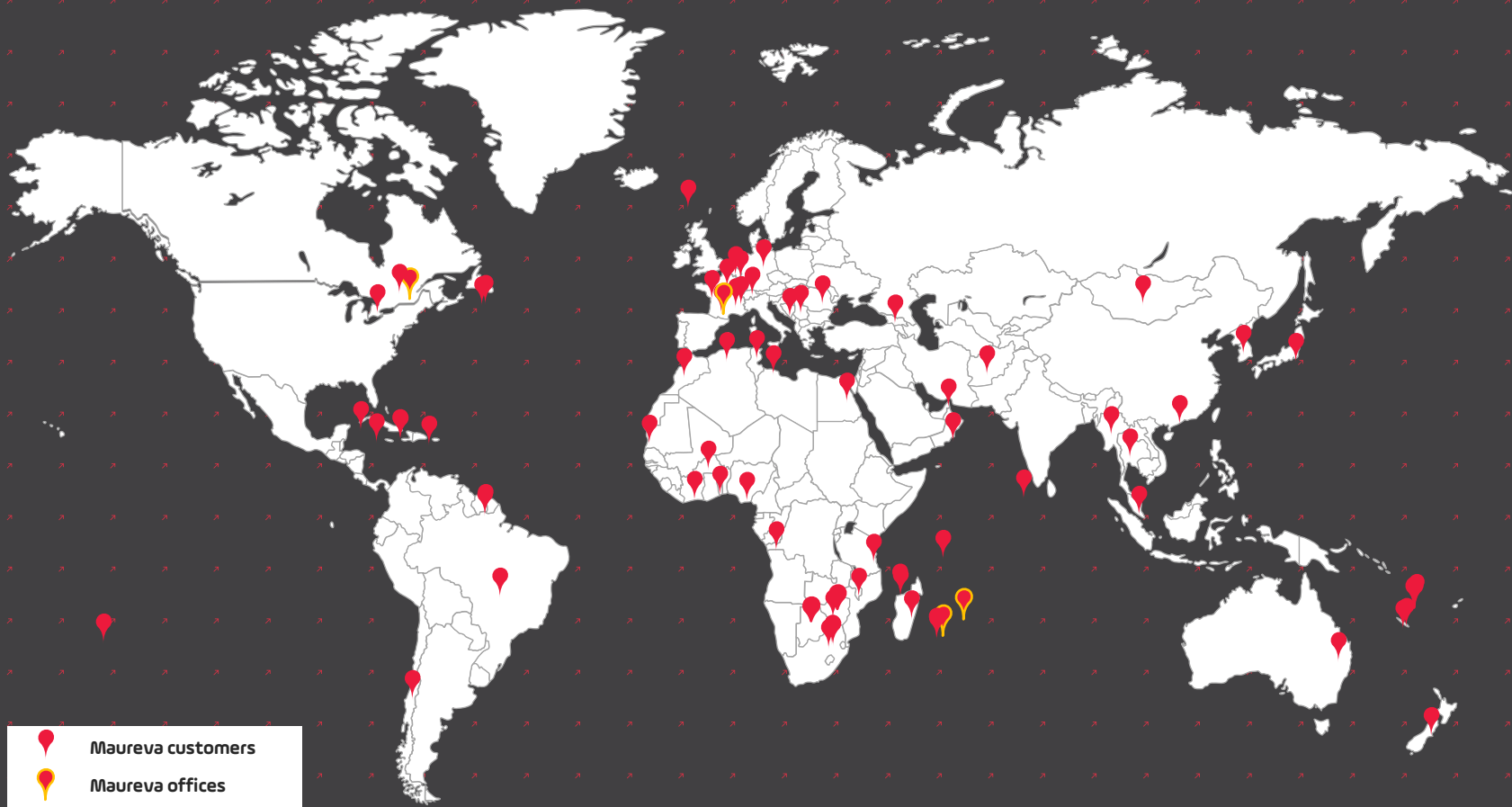
Month/Year From:  
 Month/Year To:  
 Level 1 Chooser:  
 Level 1 Filter:  
 Level 2 Chooser:  
 Level 2:  
 Level 3 Chooser:  
 Level 3:  
 Measure Names:  
 Cargo\_Type:



Last Flight Date : Freight - 31 March 2017/ Mail - 31 March 2017

		Revenue Current	Revenue Diff %	Revenue Current Budget	% Variance Revenue Current	Weight (Kg) Current	Weight (Kg) Diff %	Weight(Kg) Current Budget	% Variance Weight(Kg) Current	Rate Per Kg Current	Rate Per Kg Diff %	Rate Per Kg Current Budget	% Variance Rate Per Kg Current	FTK Current	FTK Diff %	FTK Current Budget	% Variance FTK Current
Grand Total		45,271,783	9.4%	51,023,028	-11.3%	11,275,383	4.0%	12,364,834	-8.8%	4.02	5.2%	4.13	-2.7%	82,780.6K	7.8%	91,046.0K	-9.1%
Apr-2016	Total	4,255,132	8.9%	4,888,291	-13.0%	1,054,619	9.5%	1,186,548	-11.1%	4.03	-0.5%	4.12	-2.1%	7,296.9K	7.8%	8,269.4K	-11.8%
May-2016	Total	3,973,559	9.5%	4,554,646	-12.8%	1,035,289	2.2%	1,151,218	-10.1%	3.84	7.1%	3.96	-3.0%	7,062.3K	2.5%	7,893.1K	-10.5%
Jun-2016	Total	4,365,165	13.6%	4,967,888	-12.1%	979,590	4.4%	1,093,614	-10.4%	4.46	8.9%	4.54	-1.9%	7,241.6K	9.3%	8,129.1K	-10.9%
Jul-2016	Total	4,399,959	8.5%	4,990,426	-11.8%	991,370	-0.4%	1,110,836	-10.8%	4.44	8.9%	4.49	-1.2%	7,288.0K	5.5%	8,214.2K	-11.3%
Aug-2016	Total	4,249,690	8.6%	4,812,286	-11.7%	927,763	-6.4%	1,033,084	-10.2%	4.58	16.1%	4.66	-1.7%	6,854.7K	1.4%	7,674.3K	-10.7%
Sep-2016	Total	4,259,171	9.4%	4,832,643	-11.9%	930,252	-1.3%	1,041,237	-10.7%	4.58	10.9%	4.64	-1.4%	7,041.7K	3.9%	7,939.1K	-11.3%
Oct-2016	Total	4,524,308	3.1%	5,106,630	-11.4%	1,110,639	-2.8%	1,220,246	-9.0%	4.07	6.0%	4.18	-2.7%	8,053.1K	1.2%	8,877.5K	-9.3%
Nov-2016	Total	4,724,483	16.0%	5,268,933	-10.3%	1,254,696	14.3%	1,354,996	-7.4%	3.77	1.5%	3.89	-3.2%	9,331.6K	19.3%	10,081.4K	-7.4%
Dec-2016	Total	6,670,790	13.2%	7,290,268	-8.5%	2,070,052	18.3%	2,168,426	-4.5%	3.22	-4.4%	3.36	-4.1%	15,700.5K	18.4%	16,423.5K	-4.4%
Jan-2017	Total	3,849,528	1.6%	4,311,016	-10.7%	921,113	-8.4%	1,004,630	-8.3%	4.18	11.0%	4.29	-2.6%	6,910.1K	-1.6%	7,544.3K	-8.4%



# 75+ Clients all over the world






 Maureva customers  
 Maureva offices






## CONTACT US:



**DAYNA ARMOOGUM (Mrs.)**  
BUSINESS DEVELOPMENT  
MANAGER

 Phone: (230) 466 6838  
 Mobile: (230) 5257 7672  
 [darmoogum@maureva.com](mailto:darmoogum@maureva.com)

**ROMAIN ANGELLA (Mr.)**  
HEAD OF BUSINESS  
DEVELOPMENT

 Phone: (230) 466 6838  
 Mobile: (230) 5251 7740  
 [rangella@maureva.com](mailto:rangella@maureva.com)

**JEAN-MARC PERREAUX (Mr.)**  
SALES DIRECTOR

 Mobile: (33) 6 86 68 51 07  
 [jmperreaux@maureva.com](mailto:jmperreaux@maureva.com)



Orange Tower, 72201 Ebene Cybercity | Mauritius  
4 rue Jules Thirel – Savanna – 97460 St-Paul, Ile de La Réunion | France  
[www.maureva.com](http://www.maureva.com)  
Mail : [commercial@maureva.com](mailto:commercial@maureva.com)