



# Express Contracts

IN PARTNERSHIP WITH VÓLARO

## Turn signed contracts into bookable fares in hours

Improve efficiency | Accelerate revenue generation | Increase customer satisfaction

### CREATE A COMPETITIVE ADVANTAGE FOR YOUR SALES TEAM

By embracing automation and creating a seamless contract management process, Express Contracts gives your sales team visibility into contract status and the ability to tell customers when fares will be in market; setting your airline apart from the competition.



“The thing that initially got us interested in Express Contracts was the idea of really drastically reducing the time from when a contract is signed to when the fare is filed.”

Glenn Hollister  
VP of Sales Strategy & Effectiveness

Your sales team works hard negotiating deals. Once that contract is signed, it can take days for fares to be available in market, leaving your team and your customers wondering when fares will be ready to book.

## HOW YOUR AIRLINE CAN BENEFIT FROM CONTRACT AUTOMATION



### AUTOMATION AND CENTRALIZATION

Reduce your reliance on disparate resources throughout your org to execute end to end processes.



### PERFORMANCE

Boost your sales/Ops team performance and exceed those KPIs.



### CONSISTENCY, CONTROL, AND VISIBILITY

Gain complete control and visibility into the status of your contracts and anticipate when the products will hit the market through repeatable automated processes.



### A WIN-WIN: HAPPY CLIENTS + MORE REVENUE

Improve relationships by letting your customers skip to the front of the line and buy your products without long waits, unknowns, or errors.

## GET A JUMP ON THE COMPETITION

Your negotiated contracts can be converted to bookable fares within hours, while your competitors are losing time, traction, and revenue — for weeks.

### If you're currently...

- Looking for ways to optimize your resources, scale up, and speed your recovery efforts
- Managing high volumes of negotiated contracts
- Hindered by traffic demand and peak contract renewal bottlenecks
- Leveraging a contract management system (such as PRISM or Salesforce)

Express Contracts delivers a full life cycle automated solution that works with your systems to overcome these challenges, quickly maximizing your revenue opportunities.

## READY TO REACH THE MARKET FASTER WITH EXPRESS CONTRACTS?

Contact your regional manager to schedule a call to learn more. We can help you capture revenue quicker and understand how Express Contracts pays for itself.



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