

# EXPRESS CONTRACTS

Turn signed contracts into bookable fares in a day

## INCREASE THE VALUE OF COMMERCIAL CONTRACTS

Your team has invested significant time and effort negotiating a wide range of commercial contracts with your most valued customers. Now it's time to activate those contracts and start realizing the revenue. Currently, the lapse between contract signature and activation takes weeks or longer due to manual business processes and workflow complexities. The result? Lost revenue, a high number of human errors, and strained customer relationships.

ATPCO's Express Contracts accelerates revenue generation, improves efficiency, and increases customer satisfaction.

## DESIGNED TO EXPEDITE TIME TO MARKET

### SPEED

Maximize revenue faster

Move high volumes of negotiated fares into the market in hours, not weeks. 91% of contracts processed through Express Contracts are bookable in the market in less than two hours, 100% within 24 hours.



### ACCURACY

Eliminate manual coding errors

Confidently generate expected revenue and reduce human error by automating the manual contract filing process. Utilize the depth and breadth of ATPCO content and be confident that your data is consistent and accurate.



### EFFICIENCY

Do more with less

Focus your contract filing team on strategic, value-added activities, not manual processes. Avoid heavy reliance on SMEs and reduce training costs and lengthy onboarding processes.



### AVAILABILITY

Activate contracts on demand

Activate contracts 24/7/365 by automating the filing process. Unlock the value of your contracts and resist market volatility, resource constraints, limited working hours, and other obstacles.



### CUSTOMER SATISFACTION

Improve loyalty & commitment

Don't let weeks pass before realizing the value of your collaboration and commitment. Reinforce your commercial partnerships with immediate access to the benefits you worked so hard to negotiate.





## 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.

**“We have reduced our SLA for fare filing from 10 days to... the vast majority of fare filing taking less than one hour.”**

—Express Contracts customer

## GETTING STARTED

### 1. Integration and onboarding

With compatible output of contract data from your CMS, our team begins the set-up process and provides you access to Express Contracts in ATPCO's FareManager.

### 2. Training

Your team receives training on how to use and update the Express Contracts artifacts.

### 3. User acceptance testing

Test the integration from your CMS, through Express Contracts, to activation across your distribution channels. With validated results, Express Contracts goes live.



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