

Utilization of IATA's InvoiceWorks



MWAA's Experience



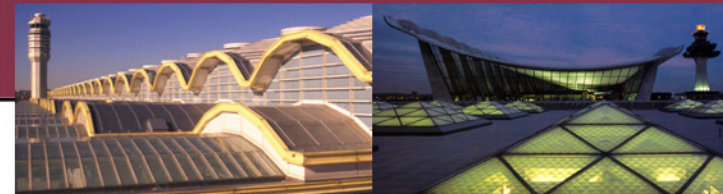
MWAA Billing

- **Billing for DCA and IAD airports**
- **Invoices and credit notes**
 - **Over 19,000 documents in 2005 (up 6.8%)**
 - **Generate invoices to record all revenues**
 - **Self-assessed items (e.g. landing fees, concession percentages, PFCs)**
 - **Fixed fees (e.g. rents due without demand)**
 - **Usage based items (e.g. utilities, telecom)**



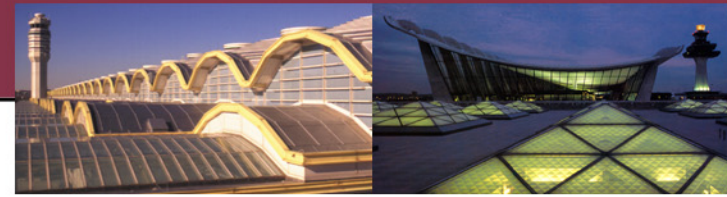
Use of InvoiceWorks

- **Began in January 2004**
- **Use for billing four airlines**
- **But... not in the case of every billing**
 - **Airline 1: 52 out of 252 invoices**
 - **Airline 2: 49 out of 73 invoices**
 - **Airline 3: 102 out of 339 invoices**
 - **Airline 4: 154 out of 238 invoices**



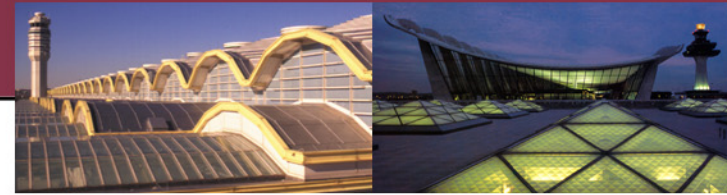
Exceptions...

- **Fixed Fees**
 - **Invoice is for customer’s “convenience”**
 - **Only two of the four carriers want us to record fixed fee invoices in InvoiceWorks**
 - **Other two carriers record using their own invoice numbering scheme**
 - ⇒ **Numerous under and over payments**
 - ⇒ **Not helpful to us in matching payments to our invoices**



Exceptions...

- **Landing fees**
 - **Not recorded by us in InvoiceWorks**
 - **Can see payment in InvoiceWorks but**
 - **Often without sufficient documentation or description**
- => Guesswork as to which airline (if multiple feeders), airport, month, etc.**



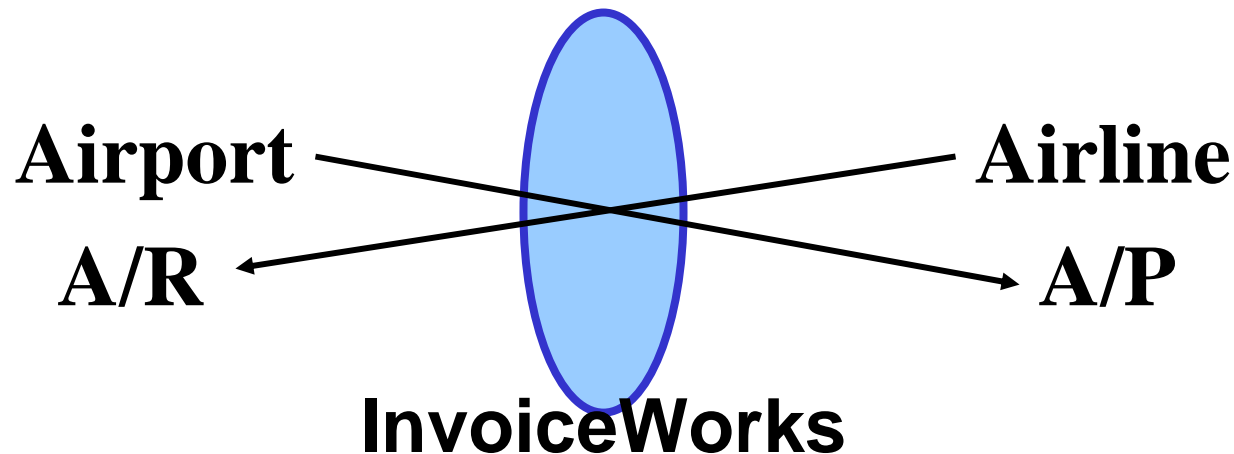
Exceptions...

- **One airline requires PO numbers**
 - **PO numbers are provided for DCA**
 - => **Invoices are entered into InvoiceWorks**
 - **PO numbers are not provided for IAD**
 - => **Invoices can not be entered into InvoiceWorks**



Our A/R = Your A/P

- Only apply payments based on remittance advice or communication
- Sharing information is essential
- InvoiceWorks provides visibility





Recommendations

- **Greater consistency in usage**
 - Inputting of all invoices
- **Use for self-assessed invoice generation**
 - PFC's could be recorded in InvoiceWorks
 - Landing fees could include certified statements
- **Automation with AirIT's PROPworks**
 - Eliminate manual entry