

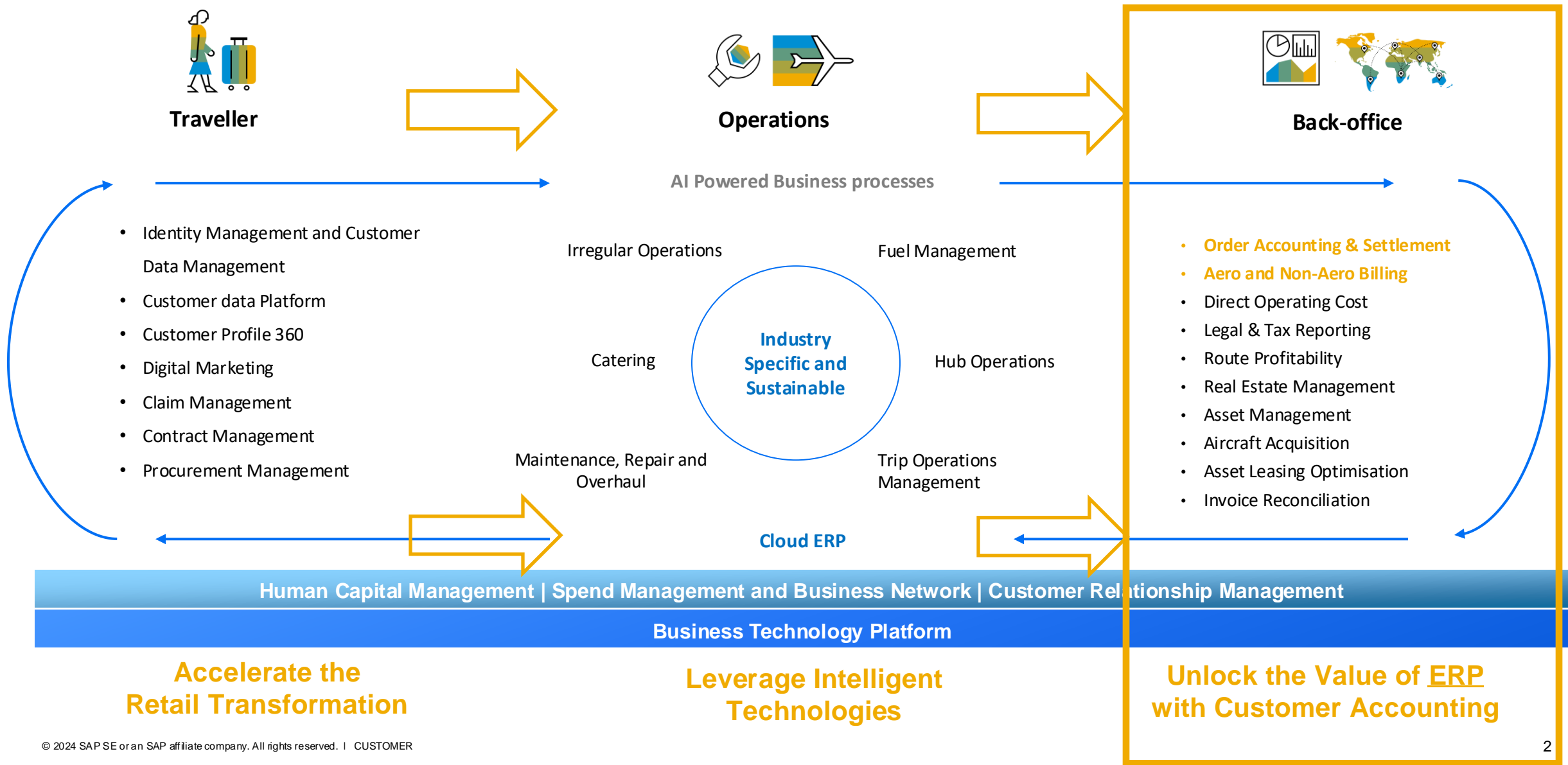


SAP ERP Next Gen for Revenue Accounting

Simon Lescarcelle-Evin, SAP
October 31, 2024

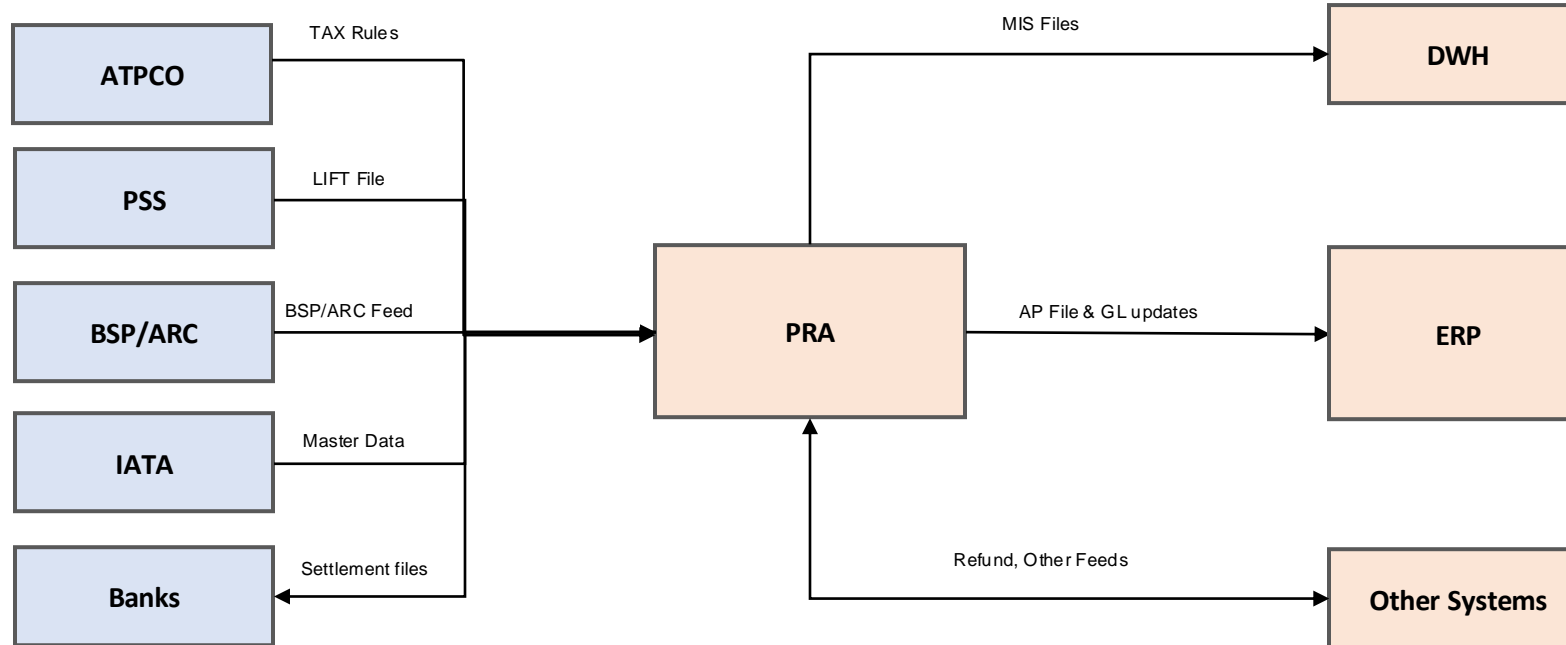
SAP Point of View for Intelligent Aviation Group

Connecting Experiences and Operations through Technology



Current Ticketing to Cash Architecture

Disconnected Experiences and Operations

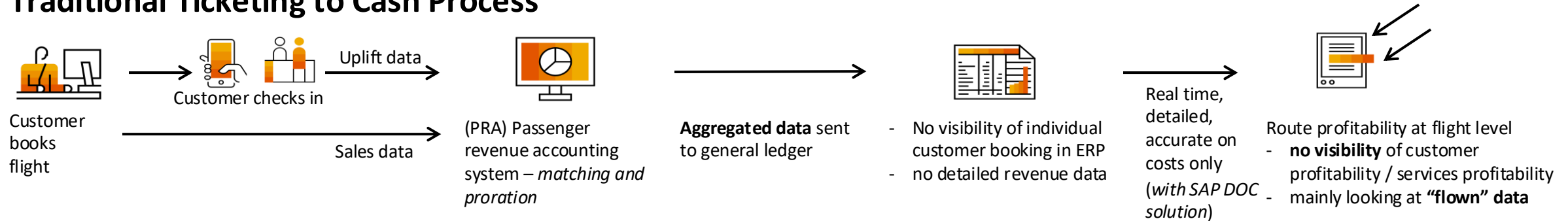


Transformation Opportunities:

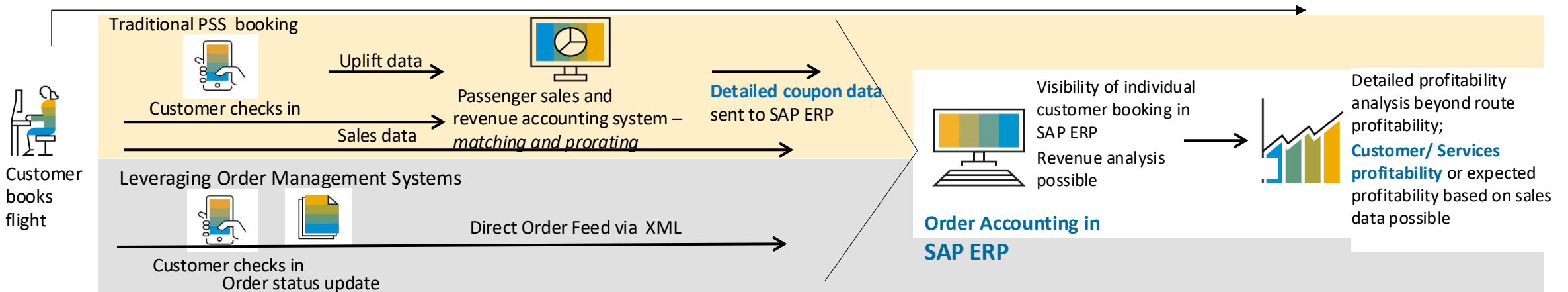
- Improve visibility into the route profitability of individual flight and customer / services profitability
- Access to individual booking data in ERP system
- Establishing back traceability from the general ledger to coupon transactions
- Utilize new technologies powered by AI & Machine Learning for revenue reporting and forecasting in order to reduce time to market for new opportunities.

Transition from Legacy Ticketing to Cash to Traveler-Centric Order to Cash Streamlining Sales and Finance

Traditional Ticketing to Cash Process



A New World to Order to Cash with SAP ERP, Smoothing the Retail Transformation



PRA VISION FOR SAP ERP CUSTOMERS

ONE RECEIVABLE DEPARTMENT

ONE VERSION OF TRUTH

ONE STREAMLINED INFORMATION

Thank you.

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