



accelya

Seamlessly account for your orders as
you transition to modern retailing

Customers want freedom and personalization that they have come to expect from top retailers

Customer-Centricity

- Changing the way airlines interact with guests
- A homogeneous experience across channels
- Personalized interactions

"The ability to offer personalized product to the full gamut of our guests will really open up doors for us."

Chris Haggard
Director – Revenue Accounting
WestJet



Airlines want to cover the entire journey lifecycle

The Journey



Flight



Insurance



Meal



Baggage



Preferred Seat

One Trip



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ONE
ORDER

Finance is at the heart of the OOSD transformation!

Critical Role of Finance

Integrated financial processes

Finance must be central to retail transformation

Early Collaboration

Work **closely** with other teams from the start

Prevent gaps in new retail standards

Order Accounting at the Core

Accounting setup **must be in place** before the commercial wants to go

Designed-for-purpose order accounting system

“We are subject matter experts. Our distribution and commercial folks are depending on us to know how we can account for the order.”

Jenny Benjamin
Director – Revenue Accounting
Alaska Airlines



Order Accounting: Covering end-to-end accounting processes

Order Accounting

Real-time is not just limited to integration with OMS but carried through to all processes

Simplified and streamlined Order to Cash accounting process

Payables management for sales made by Interline partners and 3rd party providers

Sold to billed to settled to banked reconciliation of Payments

Order to Cash

Real-time financial reporting

Procure to Pay

Efficient supplier invoicing and settlements

Order Accounting

Payments Reconciliation

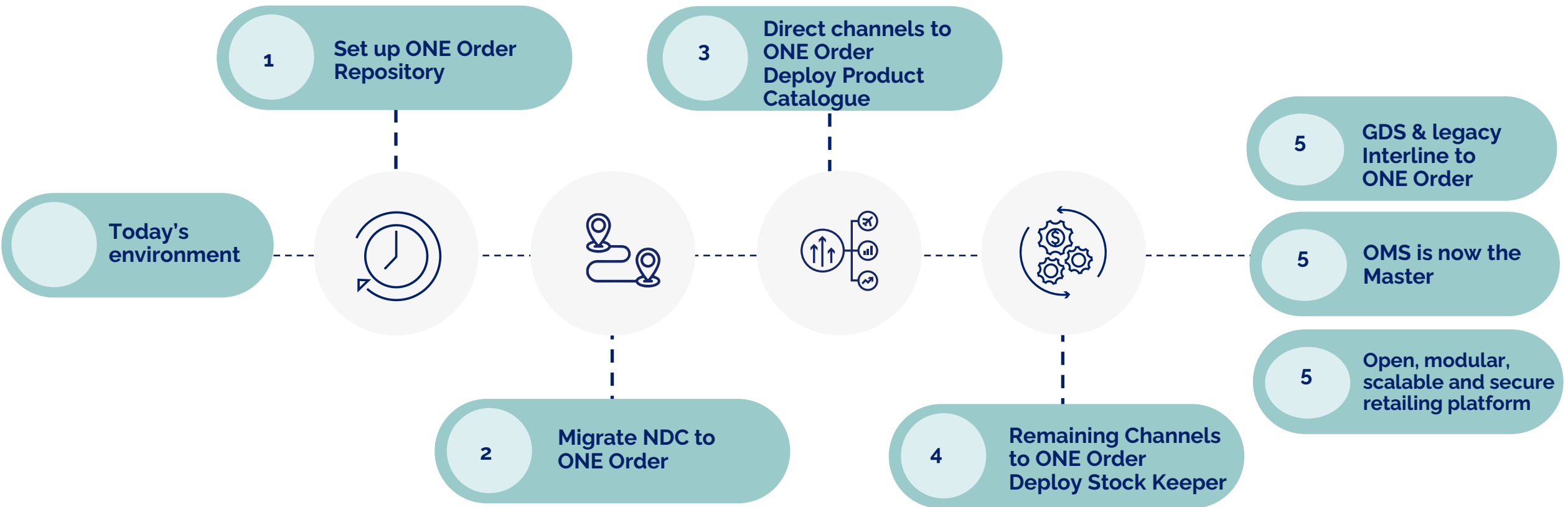
Comprehensive tracking of funds

Billing & Settlement

Improved cashflow tracking

Transition to ONE Order is gradual

Immediate value today through incremental revenue and cost efficiencies, leading to longer term innovation





Thank you

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