RECVUE™

AIRPORT TERMINAL SERVICES

2
DAYS
Improved A/R closing time by two days by eliminating manual processes and reducing data errors.

70%
REDUCTION
Reduced number of records required to maintain by 70%.

simpler
RecVue user interface is much more flexible and intuitive, eliminates need to navigate several screens or switch between two systems for Canada and U.S.

INDUSTRY
Air Transportation Services

ANNUAL REVENUE
$232 million

Company

St. Louis-based Airport Terminal Services (ATS) is a full service aviation company supporting more than 150 airline and airport customers in 50 locations across the U.S. and Canada. ATS provides ground-handling services (including labor and equipment) required to operate and maintain airports and flying fields. Customers include major domestic and international carriers, as well as regional and charter flight providers.

Challenge

The ATS finance team faced major challenges and frustrations with its billing processes that were characterized by inefficiency, redundancy, and data integrity issues. ATS station managers were hampered by paper processes that required ramp agents to collect detailed usage data on the tarmac – including explanations for delays or other billable services. That same data had to be rekeyed into a custom-built back-office system, leading to inefficiencies and redundant work. Delays in getting stations to close the flights created billing delays and errors. Data-entry errors were common, forcing ATS to waste time resolving differences in ATS' records and the airline's records.

Solution

ATS wanted a flexible, user-friendly solution that could integrate seamlessly with its existing Oracle Financial Cloud ERP system. Given the size and sophistication of its customers, ATS also needed to handle each customer differently. RecVue gives the finance team the flexibility to make changes, without manual intervention. It easily accommodates tiered, rules-based pricing for airline customers that all operate in different ways. Since it's a cloud-based application, ramp agents can easily access RecVue from their mobile devices and collect services information in real time. Flight schedules are now automated and schedule changes are automatically updated.

Benefits

RecVue's B2B monetization platform has cut two days off of ATS's A/R closing cycle. ATS has slashed the number of records required by 70% – from 2,000 to just 600. Revenue analysis is simpler and improved communication between stations and corporate finance means billing issues get handled more quickly. Invoice accuracy and integrity has improved with RecVue, and analysts can compare original invoices to amendments.

Each month, ATS creates more than 100 new pricing rules to support new sales agreements. With RecVue, the finance team can simply copy prior contracts and pricing rules and make adjustments – without starting from scratch. Even as the company continues to grow, the finance team doesn't have to add headcount or spend more time, thanks to productivity gains achieved with RecVue. Using improved reporting and analytics, analysts can view daily data and instantly see if something isn't tracking. This mitigates risk and ultimately generates more revenue by reducing errors.

RECVUE™

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RECVUE™

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Now we can see each day where we stand in the billing cycle and have a much clearer view of the status of our invoices. The ability to add more stations and invoices, without causing strain by adding additional days for closing or adding additional headcount, has increased our productivity and accuracy tremendously."

— **CHRISTINA GREEN**
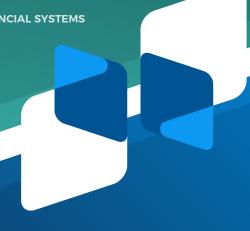 **VICE PRESIDENT AND CHIEF FINANCIAL OFFICER**

"

The RecVue team caught on really quickly to completely change our billing system. Now we can identify errors and bill for services or delay fees that were previously not captured, allowing us to generate more revenue for ATS."

— **LYNN TISOTO**
 DIRECTOR OF BUSINESS REPORTING AND ANALYSIS

"

Reporting with RecVue is really a plus for us. Our old system had some reporting, but you had to get IT involved. With RecVue, it is much easier to extract data, review it, and do comparisons."

— **VINCE KNIPP**
 DIRECTOR OF FINANCIAL SYSTEMS

About RecVue

RecVue is the fastest-growing agile monetization platform that helps enterprises manage their innovative business models. We offer the only platform that gives companies complete control over all aspects of their recurring revenue contracts at scale while maintaining the flexibility for monetization innovation and financial rigor for compliance. The result is increased revenue growth, faster time to market, and total visibility into all revenue streams. The future of monetization is with RecVue.