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**ADOPTION AND IMPLEMENTATION OF SKY REV 360:
AN EFFICIENT AVIATION REVENUE MANAGEMENT SYSTEM**

(Presented by India)

EXECUTIVE SUMMARY

This paper intends to address various ANSP's struggle with the difficulties of ensuring that they bill and collect for every flight. Sky Rev 360 is the new solution to collect all charges for the aeronautical services provided by ANSP's. It is a comprehensive e-solution for data gathering, invoicing and collections. Furthermore, this sophisticated service can be web-based, meaning no heavy IT implementation with zero down time ensuring prompt and accurate invoices accepted and settled by air operators with collection rate of nearly 100%. It's a collaboration between two experts of the aviation industry, the Airports Authority of India and IATA.

<i>Strategic Objectives:</i>	This working paper relates to Strategic Objective D — <i>Economic Regulation of International Air Transport – Policy.</i>
<i>Financial implications:</i>	None
<i>References:</i>	Doc 9082, <i>ICAO's Policies on Charges for Airports and Air Navigation Services</i> Doc 9562, <i>Airport Economics Manual</i> Doc 9161, <i>Manual on Air Navigation Services Economics</i>

1. INTRODUCTION

1.1 AAI is a leading ANSP and Airport Operator managing 125 airports and 9.6 million square kilometers in the India Subcontinent. IATA manages E&F, the world's largest global billing and collection solution for aeronautical charges with settlement over USD 300 billion per year in 99 currencies.

1.2 To address the challenges and pain points ANSP's face for invoicing all flights going through their airspace which is a complex, time consuming and error-prone task, involving collection and reconciliation of flight data from radar, flight plans and AICs AAI and IATA came out with Sky Rev 360.

1.3 Sky Rev 360 is a fully automated and comprehensive data gathering, invoicing and collection service which eliminates inaccuracies, errors and delays for better revenue management with less manual processing.

1.4 Sky Rev 360 is a collaboration between two experts of the aviation industry: Airports Authority of India (AAI) and the International Air Transport Association (IATA).

1.5 Sky Rev 360 automates data processing, helping ANSPs overcome strenuous manual processes which are prone to mistakes and makes financial operations more accurate and efficient. It's a web based service, meaning no heavy IT implementation on systems and zero down time with nearly 100% collections.

1.6 Sky Rev 360's data collection capability was developed and optimized over a period of more than ten years in response to the needs of the complex Indian airspace. It resolved major issues that all ANSPs face, such as reconciling flight plans with radar data and applying the correct MTOW for each invoice.

1.7 Sky Rev 360 also makes the process of invoicing and collection easier, ensuring that ANSP's relationships with air operators remains as harmonious and dispute free as possible. This is done by the high quality and industry-standardized e-invoices on ANSP's behalf, which are easier for the air operators to validate and pay.

1.8 Sky Rev 360 makes use of the IATA Settlement systems (ISS), IATA operates two truly global settlement systems, which are used by air operators globally to settle over USD 300 billion per year in funds in the aviation industry using 99 currencies. Every airport operator can choose its preferred payment method, irrespective of the operator's business model, size or IATA membership resulting in more secure and cost-effective settlements, and ultimately the cash flow stability needed to embark on further modernization of infrastructure by the ANSPs.

1.9 Sky Rev 360 ensures that the essential data for invoice is always the latest and most complete. It automatically retrieves data from flight schedules, known aircraft databases, and flight movement databases and extracts from external systems like AFTN, Radar Data Processing Systems (FDPS), etc. It also carries out a number of automated operations such as reconciling flight plans with actual movements and issuing a missing flights report.

1.10 Sky Rev 360 includes a comprehensive repository of air operator addresses who should be invoiced and maintains all account attributes and allows for an extensive view of associated data, including aircraft specifications, flight movements, billing ledger records. It records invoice transactions,

including invoices, payments, credit and debit notes. Charges are calculated using customizable formulae. The bills are 100% electronic and as per aviation standards in standard IS-XML format compatible with aviation industry quality standards and IATA E&F billing processes.

1.11 All types of reports like incident reports, airspace usage, traffic volumes, economic values and more are always available and can be viewed as tables or graphs and also can be downloaded in Excel, HTML, CSV or PDF. Queries are handled by the professional and dedicated team.

2. CONCLUSION: SHARING OF SKY REV 360 BETWEEN STATES

2.1 Efficient aviation system includes efficiently collecting revenues for services provided to operators; with-out a stable and cost-effective cash flow the challenge of investing in safety and security only increases in complexity. AAI and IATA supports this by providing aviation industry solutions and now other civil aviation authorities. ANSPs can also benefit from the years of development in data gathering, invoicing and collections. In the spirit of 'No Countries Left Behind' it could help civil aviation authorities making the same efficiency gains, without the need of making the same major investments in organization and systems.

2.2 India invites States to explore the feasibility of utilizing the Sky Rev 360 for realizing the full revenue potential of your airspace.

2.3 India proposes to States for a detailed demo and presentations on Sky Rev 360.

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