



Express Contracts

IN PARTNERSHIP WITH VÓLARO

Turn signed contracts into bookable fares in hours

INCREASE THE VALUE OF COMMERCIAL CONTRACTS

Your team has invested significant time and effort negotiating and signing commercial contracts. Traditionally, it **takes weeks** to go from contract activation to live pricing and revenue accrual because you have to deal with manual business processes and complex workflows.

The result? Lost revenue, a high number of human errors, and strained customer relationships.

ATPCO's Express Contracts accelerates revenue generation, improves efficiency, and increases customer satisfaction.



PROOF OF OUR PERFORMANCE

100,000+ airline contracts automated

100% customer retention: **every** airline customer who has adopted Express Contracts has renewed their contract annually

\$25 million saved across our customers in increased revenue and optimized workflows



IMMEDIATE IMPACT

MEDIUM-TERM IMPACT

LONG-TERM IMPACT

ELIMINATE



- Waiting weeks for signed contracts to activate

- Manual coding errors
- Manual contract filing

- Lost revenue
- Strained customer relationships
- Competitive disadvantages

BENEFIT FROM



- Negotiated fares that are processed and bookable in hours
- Making revenue on new contracts within 2 hours

- Automated processes
- Activating contracts on demand—24/7/365
- Not worrying about resource constraints, limited working hours, or market volatility

- Accurate revenue calculations
- Fewer costs from training people on the old onboarding systems
- Staff focusing on strategic efforts, not manual processes
- Higher customer satisfaction—improved loyalty and commitment with consistency

50% of contracts are in the market within 30 minutes, 91% are in the market within 2 hours, and 100% within 24 hours.

GET A JUMP ON THE COMPETITION

Your negotiated contracts can be converted to bookable fares within hours, while your competitors are losing time, traction, and revenue—for weeks.

IF YOU'RE CURRENTLY...

- Looking for ways to optimize your resources, scale up, and speed your recovery efforts
- Managing high volumes of negotiated contracts
- Hindered by traffic demand and peak contract renewal bottlenecks
- Leveraging a contract management system (such as PRISM or Salesforce)

Express Contracts delivers a full life cycle automated solution that works with your systems to overcome these challenges, quickly maximizing your revenue opportunities.

READY TO REACH THE MARKET FASTER WITH EXPRESS CONTRACTS?

Contact your regional manager to schedule a call to learn more.

We can help you capture revenue quicker and understand how Express Contracts pays for itself.



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