

# ***DASH GROUP INC.***

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***Aviation Software***

***Revenue Accounting  
And  
Ticket Auditing  
Solutions for PC Environment***



## Introduction

Dash Group Inc. has been providing computer software solutions and services to the aviation industry for over 20 years. Since incorporation in 1982, we have been providing the industry with a full range of aviation software. Our products cover the entire end-to-end business process.

The DASH programs are fully interfaced to each other, increasing data processing efficiency by limiting the number of times a document is handled. Our Program modules also process electronic data from industry sources, such as BSP, CRS, IATA and ATPCO CIPS. Information captured in our system can then be electronically processed to your finance programs.

The DASH family of aviation software utilizes the latest in client/server database systems and can be implemented with Windows 9x or Windows NT operating systems. Our programs take advantage of the latest in personal computer technologies to provide each user with a system that maximizes user efficiency in the Windows based environments in use today.

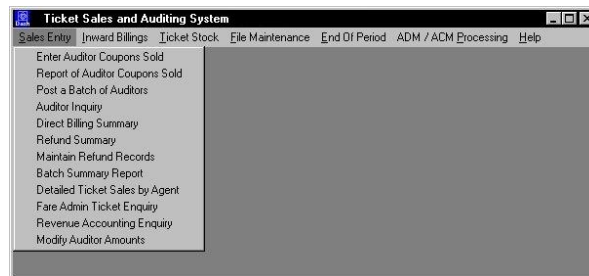


Figure 1 - Ticket Auditing Sales Menu

The user-friendly screen formats enable the user to gain maximum benefits with minimal amounts of input

Figure 2 – Revenue Accounting Flight Coupon Entry



The DASH Group software has always been provided as cost and resource effective solution; maximizing your airline's return on investment. The affordable costs of our initial software package and annual support agreement are among the lowest in the industry. Our goal is to provide carriers with a reliable method of operation that allows for increased productivity and improved processes while realizing the benefits of reduced operating costs.

Our initial software packages are available as a complete system or as a modular unit only. The annual support agreement, in addition to licensing of the software, includes all improvements and system upgrades in addition to direct access to program support staff.

## **Support Services**

Dash Group Inc. support services are available for our current clients as part of our annual licensing and support agreement. Our friendly and efficient staff is prompt to assist clients with applications, answer any questions and provide a dependable support resource. Support staff can be contacted by e-mail, phone (both direct dial and toll free service) or fax

The DASH Group Inc. also provides customized programming services for clients that have specific or unique requirements. Custom programming costs are based on a very reasonable time and materials rate. Our programmers will assist in the design, development, training and implementation of custom programming requirements.

## **Client Base**

The DASH Group Inc. family of software is in use at Airlines and Air Service Operators around the world. DASH Group Inc. software solutions are designed to operate in any aviation related environment. Our client base includes operators of both fixed wing and helicopters:

- Corporate operations
- Private operators
- Commercial operators

Some of our clients use the DASH Group Inc. software products with as few as one aircraft while other clients operate over 200 aircraft with the same software package. No carrier is too big or too small to realize the benefits of using the DASH family of software solutions.



## Ticket Auditing Application

The DASH Ticket Auditing module is a powerful tool for airline operations. The system is designed to track the airline's auditor coupons from the time of electronic ticket number registration (or receipt from the printer) until all of the lifts and billings have been received and audited.

The DASH Ticket Auditing stock-tracking feature enables ticket stock to be recorded and monitored by the system. As transactions are processed in the daily operations (such as stock issued to various stations or employees, sales, voiding, transferring and returning stock) the system will automatically update and produce reports on the status of the stock.

Sales reports from stations and agents are entered into the system either electronically or in a manual batch process. The system will audit the sales entered thus altering the operator to any exceptions that require intervention. When the data entry is completed, the transactions can be posted to the general ledger. Direct billing transactions are posted to Accounts Receivable for subsequent billing. Exchanged, reissued or refunded tickets for other carriers are automatically posted to Revenue Accounting for later interline billing settlement.

Key benefits and functional features:

- Provides interactive data entry with online field editing and audit trails.
- Produces a variety of comprehensive sales analysis and statistical reports such as charge sales by credit card type.
- Provides analysis of unearned revenues by coupon complete with summaries of fare, taxes, commissions and discounts
- Online auditor inquiry showing complete history of ticket sale, lifted coupons, refunds and debit or credit memorandums
- Revenue protection through audit exception reports within user-defined tolerances.
- Provides refund summaries to facilitate refund check preparation.
- Allows entry of fare breakdown by coupon, which is used to automatically price lifted coupons or alert users to inward billing errors.
- Control of issuing and auditing tickets for multiple ticket stock types whether sold by company or travel agency.
- Produces comprehensive stock transaction reports showing all receipts, issues, transfers, returns and voids.
- Enter reissues, refund, re-bills and credit/debit memos.
- Interfaces with Revenue Accounting to automatically audit lifted tickets with auditor coupons.
- Automatically posts off line reissues to Revenue Accounting for interline billings.
- Entry and audit of Inward billings



## Revenue Accounting Application

The DASH Revenue Accounting module provides a powerful set of tools for efficient processing of passenger flight coupons and determination of revenues. The programs have been designed to process large volumes of flight coupons using a minimum amount of time and resources. Electronic data sources, such as scanners, can be used very effectively with the system.

The DASH Revenue Accounting system allows the user to capture lifted data in one of two methods, batch or flight segment (manifest) entry. Once information is complete for a given day, a posting process closes the day, produces statistical reports and prepares interline billings.

Since the Interline billing process is completed as each calendar day is posted, producing ACH and IATA invoices and summaries is accomplished in a timely manner. Once all information has been posted the billings are complete and ready to be produced. The system generated Interline Billings and summaries (Invoice Summary, Form One etc) comply with both ACH and IATA requirements.

The Statistical Reports have been designed to give management accurate and timely information, which will enable it to make decisions to insure continued profitability. The user defined report selections give meaningful statistics by segment and market as well as reports on travel agency performance and connections with other airlines.

The DASH Revenue Accounting module allows for ticket sampling agreements as well as the processing of tickets that are required for billing purposes only (not included on the statistical reports).

Key benefits and functional features:

- Processes all lifted passenger tickets and miscellaneous billings with single entry of coupon providing all billing and statistical reports information.
- Produces ACH and IATA reports including detail batch listing, summary invoice and recap by carrier (for both sample and non-sample billings).
- Includes automatic ticket pricing.
- Provides performance reports on all flight segments and markets.
- Tracks sales performance of travel agencies by agency or region.
- Automatically converts funds based on foreign currency exchange rates set by user.
- Prepares on-line summary of passengers, revenue, commissions, discounts, ASM's, RPM's, miles and load factor for each day.
- Produces detailed analysis of all connecting passengers, both on and off-line, for all or selected carriers and cities.



- Reports fare analysis by fare type and market.
- Includes detailed reporting for frequent flyer programs.
- Produces reports required for ticket sampling.
- Prepares summary of revenue by source code for posting to the general ledger.
- Provides passenger O & D summary as well as summary of passengers enplaned and deplaned by station and segment.

## Application Interfacing

Dash Group Inc. RATA programs automatically interface with each other and are capable of loading financial information into your finance programs. Our standard file format has interfaced with common finance applications such as ACCPAC and QSP.

Additionally, the program modules have industry standard interfaces for use with electronic information sources (BSP, ATPCO CIPS, TCN, IDEC, etc), eliminating the need for manual data entry processing while increasing accuracy in processing. Combined use of the interface programs significantly reduces manpower requirements and processing expenses.

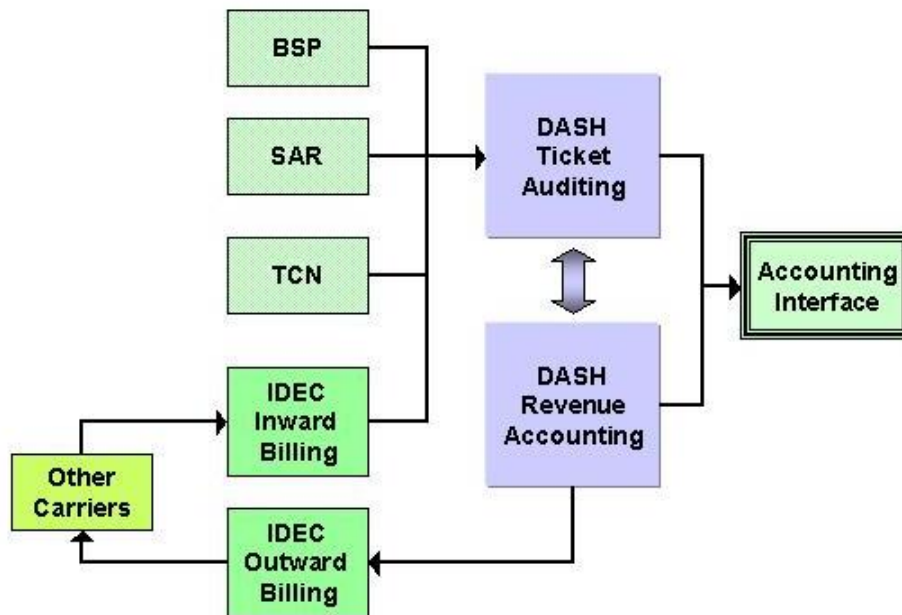


Figure 3 - DASH Interface Flow



## Services Available

We are pleased to provide complete end-to-end Professional Services for our clients. The DASH Group's strategy of Process Optimization encompasses the complete range of Software Solutions, Application Service Provision and Professional Services.

Professional Services cover every aspect of project management, technical expertise and manpower needed to implement the DASH systems efficiently and effectively. Our services include but are not limited to:

- Project management
- Project development and scheduling
- Implementation services
- Software development
- Complete integration services
- Process improvements
- Analysis of staffing requirements
- Training of personnel

Our goal is to provide the necessary resources at the moment they are needed to ensure your business achieves the planned objectives in a time efficient manner at the lowest possible cost.

DASH Group Inc. professional services include a group of aviation consultants to provide a smooth transition from your existing software to our system solutions. Professional consulting can be custom tailored to individual requirements.



## Contact Information

For further information on the DASH Group family of aviation software products, please contact our marketing and sales department.

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