



Implementing Route Profitability In OneStream

A unified approach to help customers understand and manage route profitability

Understanding and optimising route profitability is essential for any airline's success. This need drives the evolution of traditional corporate performance management (CPM) to advanced CPM solutions or CPM+.

CPM+ provides deeper, more granular visibility into a company's operations, allowing decision-makers to incorporate predictions and forecasts into their decision-making process. AMCO offers CPM+ solutions and accelerators that give decision-makers deeper insights into important topics like ESG and route profitability.

By using OneStream, we have revolutionised our approach to route profitability analysis, integrating 12 planning models into a single, cohesive framework.

The Challenge

Our customers faced fragmented route profitability analysis across multiple systems and models, limiting their ability to view overall route performance. The challenge was to create a unified platform that integrates diverse factors like:

- crew costs
- fuel consumption
- ground services
- Catering
- aircraft maintenance
- individual flight leg allocations

OneStream's CPM Platform

We chose OneStream for its robust and flexible CPM capabilities, enabling us to integrate disparate data sources into a single platform. Here's how we did this for route profitability in short:

- Data Integration
- Modelling Complexity
- Sophisticated Allocation Model
- Real-time Analysis

The Outcome

This unified approach enables customers to really understand and manage their route profitability. We gained a holistic view of each route's performance, leading to more informed strategic decisions.

Key outcomes included:

- ✓ Enhanced decision-making
- ✓ Cost efficiency
- ✓ Profitability Maximisation

We believe our journey with OneStream can serve as a blueprint for other airlines looking to enhance their route profitability analysis. Our experience demonstrates that with the right tools and approach, significant improvements in route financial management are attainable.