

# FiNDnet Forecasting

## Rapid Revenue Forecasting



FiNDnet Revenue Forecasting provides Ground Handling Agents with powerful forecasting and 'what-if' scenario modelling of future revenues.

The budgeting process can be quite complex and time consuming, often leading to irregular forecasting due to the overheads involved. In an operation with a dynamic schedule, this can rapidly lead to unexpected revenue shortfalls.

FiNDnet Revenue Forecasting is an automated tool providing rapid, accurate forecasts, based on the latest schedules and actual contracts, facilitating regular forecasting. With comparisons against initial budget and live revenues, it provides early visibility of projected shortfalls both ahead of time and during the month.



## Benefits

- Rapidly generate budget expectations and near-term forecasts for any period
- Accurate revenue forecasts based on the latest schedules, activity estimates and service contracts
- Monitor revenues, identify any future shortfalls and take pre-emptive action
- Model contract scenarios to maximise contract values

With a volatile market in an industry with the tightest of margins, it pays to keep abreast of all eventualities and seek out the available opportunities.

With comprehensive scenario modelling from FiNDnet Revenue Forecasting, you can also model both your schedule and contracts at a station and customer level, to understand the impact of schedule changes and the revenue opportunities of contract adjustments.

Capabilities also allow for the modelling of prospective future business as well as the re-running of actual historical operational data through various contract scenarios.

## Revenue Forecasting & Modelling



## Features

- Schedule regular forecasts for **automatic generation**
- **Compare budget, forecast and live revenues** graphically
- Use dynamic data grids to further **drill down into budget comparisons**
- Create 'projects' to **manage multiple forecasts** and compare the outcomes
- Integration with **FiNDet Operations** and **Billing for data provision**
- **Create contract scenarios** simply, by copying and amending live contracts
- **Refine projections** by estimating load factors and service provision

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