BENEFITS TO AIRPORTS

Independent review: Get the assurance and validation that all fees owed are being captured and assigned to the right airlines through a completely independent, data-driven, detailed review of all the operational activity that goes into your landing fee revenue (typically 20%-30% of an airport’s budget).

Complete, accurate data: PASSUR operates the world’s largest privately held surveillance network (more than 180 locations), which gives us a unique ability to track and store the most complete record of activity for your airport by tail number, owner/operator, and precise weight.

Enhanced fiduciary management: PASSUR allows airports to maximize and speed up landing fee collection, spread the landing fee burden equitably, eliminate self-reporting, and provide financial predictability and stability in landing fees—all critical elements in the fiduciary tracking and reporting of this critical revenue source.

BENEFITS TO AIRLINES

Reduce Landing Fee Unit Costs 1%–4%

With complete capture of all landed weight activity, based on a sampling of our audits, airline landing fee costs could be reduced from 1% to 4% (average 1%).

With accurate capture, regional carrier costs are accurately assigned to the correct mainline carrier

Another large area of Landing Fee Management (LFM) inefficiencies is inaccurate assignment of regional carrier fees. PASSUR Integrated Fee Management ensures that each landing is assigned to the correct operator, through automated data validation and matching.

Reduced labor costs through standardization, automation, and accuracy

Today, landing fee submission, audit, reconciliation, and administration can be different at each airport where an airline operates, driving costs in labor and time due to non-standard processes. PASSUR’s Integrated Fee Management program provides airlines the same automated, standardized process at each airport, using the same independently verified accurate data—allowing for airline system-wide standardization of process and reduction in FTE costs associated with managing landing fee programs, including fewer reconciliations and revisions in fees.

Cost predictability

By ensuring complete and accurate capture and assignment of landing fees, PASSUR’s program reduces the frequency of mid-year “true-ups” and other accounting adjustments required when fees are not captured as planned.

LATEST DEVELOPMENTS

- Formerly known as “PASSUR Landing Fee Management,” the latest release enables the platform to expand to multiple new fees and charges—PASSUR Integrated Fee Management. The first phase focuses on:
  - Gate: Tracks gate usage so that airports can manage the fees associated with airport gate leases and utilization.
  - Parking: Tracks aircraft dwell time at the airport so that airports can manage the fees associated with the time an aircraft is at the gate and/or on the surface.
  - Seats: Tracks passenger volumes by gate, concourse, and times of day.

- The total redesign of the platform’s home screen/landing page: PASSUR Integrated Fee Management (PIFM) is now designed like its sister platform, PASSUR Integrated.

BY THE NUMBERS

$1 billion

Landing fees managed on our platform

More than 36 airports collectively manage over US $1 billion in landing fees on the PASSUR platform.

1%–4% less

Landing fees paid by airlines

PASSUR audits of 22 airports showed that airports capture between 1% and 4% more landed weight using the PASSUR solution compared to their current processes. This translates directly into a 1%-4% reduction in landing fees paid by airlines.

“Getting much better control and visibility into our revenues and providing a higher level of predictability, transparency, and service to our signatory users ... was a big factor in our decision to partner with PASSUR.”
– Dallas/Fort Worth International Airport
Traffic Management (PITM), to allow users to directly and efficiently access the specific solution areas and capabilities they need.

- The new PIFM home screen aggregates different related capabilities together under each solution area for convenient and efficient workflow.

**HOW IT WORKS**
- PASSUR radar surveillance sensors capture airport flight activity in detail, including tail number.
- The tail number is correlated with detailed aircraft operating information, including billable weight for each air frame, seat configuration, and power plant, and detailed owner-operator information.
- Detailed landing fee activity reports for auditing are available to airlines and airports on our web-based Integrated Fee Management platform.
- Airlines can view complete and detailed landing fee statements online, replacing the need for self-reporting.
- Landing fee statistics and reports, once finalized, are uploaded directly into airport finance systems.

**PRODUCT OVERVIEW**

**One-Time Audit**
Professional services review of airport landing fee program generating a report that provides:

- Summary of the differences between the PASSUR and airline-reported landing fee reports, including differences in counts and weights by carrier
- Analysis of where the main areas of landing fee revenue shortfalls currently exist
- A detailed report on non-signatory, itinerant, corporate, VFR, and diversion activity

**Landing Fee Audit Module**
- Easy and instant audit/reconciliation with self-reports based on true activity and weight
- Easy web access from any computer; instant download to spreadsheet
- Cost-effective billing of non-signatory activity through instant correlation by tail number to accurate owner-operator data
- Real-time visibility into planned vs. actual landing fee collections

**Proactive Billing Module**
Complete software module for airports ready to eliminate airline self-reporting in favor of airport-generated landing fee reports and invoices. Includes:

- Online management by the airport of all elements of landing fee invoices
- Full initial audit conducted by PASSUR professionals
- Revalidation of all aircraft weights flown by all aircraft carriers using your airport facility

**Gate, Parking, and Turn Time Management**
The latest release of the PASSUR Integrated Fee Management (PIFM) includes the following metrics and reports, the first phase in broadening the range of fees, charges, and reporting requirements optimized on the platform:

- Gate Utilization Reports, (for gate usage/lease reviews) including:
  - Detailed arrivals and departures per gate, including tail number, scheduled and actual in/out times, total turn time, total ground time, seats per flight
  - Turn time statistics by gate and by carrier
- Seat Counts per Gate Reports, including:
  - By scheduled vs. actual IN/OUT times
  - By gate, carrier, concourse, and hourly usage

**Gate Utilization Reports**
- Daily usage by gate, for all airports
- Monthly usage by gate, for all airports
- Yearly usage by gate, for all airports
- Detailed turn times by gate, including:
  - Turn time statistics by gate and by carrier
  - Seat Counts per Gate Reports, including:
    - By scheduled vs. actual IN/OUT times
    - By gate, carrier, concourse, and hourly usage

**Other reports available:**

- **Operations Activity Report:** Summary and detail of ops activity (domestic, international, regional and GA)
- **Runway Utilization Report:** Runway usage per hour and by aircraft type

**Data Feed for Airport Finance Systems/ Airport Operational Databases (AODB)**
All PASSUR operational statistics and detailed landing fee-related metrics are available as a master feed into airport financial and operational systems.

**ABOUT PASSUR**
PASSUR is a business intelligence, predictive analytics, and big data company. Our mission is to improve global air traffic efficiencies by connecting the world’s aviation professionals onto a single platform, making PASSUR the common element tackling the $30 billion of system-wide inefficiencies.

PASSUR has a broad and global customer network. PASSUR’s products are used by all of the top North American airlines, over 125 airlines worldwide, over 60 airports including 80% of the top 30 airports, approximately 200 business aviation organizations, and the US government.

Our core business addresses some of aviation’s most intractable and costly operational and financial challenges, including underutilization of airspace and airport capacity, delays, cancellations, and diversions.

Our cloud-based local, national, and international collaborative communication network and ecosystem allow us to solve problems collaboratively that can’t be solved by individual organizations.