



37	1491	27	37	1491
36	1356	89	36	1356
35	1211	72	35	1211
34	1132	5	34	1132
33	1056	3	33	1056
32	2946	36	32	2946
31	1813	45	31	1813
30	7467	23	30	7467
29	1527	36	29	1527
28	1489	13	28	1489
27	1372	56	27	1372
26	9125	34	26	9125
25	8113	5	25	8113
24	1036	346	24	1036
23	7945	4520	23	7945
22	6823	23	22	6823
21	5736	36	21	5736
20	4613	13	20	4613
19	5356	56	19	5356
18	2434	346	18	2434
17	9135	5	17	9135
16	2346	346	16	2346
15	4520	20	15	4520
14	23	91	14	23
13	56	56	13	56
12	11	11	12	11
11	56	56	11	56
10	91	91	10	91
9	20	20	9	20
8	346	346	8	346
7	5	5	7	5
6	5	5	6	5
5	5	5	5	5
4	5	5	4	5
3	5	5	3	5
2	5	5	2	5
1	5	5	1	5

# BUSINESS PERFORMANCE INDEX



***Performance measurement is one of the most crucial areas of airline management, and hence can only be perfectly achieved through sophisticated, accurate, and regular information feeds, provided by a compact and comprehensive reporting tool.***

## **Overview**

Crane Business Performance Index is the most comprehensive and compact information provider throughout the entire airline industry, which is designed based on the needs of both senior and middle management as well as operational teams. Crane BPI collects historical and advance revenue, inventory, and DCS data, on a daily basis and creates comprehensive and detailed comparison tables, year over year.

Crane BPI provides regular information about the airline performance in terms of Revenue, Load Factor, RASK, Yield, POS, Sales Channel, ASK, RPK, Breakeven Load Factor, Average Fare, Capacity, Passenger, Ancillary both for historical and forward-looking periods. Crane BPI can also measure the performance and effectiveness of revenue management and pricing operations. In addition, Crane BPI provides a daily checklist based on pre-defined criteria by users to be processed by the revenue management, inventory and pricing teams for problematic flights.

used by  
airlines across  
**Europe, Asia  
and Africa**

# Benefits



## **Detailed Performance Data on a Regular Basis**

Crane BPI offers sophisticated historical and forward-looking performance measurement data, by loading daily PAX, BSP and DCS files into the system and prorates the transactions automatically.



## **Benchmark Capability**

Through the integration with 3rd party intelligence systems used by airlines, Crane BPI enables competitor benchmark analyses. It uses the information from the airlines' own subscribed systems, such as shopping data or market intelligence data.



## **Reduced Man Power**

With user-friendly graphical interfaces, Crane BPI reduces the need for experienced staff, and saves time both for users and management through compact and detailed comparison tables, that can be exported to Excel for further analysis. The tool also enables efficient management of the inventory through daily alerts based on user defined criteria.



## **Micro & Macro Management**

Crane BPI offers extensive management since all tables are designed based on the sophisticated needs of the airline managers, of all levels.

**substantial  
improvement**  
on decision  
making  
processes

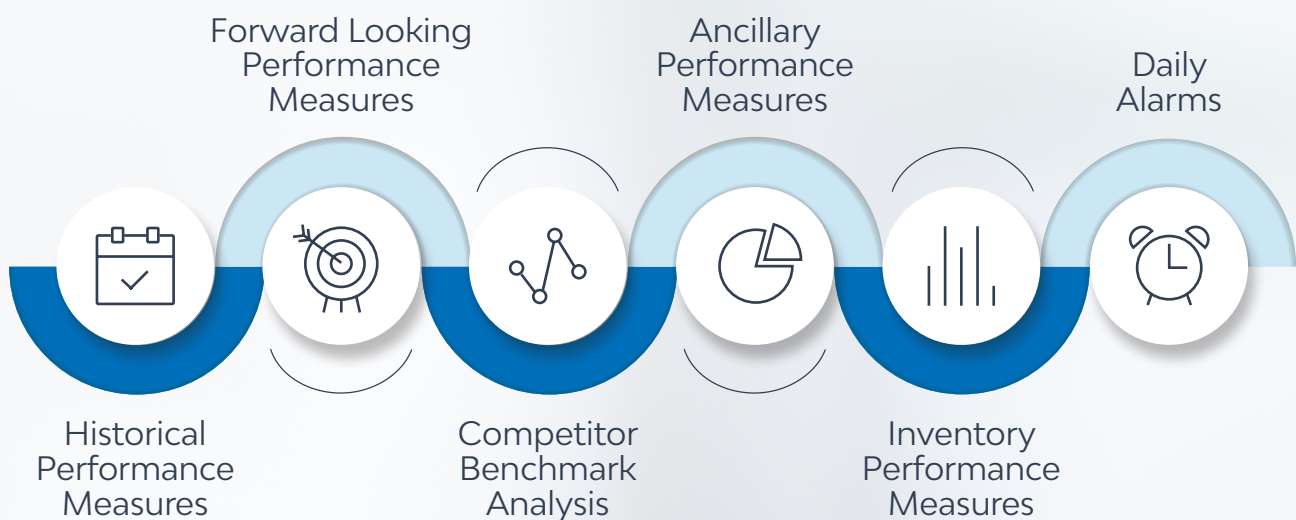
# Key Features

Crane BPI offers a variety of features depending on your needs and infrastructure. Among the features of Crane BPI are:

- Both historical and forward-looking
- Revenue details
- Load Factor details
- RASK, Yield and Average Fare details
- ASK and RPK details
- Ancillary revenue analysis
- On-time performance analysis
- Inventory functions performance
- Flight alarms

complies with  
**industry-wide  
initiatives and  
standards**

# Components



Turnkey solutions for every step on the way.



#### Passenger Service System

**crane.PAX** Reservation & Passenger Service  
**crane.IBE** Internet Booking Engine  
**crane.MA** Mobile Application  
**crane.ALM** Allotment Manager  
**crane.DCS** Departure Control System  
**crane.LL** Loyalty Layer  
**crane.CCL** Customer Care Layer  
**crane.CM** Communication Manager

#### Merchandising

**crane.TM** Travel Merchandising

#### Operations Planning

**crane.SP** Schedule Planning  
**crane.OCC** Operations Control  
**crane.CREW** Crew Management

#### Accounting

**crane.RA** Revenue Accounting  
**crane.CA** Cost Accounting  
**crane.BPI** Business Performance Index

#### Travel Solutions

**crane.OTA** Online Travel Agency





*Better. Together.*







Crane is a brand of Hitit.

The consistent increase in Hitit's customer base and geographic reach, as well as continuous follow up business with existing clients, are strong indicators that Hitit has achieved a high level of customer satisfaction with its offerings. Hitit combines an agile approach to their customer needs, with a team that works closely with them as partners in their business.



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