

“How easy it is to save money”

Case study with Aegean Airlines



With a route network expansion from 30 to 180 stations over the last decade, Aegean Airlines had reached the limit of their cost control processes. To continue to scale without increasing the workforce, they needed to find an innovative tool to optimise costs and boost employee productivity.

PDC GroundCost supports their existing processes of contract management, invoice control and analytics – but with a much higher level of automation and in greatly increased detail.

Automation of Cost Control

Before introducing PDC GroundCost, contract managers and invoice controllers had to access multiple systems to gather the required information. Further manual processes in Excel were performed before delivery of management reports.

It was a tedious and time consuming process, and invoice controllers were limited to do spot checking on 10% of invoices with limited detail.



PDC is our one and only detailed data source, which has enabled a new structure and optimised work processes for contract negotiation, budgeting and invoice control

PDC worked closely with Aegean to gather data, streamline processes, cut down on manual steps and provide a complete overview of contracts, invoices and credit notes.

Today, PDC GroundCost is the only platform for work functions across the contract department and invoice controllers, as well as providing essential quality data to the finance department and the operations department. As an added bonus, all data is now available from mobile devices when travelling to conferences and meetings with suppliers.

Christina Markou, Airport Services & Commercial Agreements Manager,
Aegean Airlines



With a push of a button we can easily create an accurate and detailed budget. Previously it took us at least three weeks and many long nights

Christina Markou, Airport Services & Commercial Agreements Manager,
Aegean Airlines

100% Control of Costs

With a new level of detail and automated processes, Aegean Airlines is able to check all of their invoices for airport charges, ground handling services and other expenses at their stations by cross checking all details of each flight automatically – providing full control of costs with the same manpower.

PDC GroundCost retrieves detailed flight data from multiple systems at Aegean, including load data (e.g. number of passengers, number of priority passengers, bags) and correlates them with contracted services and their prices.

By uploading invoices from suppliers in IATA's standard format for aviation services invoicing, IS-XML, PDC GroundCost automatically checks and flags inconsistencies of the invoices.

100%
review of invoices

Increase in Productivity

Going from spot checking to 100% detailed cost control with the same number of people, has resulted in a significant productivity increase and increase in quality of the work processes.

“3 people controlling costs of 120k flights and 15M passengers – detailed for each flight”

- Stathis Trivoureas
Ground Operations Business Analyst,
Aegean Airlines

Aegean Airlines Facts

Aegean Airlines is the largest airline in Greece with **120,000 flights** per year servicing **15 M PAX** at **151 destinations** in **44 countries**.

Using PDC GroundCost, Aegean checks 1000+ invoices every month, enabling one invoice controller to check 4 invoices per hour or 30 invoices per day – and this is without considering the impact of full automation with IS-XML.

Surveys have found that airlines presume that 5-10% of invoices are incorrect. Cost controllers at Aegean Airlines confirm this assumption by filing disputes with the supplier for more than 10% of their invoices.

Quick and Accurate Budgeting

Besides producing a budget quickly, Aegean can drill down to details of every single cost item per airport, per service, per flight, per country.

With detailed data gathered in one place, Aegean can continuously monitor actual spending versus the budget throughout the year, and better establish budgets for forthcoming years.

The experience at Aegean with PDC GroundCost has clearly demonstrated the advantages of a comprehensive cost monitoring solution for airlines.

**Do you want to
optimise your cost control
like Aegean Airlines?**

**Learn more about
PDC GroundCost
here**

**Click here to
contact us for
a demo**