



The Enterprise Fuel Management Solution



Preview on FuelPlus EFM 4.2

In Q3 2008, FuelPlus 4.2 will be delivered. This new release will not only include several enhancements on current functionalities but also will introduce two new optional modules.

FuelPlus 4.2 includes new functionality in contract handling and managing Value Added Tax (VAT). To improve contract handling, a user will be able to utilize several new contract types when representing a fuel supply scenario:

- Currently, a Product IPL contract can only cover either the purchase of fuel or the purchase of fuel and the related services. To simplify the contract management, the new release will implement the type "Ex-hydrant," which can be used for contracts covering both the product delivery and the fueling service.
- Additional types of into-plane service contracts will be available. For example, a user will be able to set up contracts that cover the payment of hydrant fees.

The handling of VAT will be significantly enhanced in FuelPlus 4.2. The new release will allow defining VAT settings per contract. These settings include the indication of whether VAT is applicable or not and the definition if VAT is applied on domestic, international or all flights. In addition, FuelPlus 4.2 will provide the option to overrule these settings on a contract price component basis. These new features will enable the handling of complex VAT rules, such as "VAT is applicable for domestic flights on product but not on differential or transport," which is in place in several Latin American countries.

In addition to these enhancements, two new modules will be available for optional licensing:

- The Tender module supports a user in preparing and negotiating tenders by providing dialogs to create tenders based on volume forecast plans, capture and normalize bids, and create contracts based on awarded bids.
- The Prepayment module helps users handle situations in which the airline has to prepay for the fuel to be used in the next time period. This module covers the accurate calculation of the prepaid amounts, as well as a detailed control and audit of approvals.

Both modules are designed to run with FuelPlus EFM and FuelPlus Core.



Excursus: Utilization of ACARS in Fuel Management

What is ACARS?

ACARS is the abbreviation for Aircraft Communication Addressing and Reporting System. Since its inception as a basic data transmission system in the late 1970s, the ACARS solution has evolved to a complex, automated system with the ability to transmit large volumes of data between the aircraft and the ground anywhere in the world within seconds.



Why ACARS?

The current competitive global business environment requires accurate and reliable information for rapid decision making. ACARS has the ability to send aviation data based on hundreds of parameters from every "New Generation" aircraft across the globe. This information enables any airline to access available detailed and reliable information on which analysis can be performed.

As shorter turnarounds, congested airports and voice networks increase the demands on pilots and ground support staff, ACARS provides a proven means to minimize and automate the workload in and around the aircraft.

How can ACARS support fuel management?

ACARS is a very handy tool that can be easily customized to provide the required data used for professional fuel management in combination with an advanced fuel management system like FuelPlus. Quantities such as Fuel on Board, Before Fuel and Shutdown Fuel are supplied as part of the standard movement messages. Furthermore, the ACARS core software provides additional optional information like Takeoff fuel, APU burn, uplift volume, density, etc., which allow for detail fuel burn and trend analysis.

ACARS serves as a valuable tool in an airline's toolbox of business applications. It can deliver detailed information in near real-time from anywhere in the world directly to FuelPlus, where it can be used as a viable alternative to fuel tickets for the calculation of costs, trends and burns.

What are the benefits of using ACARS in the fuel management process?

- Capturing of fuel delivery data at origin.
- Fast and reliable delivery of information to a fuel management system.
- Low operational cost.
- Growth and flexibility – Can rapidly adapt to the growth/changes in airline requirements.
- Wide range of expansion options available (wireless/tablet PCs).
- Delivery of the required information in the format that is used in the fuel management process, even if an aircraft is leased.
- Optional automation of fueling process – Data communication can be established between the refuel vehicle and aircraft.



Review on 2007: Five airlines select FuelPlus

FuelPlus closed out 2007 as a very successful year with the signing of five new airline customers representing three different global regions.

Further strengthening its European customer base, FuelPlus signed Austrian Airlines as a new user for its FuelPlus EFM fuel management system. The airline conducted a thorough investigation into the FuelPlus EFM solution that started in January 2007. In the beginning of February 2008, Austrian Airlines set FuelPlus EFM into production, and today their daily fuel management processes and data are supported using the FuelPlus solution.

In spring 2007, FuelPlus entered the US market when it welcomed AirTran Airways and Atlas Air Worldwide Holdings, which includes Polar Air Cargo and Atlas Air, as new FuelPlus EFM customers. Both airlines were looking for an in-house fuel management system that could assist in fuel planning, contract administration and invoice reconciliation. FuelPlus EFM excelled in meeting all of these requirements. According to Robert Fornaro, AirTran's President and Chief Operating Officer, "AirTran Airways has found that the FuelPlus fuel management system is a robust solution which addresses the many issues of fuel management with a well thought-out and user-friendly methodology that meets the needs of our growing airline." The agreements with AirTran Airways and Atlas Air Worldwide Holdings were important steps towards expanding FuelPlus' business activities into the United States.

During the late summer, FuelPlus strengthened its presence in the Americas when Avianca, the national flag air carrier of Colombia, selected FuelPlus EFM and became the first customer in Latin America. FuelPlus was very pleased to welcome Avianca as a new user, and the geographic expansion across the Americas illustrated the ability of FuelPlus EFM to meet the needs of airlines in all global regions.

FuelPlus ended 2007 on a very high note when it established its presence in the Middle East market by winning Etihad Airways as another customer. The young airline, which started operations in 2003, required a robust application capable of handling invoices, contracts and additional fuel-related information. "For Etihad, it is important to implement a proven state-of-the-art solution, which covers the complete fuel management process," said Peter John, Etihad's Fuel Manager.

Klaus-Peter Warnke, FuelPlus Managing Director comments, "We are very pleased to see that the significant investments in the FuelPlus solution are producing valuable results for our customers. In the last two years, we developed not just a new supply chain module but basically redesigned major parts of the system in response to market and business requirements. Besides these developments, we improved the FuelPlus EFM introduction methodology significantly and restructured our support services by adapting ITIL industry standard procedures."

"We are very appreciative to have the industry honor our efforts by recognizing FuelPlus EFM as the leading fuel management solution for the air transport industry. We are the only fuel management solution provider that solely focuses on the air transport industry. This enables us to devote all of our time, energy and resources into improving industry-specific processes, and it is clear to me that our strategy of focusing on the air transport industry is the right way to go. Providing airline-specific, state-of-the-art solutions in combination with excellent knowledge of the airline fuel business definitely brings unparalleled value for our customers."



FuelPlus User Group Meeting 2008

This year's FuelPlus user group meeting will be held in Vienna August 26–27.

During the two-day meeting, FuelPlus will present the latest product developments in the areas of tender, prepayment and risk management. Furthermore, new ideas and suggestions for upcoming releases will be discussed within the community.

A special event also will be held during the meeting to introduce the five new members that joined the user group in 2007: Austrian Airlines, AirTran Airways, Atlas/Polas Air Cargo, Avianca and Etihad Airways.

As in previous years, the meeting will provide a great opportunity to get together, exchange experiences and discuss new trends and ideas with colleagues from all over the world. FuelPlus looks forward to welcoming all participants.

For additional information on the FuelPlus user group meeting, please visit our website at www.fuelplus.de.



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