



AXIS Travel... travel management made easy.

About Campana

Campana Systems is an international leader in information solutions for the auto club and health care industries. Since 1988, we have been enabling our clients to achieve their ongoing business objectives using our in-depth industry knowledge and trusted technology solutions.

AXIS, a division of Campana Systems, applies its in-depth industry knowledge and experience to maintain leadership in providing an evolving suite of integrated software and service solutions for AAA/CAA auto clubs.

The AXIS division offers Member Relationship Management tools that interface seamlessly with AXIS Membership, Travel, Point-of-Sale and Emergency Road Service.

With years of experience in the industry and a proven track record of comprehensive, integrated and cost effective solutions, Campana consistently meets and exceeds club expectations while keeping with current AAA Standards.



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AXIS Travel

Inside

AXIS Travel is a front and back-office travel agency management solution designed specifically for AAA/CAA clubs. It captures itinerary and payment information from multiple sources and tracks them in a single consolidated booking record. This allows you to control your travel data from one location and provide your clients with a consolidated itinerary and receipt. AXIS Travel also provides a comprehensive customer profile database to support your MRM initiatives. Look inside to learn how you can:

- streamline the booking process
- manage agent tasks more efficiently
- improve reporting and group management



AXIS Travel

Designed by auto clubs for auto clubs, AXIS Travel incorporates front-line processing tools for your agents, including a diary to help keep them organized. Travel features group processing, business intelligence analysis and reporting tools and the necessary accounting tools to provide a comprehensive solution ideally suited for the auto club environment.

AXIS Travel can:

- integrate with your existing membership and point-of-sale systems for maximum benefit
- customize invoices, receipts, and itineraries to reflect your agency's needs
- be tailored to include web booking engines, such as Air partners and Travel Insurance sites

Bookings Made Easy

AXIS Travel hosts an air, hotel, tour, and cruise consolidated booking record that decreases reliance on a conventional GDS and ensures seamless handling of sales activity from a variety of sources.

Use AXIS Travel booking features to:

- streamline bookings with Apollo®, Galileo®, LeisureShopper®, LeisureLink®, Viewpoint™, Galileo Vacations, and hotel and car bookings using AAA National's Travel Connect booking engine to automatically send passenger and loyalty program information and receive booking information
- sell Group products directly from inventory
- automatically build trips for aaa.com bookings made by consumers on your website



Group Management

AXIS Travel offers a powerful group management system that allows you to:

- build custom, in-house groups
- track group inventory by component
- specify different pricing at the inventory level by component
- search for group availability
- produce a passenger manifest

generate detailed sales and expense reports, by group, using flexible revenue recognition rules to determine and record net profits

Get to Know Your Clients

Track leisure or corporate, member and non-member, profile information using AXIS Travel.

Comprehensive profile information includes a detailed travel history complete with member Lifetime Value, Dialog Topics, promotions, areas of interest, travel preferences and special needs, citizenship and passports, loyalty numbers, preferred payment methods, emergency contact information and more.

Task Management

Agents can use AXIS Travel to schedule and track follow-up tasks using the Travel Diary. Take notes, set up reminders for clients and trips (such as customer invoicing, supplier payment, and prospecting), and manage checklists for greater accuracy when serving clients.

Use AXIS Travel task management features to:

- keep track of agent to-do lists from diary tasks the agents entered, auto-generated tasks (for example, final payment reminders), or both
- view and re-assign tasks agents' diary tasks

Transaction Processing

AXIS Travel works with AXIS Point-of-Sale to provide accurate and efficient transaction processing.

Use Travel transaction processing features to:

- balance and manage receipts electronically, for efficient branch deposits
- improve client service and increase sales by cross-selling products such as travel merchandise, travel insurance, traveller's cheques, and membership
- add new members and prospects and look-up existing customers quickly

Automated Accounting

AXIS Travel captures transaction information in its built-in accounting system. Funds movement and movement of payables and checks, receivables, and receipts for clients and suppliers and commissions are all reflected. Travel's automatic ARC/BSP reconciliation tool makes submitting your remittances hassle-free.

Agents, accounting staff, and travel managers can access identical centralized trip information resulting in more efficient communication between your front and back office.

Use AXIS Travel accounting features to:

- significantly reduce check-processing time through bulk suppliers payment processing



Meet Jim and Carol York. The Yorks make it a priority to travel abroad twice a year - once in the summer and once during the winter months. In the past two years the Yorks have visited Aruba, cruised the Mediterranean and toured the Canadian Rockies.

The Yorks are currently planning a trip to Europe with their local AAA branch. They appreciate AAA's knowledgeable customer service and the recognition of their areas of interest and travel preferences. As a result of their frequent travel and high Lifetime Value, AAA offers the Yorks promotions and discounts tailored to their travel interests.

- track credit card commissions
- track non-prepaid hotel and car commissions
- import commission payments from Pegasus, NPC, TAC and COMMTRAC
- remind partners of commissions payment due dates through automated letter generation

Flexible Reporting

AXIS Travel features timely reporting on sales, passenger counts, and commissions by agent, branch, product or supplier.

Access budget information and month-to-date, year-to-date, and previous year comparisons so you know exactly where you stand in today's ever-changing travel landscape. AXIS Travel reporting features enable you to:

- forecast future commissions
- use business intelligence reporting to analyze critical corporate data from any angle, and in any combination, to make it easy for employees to understand
- take advantage of extensive management and sales reports
- use flexible ad-hoc drill-down reporting options for detailed and summary information using AXIS Make Your Own Report (MYOR)
- run agent incentive analysis with Weighted Commission reporting

The biggest advantage in using the AXIS Travel system is that the agents are not spending time doing accounting functions and can concentrate on serving our members and selling.

Jere Jo Parker, Training
Alberta Motor Association