Cargospot Quotes

Simplifies and accelerates the sales and reservations process from quotes to booking

An optional module that enhances Cargospot Airline quotes management. This additional module streamlines the process of quotes creation, authorization, distribution to your customer and, upon acceptance, automated conversion of the quote into a booking.

Benefits

- The automated customized workflow reduces process times

- Staff time spent on quotesrelated email and phone exchanges is minimized

- Flight and rate information is linked to provide the best offer

- Your customer can accept or reject quotes without contacting the airline

- Acceptance of the quote automatically creates a booking

- The workflow can be tailored for each customer

- Can be integrated to other non-CHAMP systems through its Open APIs

- The process can be conducted in multiple languages

Generating a quote in mere seconds…

Capturing and managing quotes is one of the most time consuming parts of winning business. With Quotes Module, the time and effort spent by your staff in administrative tasks is significantly reduced, freeing them up to work on activities that add more value.

Once the details of the quote have been captured, Quotes Module presents the most appropriate flight options to the sales agent, allowing them to select the flights and the rates that will make up the quote. A customized workflow ensures that the proposed quote receives any necessary authorizations before being sent to the customer.

The customer can automatically accept (or reject with reasons) the quote, allowing Cargospot to convert the quote into a booking without further staff action. Quotes Module means you don't have to search e-mail trails anymore as all information about the quote is in one place, showing the history of negotiations and the final results - Quotes Module keeps your entire quotation process on the same page.

What's next: Self-service portal and quotes analysis

Next for Quotes Module is the ability for your customers to create quotes requests themselves through a self-service portal, without the need to contact the airline by phone or email.

We will also be providing an analysis tool that will enable you to seamlessly evaluate your win/loss ratio by station and region, allowing you to adjust your future quotes and improve your service.

Our Portfolio

CHAMP Cargosystems provides the most comprehensive range of integrated IT solutions and distribution services for the air cargo transport chain. Our portfolio spans Cargo Management Systems, messaging and integration services through our Community Integration Platform and a comprehensive suite of eCargo solutions. These include applications to meet customs and security requirements, quality optimization, as well as e-freight and mobility needs. The products and services are well known under the Cargospot and Traxon brands.

CHAMP
Cargo Management

CHAMP
eCargo

CHAMP
Insights

About Us

CHAMP Cargosystems aims to maximize the efficiency and capacity of air cargo supply chain by providing a wide array of integrated IT solutions and distribution services. As of January 2022, it is a wholly owned subsidiary of SITA. CHAMP serves over 200 airlines and GSAs, and links these with some 3,000 forwarders and GHAs worldwide. Its solutions evolve with ever changing times to meet the needs of global transport logistics and facilitate trade.

For further information see: www.champ.aero

CONNECTED THINKING FOR THE AIR CARGO COMMUNITY

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