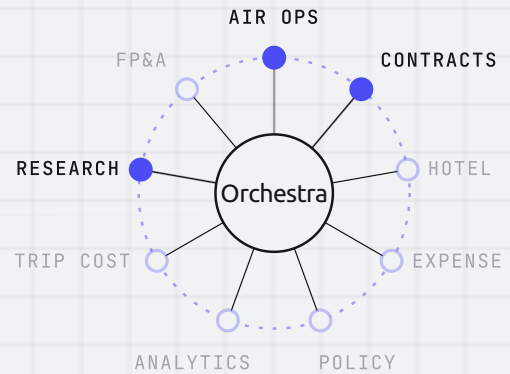


Carrier Contract *Renewal*

Your lead carrier's contract is up. They've sent a 30-page proposal, the negotiation is in six weeks, and you don't have an analyst team, or you're paying a consultancy six figures to build the pack.



METHOD

Analyse Air Market

TIME TO DELIVERABLE

Minutes, not weeks

CADENCE

On demand · re-runs quarterly

Process

- 01 Brief the team.** Upload the carrier's renewal proposal and your current contract; review and approve the plan.
- 02 Ground in your data.** The Fare Analyst pulls four quarters of carrier spend and segments by route; the Contract Analyst extracts and compares current vs proposed terms: rate cards, soft-dollar incentives, volume commitments.
- 03 Benchmark in parallel.** Fare trends on your top routes, while Market Intelligence benchmarks the proposed rates against peer carriers and external benchmark data.
- 04 Discovery Checkpoint.** The team flags what's surprising before writing: *"proposed economy fares 18% above peers on your top 5 routes."* You validate; the team proceeds.
- 05 Deliver.** The Report Writer synthesises savings and risks into a negotiation deck: savings waterfall, route-level comparisons, cited throughout.

The team on this project

- Project Manager** COORDINATES
- Contract Analyst:** Extracts current & proposed terms from your documents
- Fare Analyst:** Queries your booking and spend data
- Market Intelligence:** Peer-carrier rate benchmarks
- Validation Agent:** Audits before delivery
- Report Writer:** The negotiation deck

Outcome

A negotiation-ready pack with native editable charts: where the proposal over-prices you, where the commitment doesn't match your actual flying, and the total opportunity, every claim cited back to your data. Schedule it quarterly and the next renewal is already prepared when you open it.

Return on investment

 **\$1.8M**

Savings opportunities identified in a single run

 **~\$100k/yr**

Consulting engagement displaced for the same deliverable

 **Minutes**

For the pack a consultancy delivers in 4–6 weeks