NEW FUNCTIONALITIES IN SALES PANEL

New functionalities are introduced to the Leon Sales panel.

Amenities & Cost in Subcharters

Amenities

It is possible to add **Amenities** when creating a quote on **Subcharter** aircraft. In the quote's edition for Subcharter, we added a new tab 'Amenities' where it's possible to add several amenities, such as:

- **Smoking & Wifi** - mark checkboxes to enable them.
- **Wifi type** - select between Internat via Satcom, KA band, KU band, SBB (Swift Broadband) and Iridium.
- **Cabin details** - width, height, length and volume.
- **Baggage capacity** - add a number of items.

Once the 'Amenities' have been added and saved, Leon will remember the items when the next trip on the same subcharter is performed.

Amenities can be added to 'Flight Quotation' document, by using item: 'quote > aircraft > aircraftAmenities' from 'Available data' of the Documents Manager panel.

Leon will also show 'Wifi' & 'Smoking' amenities for Subcharters downloaded from **Avinode**, which are defined in Avinode's section: Aircraft > Fleet edition > Update amenities.

Cost

Subcharter price section

It is now possible to calculate the subcharter price based on the cost.

The 'Price' section is now located above the tabs with the subcharter details.

It allows inserting more detailed price that includes:

- **Operator price** - the amount charged by the operator (subcharter price)
- **Third party commission** - commission paid to the third-party broker
- **Margin** - income margin calculated on top of the total cost

Based on the above elements, the total price is calculated as:

Price = ('Operator price' + 'Third party commission') / (100% - 'Margin'%)

The total price is not editable and keeps the same currency as the price breakdown.

New Fees introduced

NEW AIRCRAFT FEES

- **Extra PAX Fee** - it is possible to define a different PAX fee (to the item 'PAX Fee) which should apply above given PAX number.

- **2nd pilot fee**, **Take off extras aeroportuaires**, **Take off extras agent** & **Take off extras pilot** - all these fees should be added manually.

Label	Unit	Price	Cost	Unit
2nd Pilot Fee		100	80	EUR
Take Off Extras Aeroportuaires		150	130	EUR
Take Off Extras Agent		125	100	EUR
Take Off Extras Pilot		175	140	EUR

NEW AIRPORT FEE

- **Catering PAX Fee** - insert catering fee per passenger and Leon will multiply it by PAX number on quote's edition page

ADEP	ADES	TBA	Departure LT		Arrival LT		Block Time	Flight Time	GCD[NM]	PAX	Ferry	✚
EPWA	LSGG	☐	25 Feb 2021	08:00	25 Feb 2021	10:35	02:35	02:12	682	13	☐	

ADD POSITIONING LEGS   **DELETE QUOTE**   **⟳ SHOW STATS**

CHANGE PRICING ▾   **RECALCULATE ▾**

Label		Unit	x	Cost	Currency	Total	
Catering Pax Fee					EUR	3250.00	⌃
EPWA		13	x	250	EUR	3250.00	