

# 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.

BASIC		MESSAGES		AMENITIES	
Smoking	<input type="checkbox"/>	Cabin width	<input type="text" value="2.5 m"/>	Cabin Volume	<input type="text"/>
WiFi	<input checked="" type="checkbox"/>	Cabin height	<input type="text" value="2.7 m"/>	Baggage capacity	<input type="text" value="23 items"/>
Wifi type	<input type="text" value="Internet via Satcom"/>	Cabin length	<input type="text" value="23 m"/>		

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

Operator price		EUR 0		Third party construction		EUR 0		Margin		10 %	
BASIC		MESSAGES		AMENITIES							
Registration	A-B02B	AC Type	Boeing Express	Pass capacity	12						
Operator	MAN	Contact email	sales@man.aero	Phone number	+40 123456789						
SPE	Johnny Test	RP	Johnny Gage	Flight attendant	Dominique Pomeroy						
Manufacture year	2015	Year of refurbishment	2019								

#### 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:

$$\text{Price} = ('Operator\ price' + 'Third\ party\ commission') / (100\% - 'Margin'\%)$$

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

Aircraft	Subcharter (A-BCD...)	Price	96667	EUR
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## 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.

Extra Pax Fee	departure PAX	100	No margin	EUR	Apply above	10	PAX
PAX Fee	departure PAX	150	No margin	EUR			

- **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	<input type="checkbox"/>	25 Feb 2021	08:00	25 Feb 2021	10:35	02:35	02:12	682	13	<input type="checkbox"/>	

ADD POSITIONING LEGS

DELETE QUOTE

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Label	Unit	x	Cost	Currency	Total
<input type="text" value="Catering Pax Fee"/>				EUR	3250.00 ^
EPWA	<input type="text" value="13"/>	x	<input type="text" value="250"/>	EUR	3250.00

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