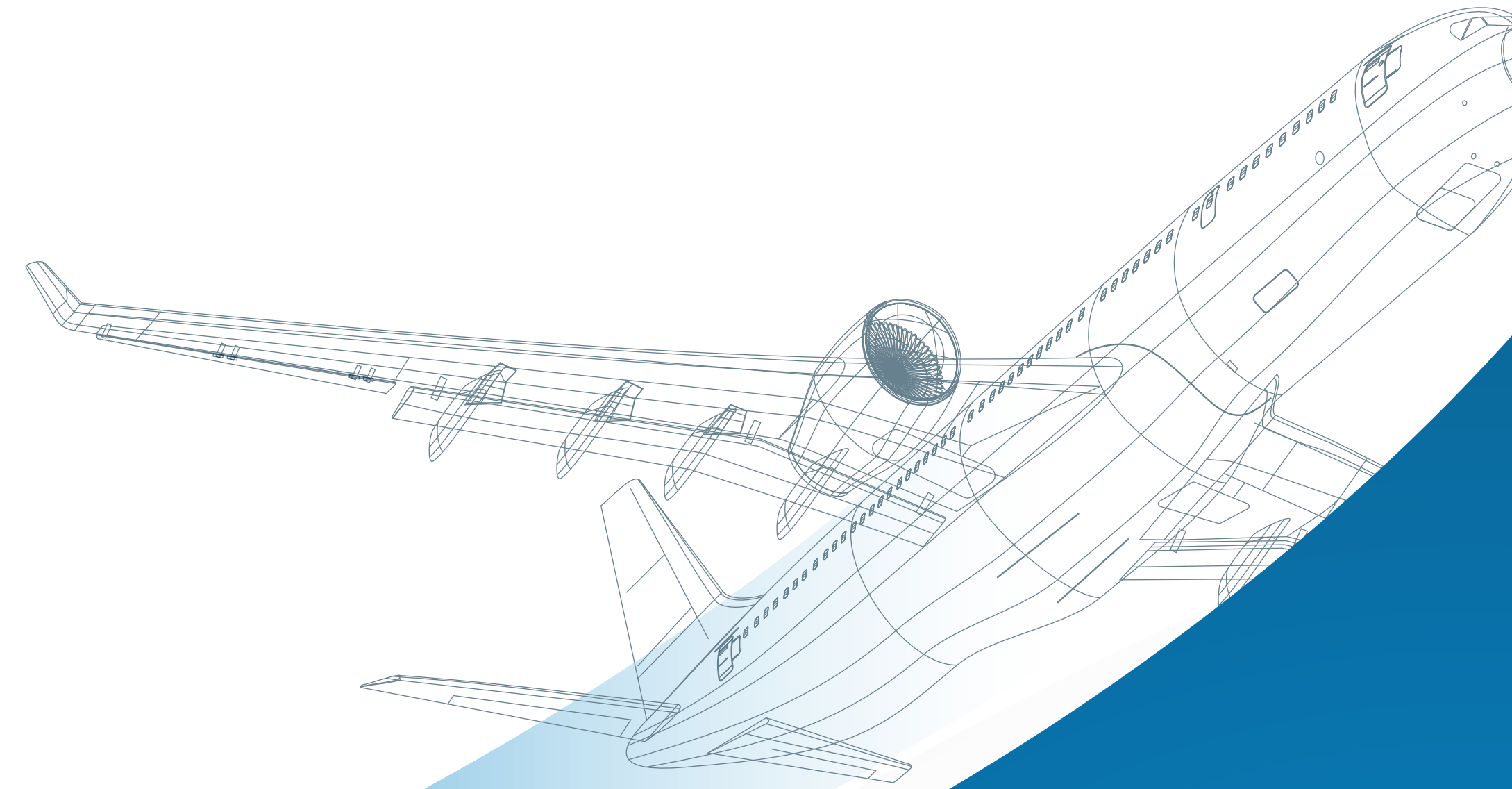


Digital travel solutions based on
cutting-edge technology
from **pricing experts.**



Air Pricing platform

Powered by **Airplane**Solutions

We collaborate with travel companies to improve their efficiency and cost margins.

We help these companies to update their booking process and offer their customers a faster, better service.

EXPERIENCE

eCommerce, Air Pricing and more

2004

AirEuropa

Avianca

clickair

IBERIA

IBERIA EXPRESS

LEVEL

Spanair

VOLOTEA

vueling

Work with PSSs

amADEUS

NAVITAIRE

Resiber

2022

Best in class technology

Scalability, speed, efficient costs and best computing solutions.

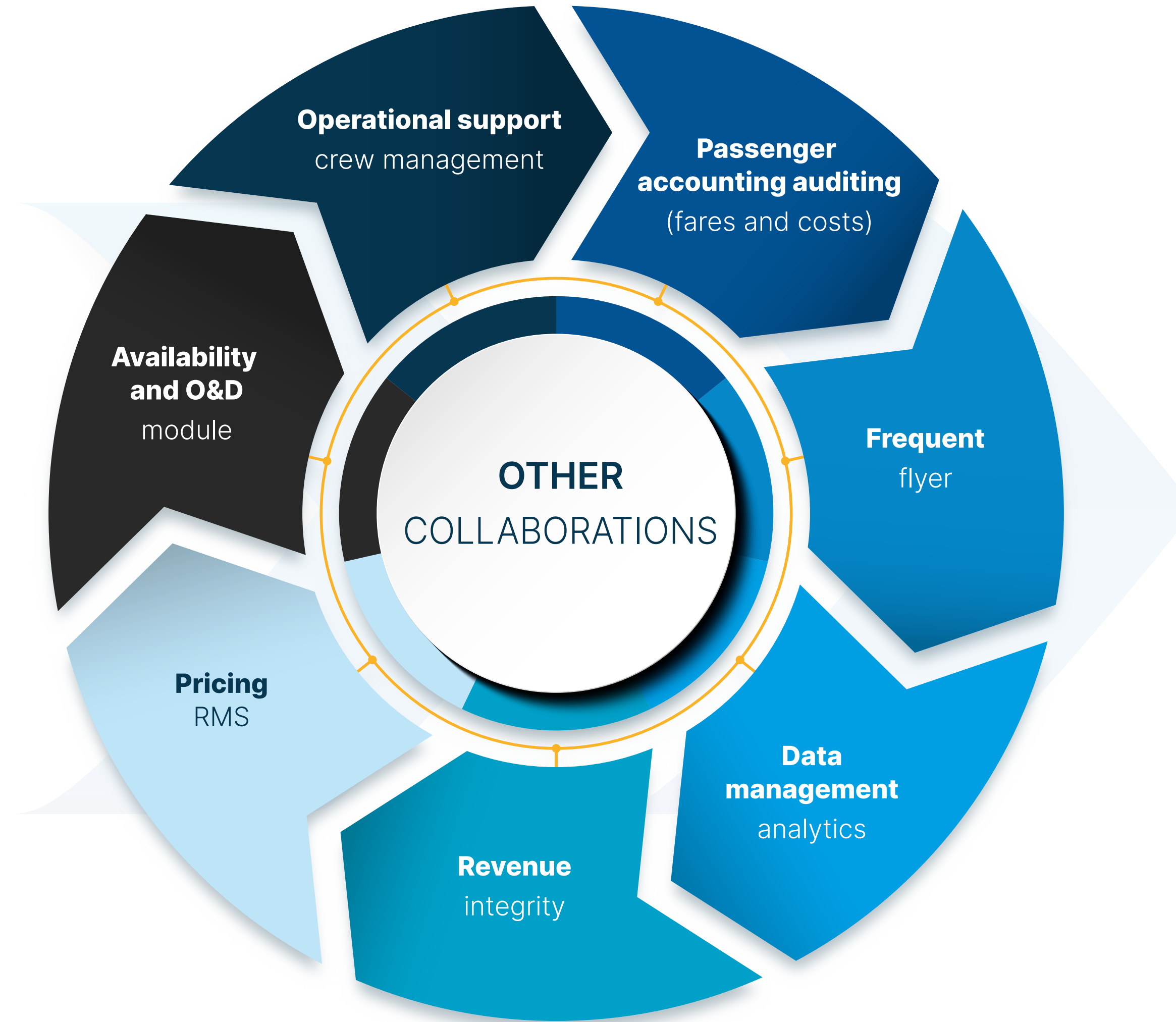
Microsoft Partner
Silver Application Integration
Silver Application Development
Silver Cloud Platform

2015 Award

Best eCommerce solution in Spain.

EXPERIENCE

2024



2022

What we do

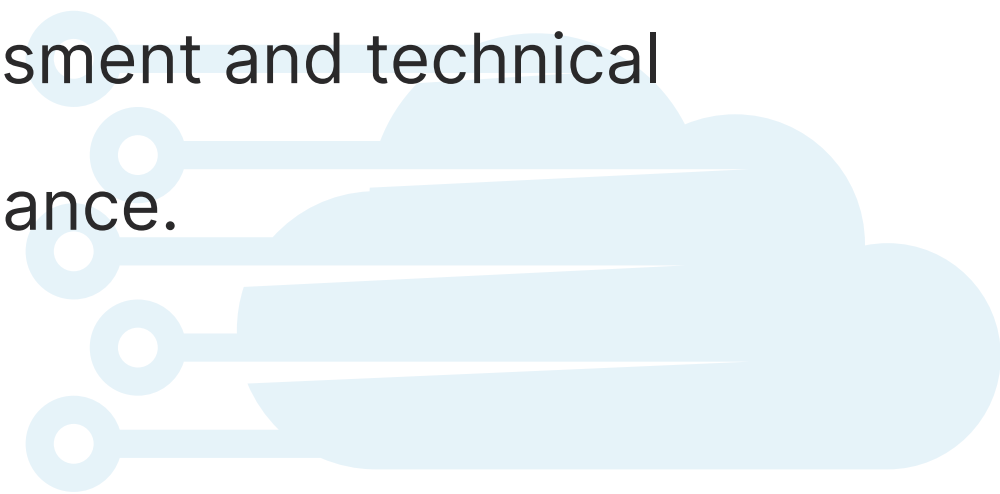
**We build custom software solutions
so airlines can offer the
best possible service.**

Ready to use, flexible
and powerful products and services.

SERVICES

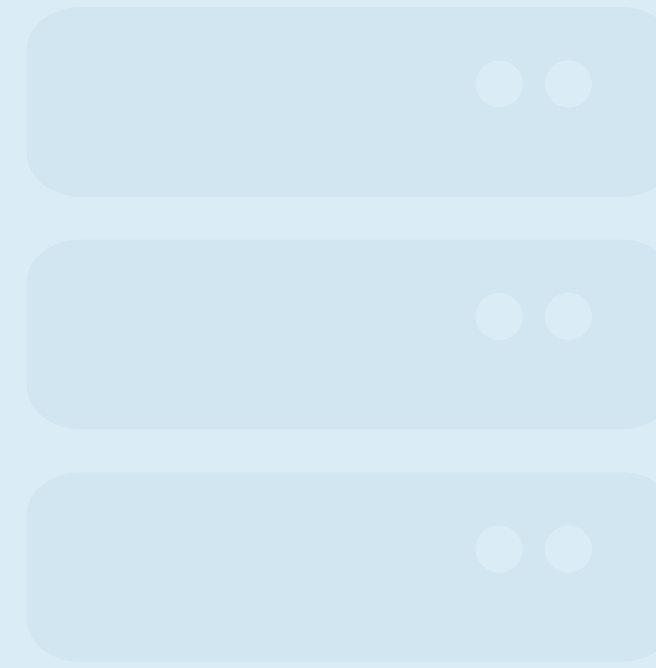
TECHNOLOGY SPACE

We perform a detailed analysis of strengths and weaknesses to deliver a transformation plan for your digital ecosystem, with the required assessment and technical assistance.



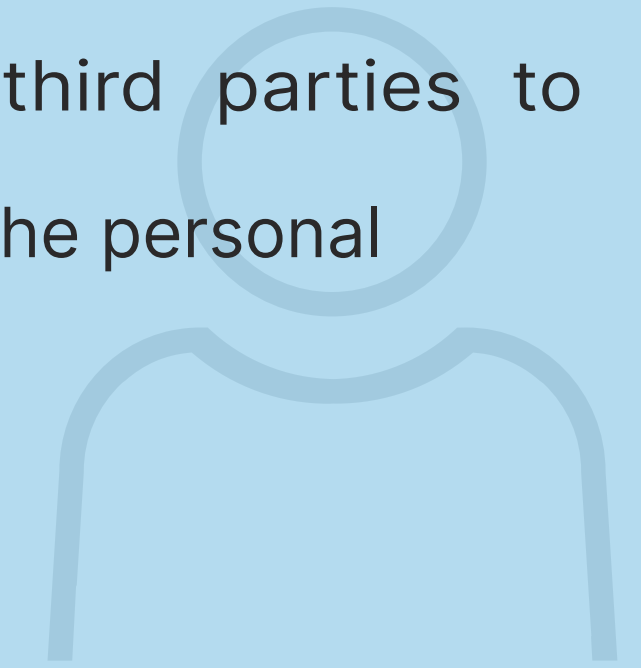
BACKEND SPACE

Orchestrate your digital channel flows with a sophisticated suite of GDS/PSS agnostic services



PERSONAL SPACE

Build long-term relationships with your customers through uniquely personalized web spaces. Easily integrate with third parties to further increase the personal experience.



Our essence

What makes us **different** is **how we deliver our solutions.**

We strive to create solutions that empower our clients and allow us to start a journey with them as trusted partners.

We have designed simple implementation processes that avoid complex technical integrations, which would only require additional effort from our clients.

Our go to market strategy is quick and easy to implement, with no friction between business and the technical teams.

Air Pricing platform

Powered by **Airplane**Solutions



Born to help a customer

minimize distribution costs

which were impacting severely their P&L.

We understand the **relevance**

of pricing in any commercial

proposition to airline customers

and the pain points airlines

encounter in the process.

We are **pricing experts**. Our

digital solutions for airlines offer

cutting-edge technology to

perform ultra fast transactions

at efficient costs.

Based on the latest technology, we offer airlines **freedom to develop and expand all their commercial capabilities** and imagination to generate additional revenue opportunities while impressing and engaging their customers. Transactional costs and computing speed are not a problem anymore.

Revenue, brand image and customer long term relationships

are impacted by the product depth and quality, an easy customer journey process and how personalized the experience feels in the company website|

Pricing transactions have increased exponentially. Using the

right technology for the process is critical to ensure an efficient, quick and scalable response to customers

SPECIFIC **BUSINESS PROBLEMS** TO BE ADDRESSED

Customers expect a great user experience and demand new solutions, where **pricing and offer creation** are the main commercial levers.

High costs and technology limitations

influence airlines commercial propositions, as new services are frequently not developed to avoid incremental costs.

Airlines pay a high cost for their current software but it's not an efficient or fast solution. Instead, it can bring **customer frustration** and disengagement to your proposition

The **Air Pricing** platform is a cutting-edge solution tailored for the airline industry that **increases performance exceptionally while reducing costs** in the online channels of the company.

What we offer

- ▶ Real-time and accurate pricing calculation
- ▶ Impressive transactional speed with no scalability limitations, which are essential for a successful commercial proposition.
- ▶ The platform has a set of modules that can be used together or independently.
- ▶ Easy-to-use APIs to connect third parties and read ample types of formats. Collaboration between providers brings value to the airline.
- ▶ NDC Standard integrations

Key benefits

Dramatic improvements in the airline's pricing distribution to multiple channels, which benefits:

- ▶ Customer journey experience
- ▶ Opportunity to add new commercial solutions in the web. (web calendar, inspirational engine, continuous pricing, discounts...)
- ▶ Distribution cost reductions
- ▶ We offer additional solutions such as scheduling or operational data.

MODULES AND KEY FEATURES

Pricing is our core business, but we have developed additional functionality based on customer requirements, creating a multi solutions platform.

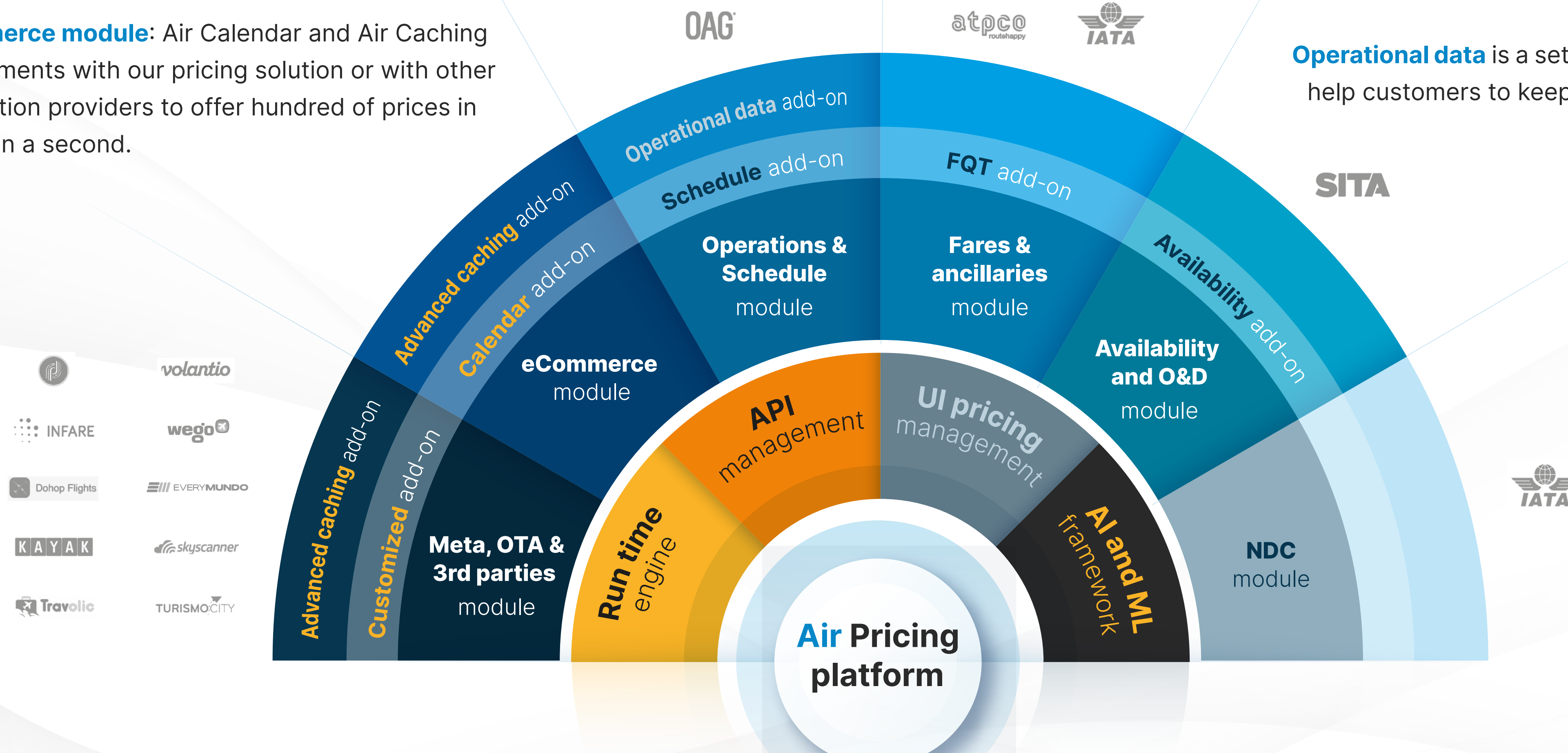
Our customers decide **what product they need**.

Fare & Ancillary Module: Industry standard pricing, flexible enough to apply discounts on top of ATPCO fares.

Air Schedule: Optimize distribution costs while improves customer journey experience giving added value information in the first step of the process.

eCommerce module: Air Calendar and Air Caching complements with our pricing solution or with other distribution providers to offer hundred of prices in less than a second.

Operational data is a set of flight information, which will help customers to keep up dated of their flight status.



PSS and GDS middleware

KEY KPIs

To stand out as a technology provider requires a continuous track record of challenging KPIs.

We have full monitoring of the system performance and we are proud to show some of the platform KPIs.

eCommerce module		Fares & Ancillaries module		Operations & Schedule module	
Advanced caching add-on	Calendar add-on	FQT add-on		Schedule add-on	Operational Data add-on
Cache response 47.5% Metasearch	16 ms Response time	30 MM Daily request per carrier	10 ms FQT speed calculation	7.8 ms Schedule speed	>500 K Request per day
91% Calendars	-25% Time spent in the availability screen	5x Faster than legacy GDS	0.00% Fare error ratio	5-10% Request clean-up	0.00% Downturn

PLATFORM PERFORMANCE

95% \$ Distribution cost savings	5x < 3 min Scalability	99.99% Platform and cloud availability	10+ Metas and airline providers connected
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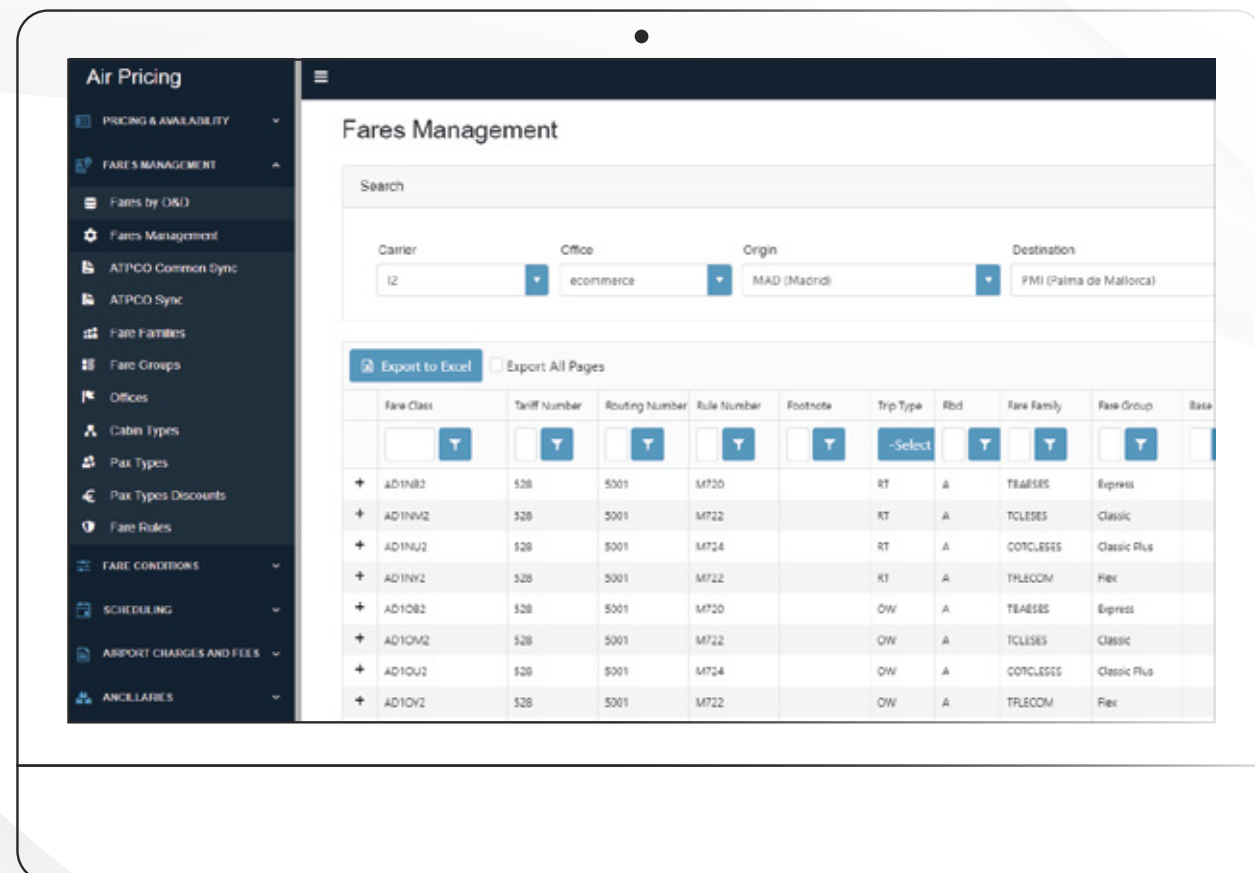
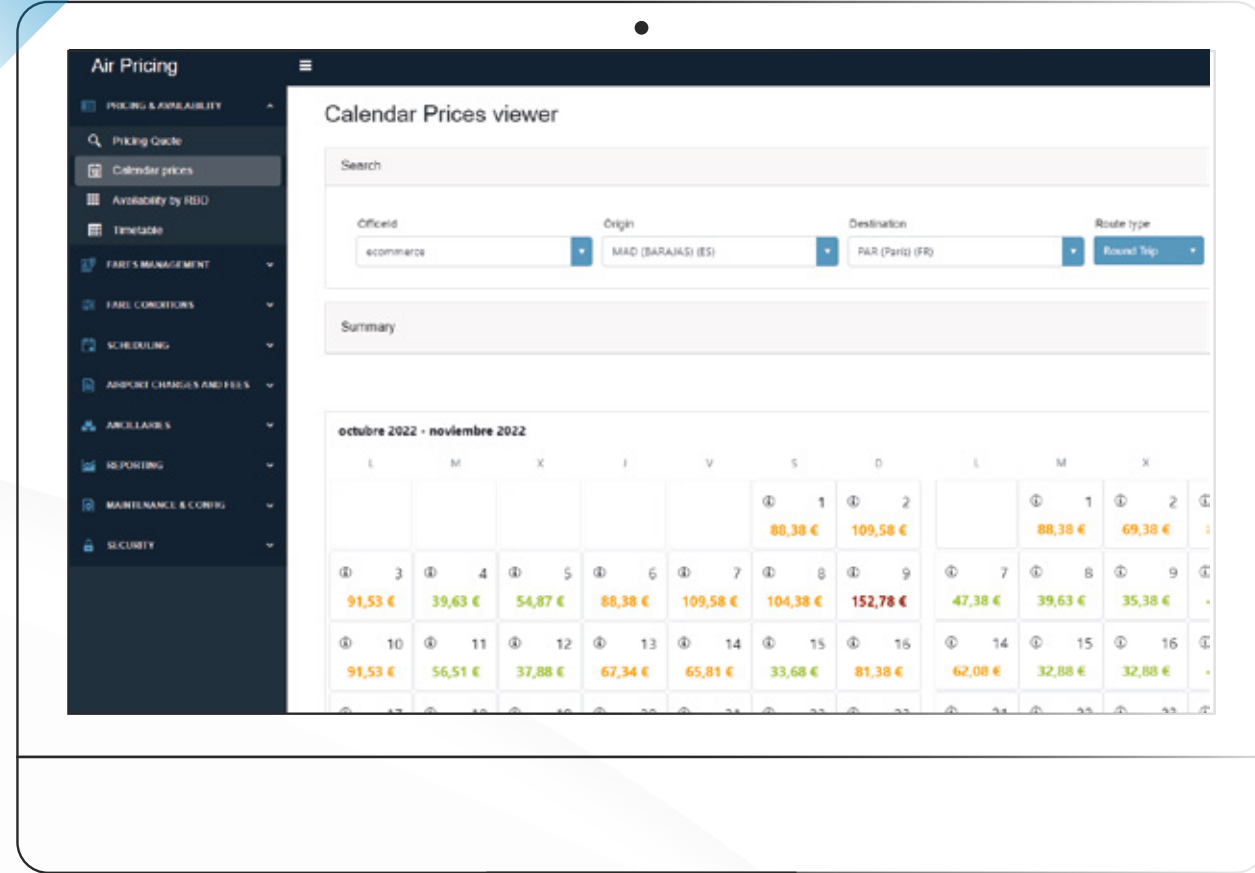
Air Pricing

Air Pricing platform

Powered by **Airplane**Solutions



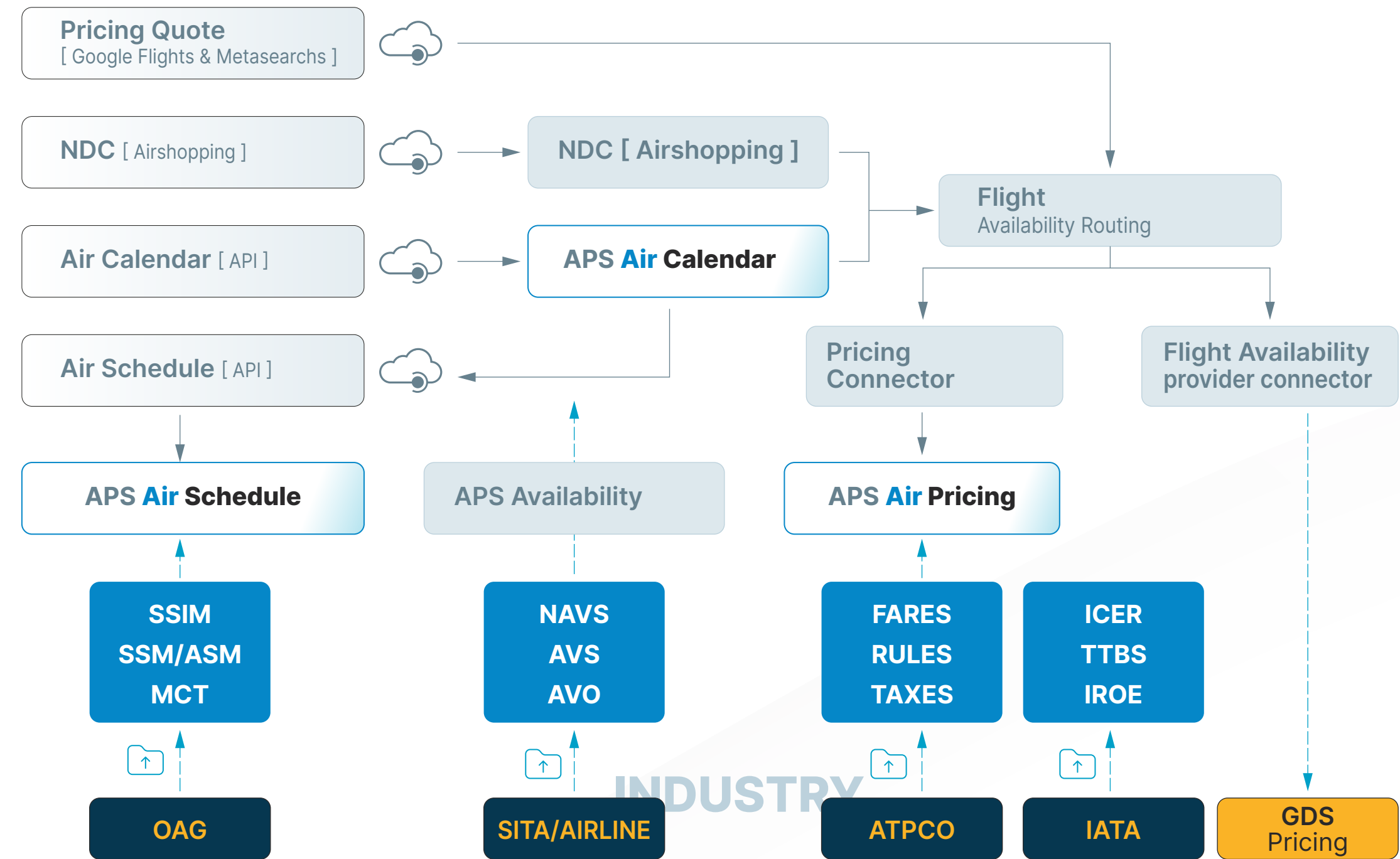
Backoffice



Air Pricing is a SaaS solution capable of calculating fare quotes in real time, bring clear benefits:

- ▶ GDS cost and dependencies reduction.
- ▶ Increase in transaction speed.
- ▶ Industry standard (ATPCO and IATA).
- ▶ Discounts within the system.
- ▶ Easy to integrate with third parties.
- ▶ Easy to manage Backoffice with access to all pricing data.

Cloud Solution

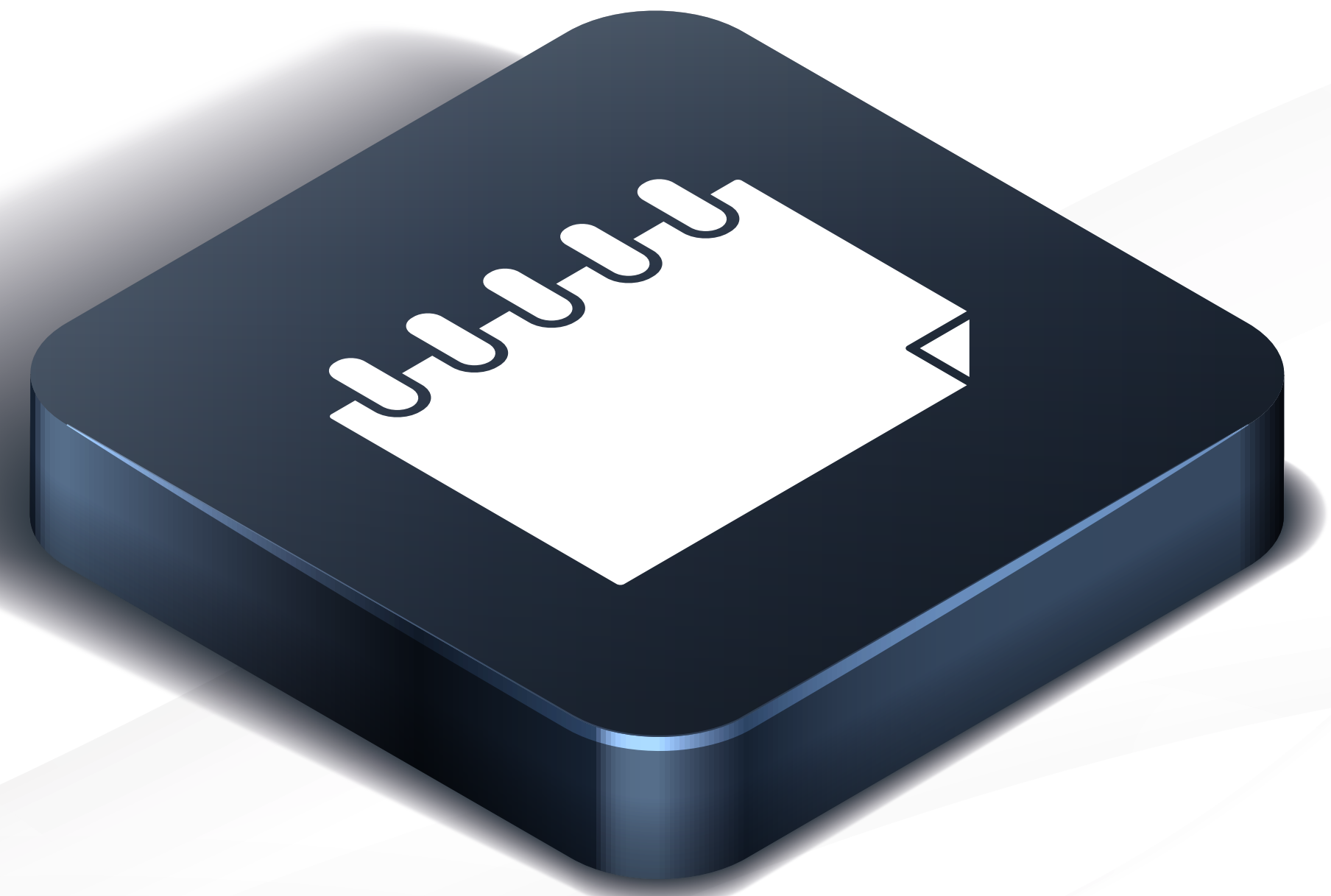


Air Pricing low costs, accuracy and speed is an ideal solution to **develop your commercial portfolio** within the web or through other channels. Running in Microsoft Azure infrastructure ensures scalability with no system downturn (0%).

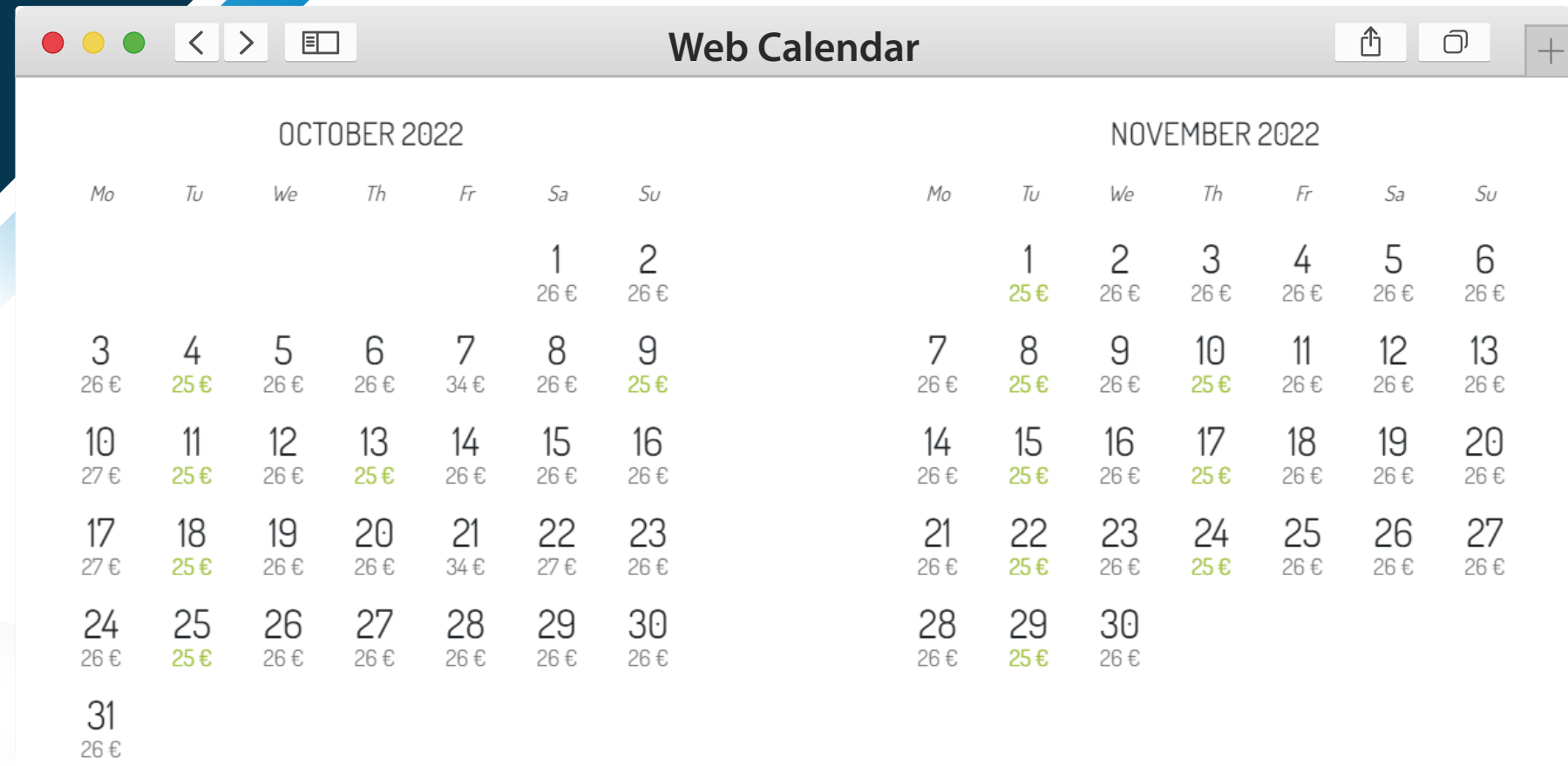
30 MM Fare request per day & carrier	4.2 ms* Response time	-30 % CPA	0.00 % Fare errors	>95 % GDS cost cut
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* In test environment we have reached up to 6K transactions per second

Air Calendar



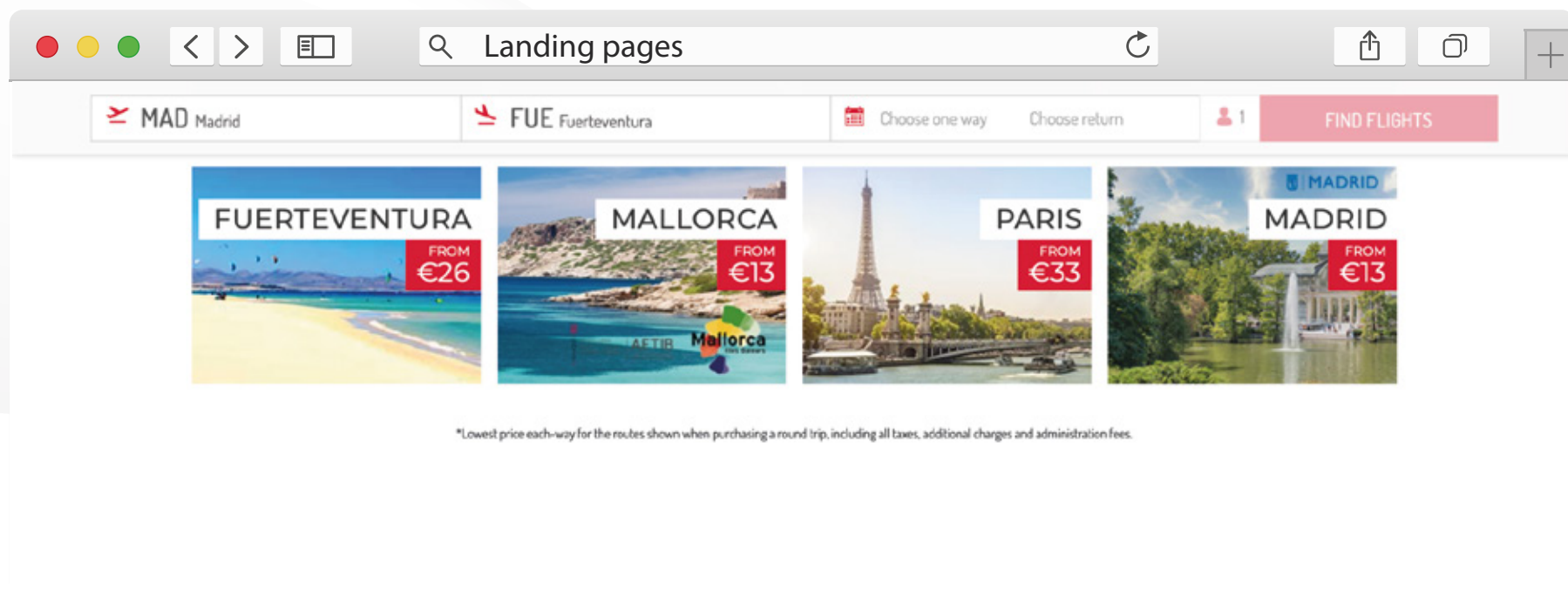
Air Pricing platform
Powered by [Airplane](#)Solutions



Air Calendar is a powerful module able to calculate and display hundreds of prices in less than a second.

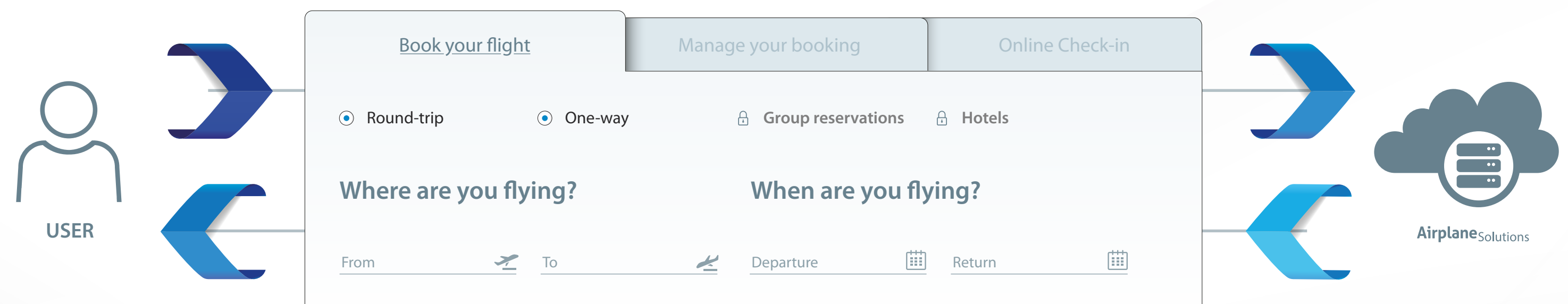
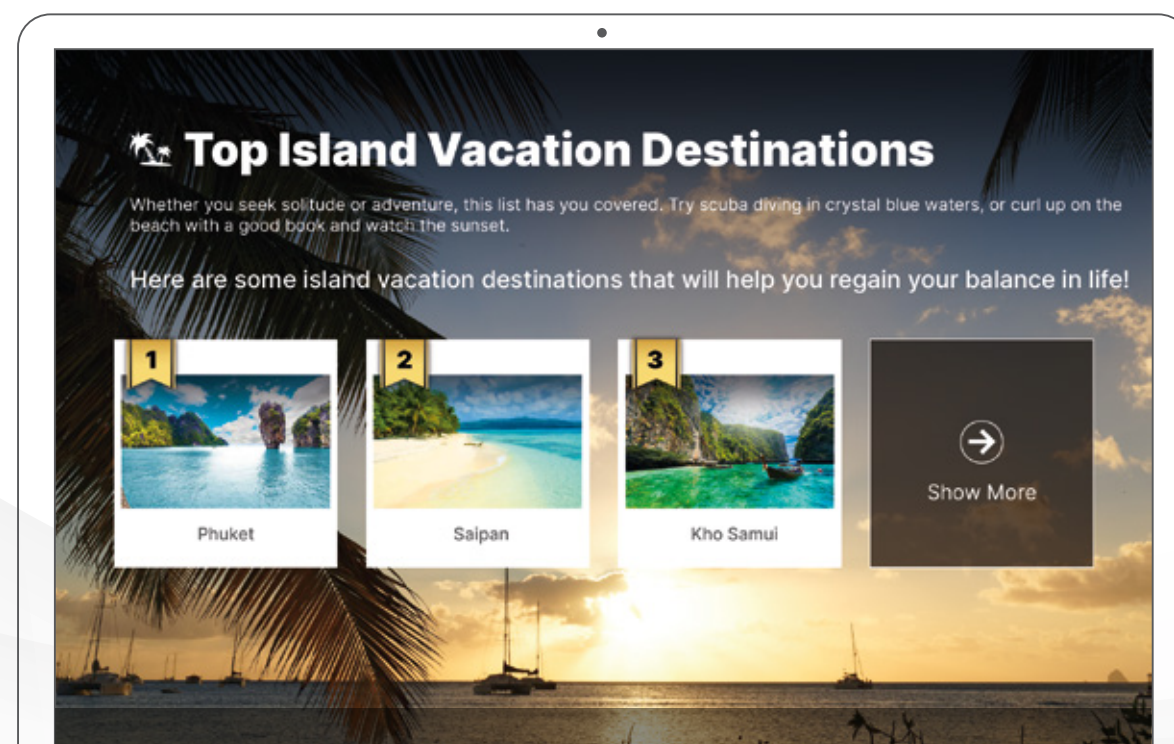
It's a SaaS solution within **Azure Cloud**: always using the latest technology, with huge operating speeds and unlimited scalability.

Great for web Calendar, Marketing activity, landing pages, inspirational Solutions and other. The **easy-to-use APIs** makes a smoothly integration with the airline systems and third-party providers.



Ideal to be used with **Air Pricing** (real time fare quote), but not mandatory, our advanced cache makes feasible to be used with other more costly distribution providers.

Inspirational Solutions



KEY KPIs

- 16 ms*** Response time
- 25%** Time spent in the availability screen
- 30 MM** Daily pricing responses per carrier

* Using **Air Pricing** as fare quote calculator

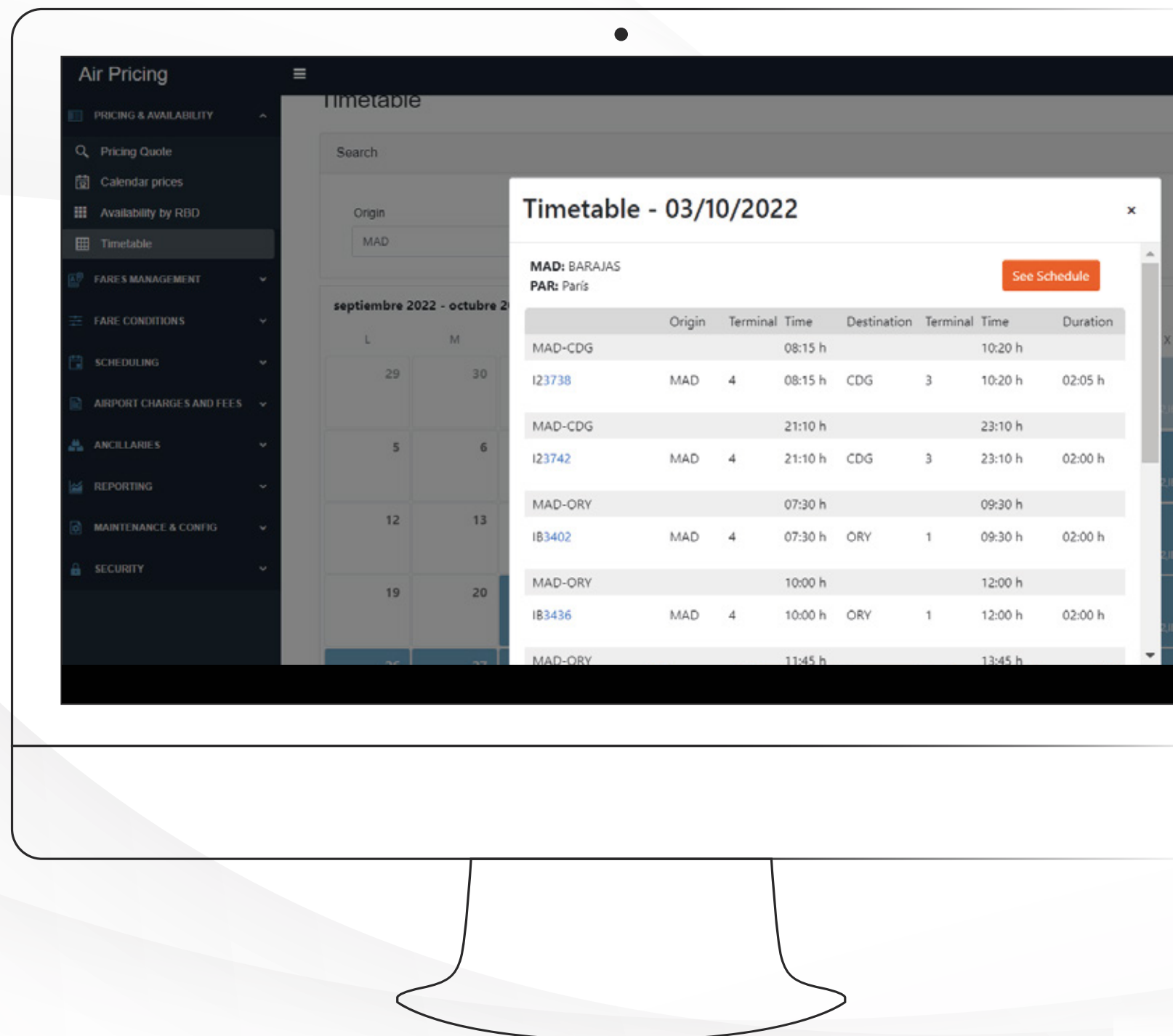
Air Schedule



Web Calendar

NOVEMBER 2022							DECEMBER 2022						
Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su
	1 €176	2 €149	3	4 €185	5 €196	6 €120				1	2 €91	3 €396	4 €184
7	8 €113	9 €141	10	11 €161	12 €108	13 €87	5	6 €196	7 €230	8	9 €99	10 €91	11 €91
14	15 €94	16 €81	17	18 €101	19 €87	20 €94	12	13 €53	14 €53	15	16 €63	17 €63	18 €58
21	22 €87	23 €69	24	25 €101	26 €69	27 €81	19	20 €58	21 €91	22	23 €230	24 €149	25 €157
28	29 €81	30 €53					26	27 €367	28 €132	29	30 €207	31 €166	

Backoffice



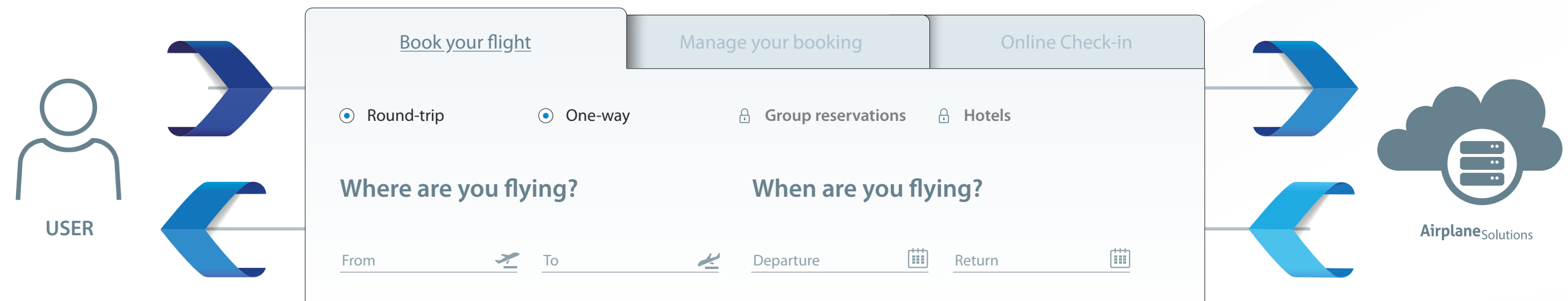
Air Schedule generates itinerary files with up to date flight information for direct and connecting routes.

Based on industry standards and OAG partner, is the ideal solution for exporting flight data from airline company and partners to an easy to read **JSON document with all the itinerary information**.

The JSON document is flexible enough to cover any customer need: from displaying selected information at the airline website to communicate with third-party interfaces.

Improves the customer journey experience, with value added information. We offer **three products** (Basic, Standard and Premium) to ensure our customer have the solution which best suits them

It helps to **minimize Distribution costs**, reducing the transactions sent to the Distribution provider.



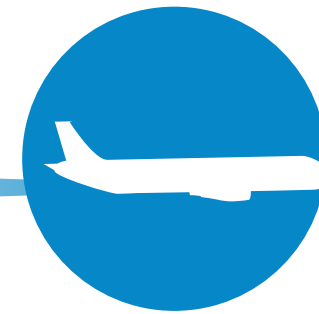
KEY KPIs

0.00 % Errors	7.8 ms* Response time	5-10 % Request clean-up	>500 K Daily requests
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* Using **Air Pricing** as fare quote calculator

Air Pricing platform

Powered by Airplane Solutions



The **Air Pricing platform** boosts efficiency while reducing costs.

Improve the customer journey experience offering value added information and increases in accuracy and response time.

At the same time, minimize distribution costs, which have **a direct impact in the airline P&L.**

AirplaneSolutions

contact us:

+34 936 671 855 

info@airplane.solutions 

www.airplane.solutions