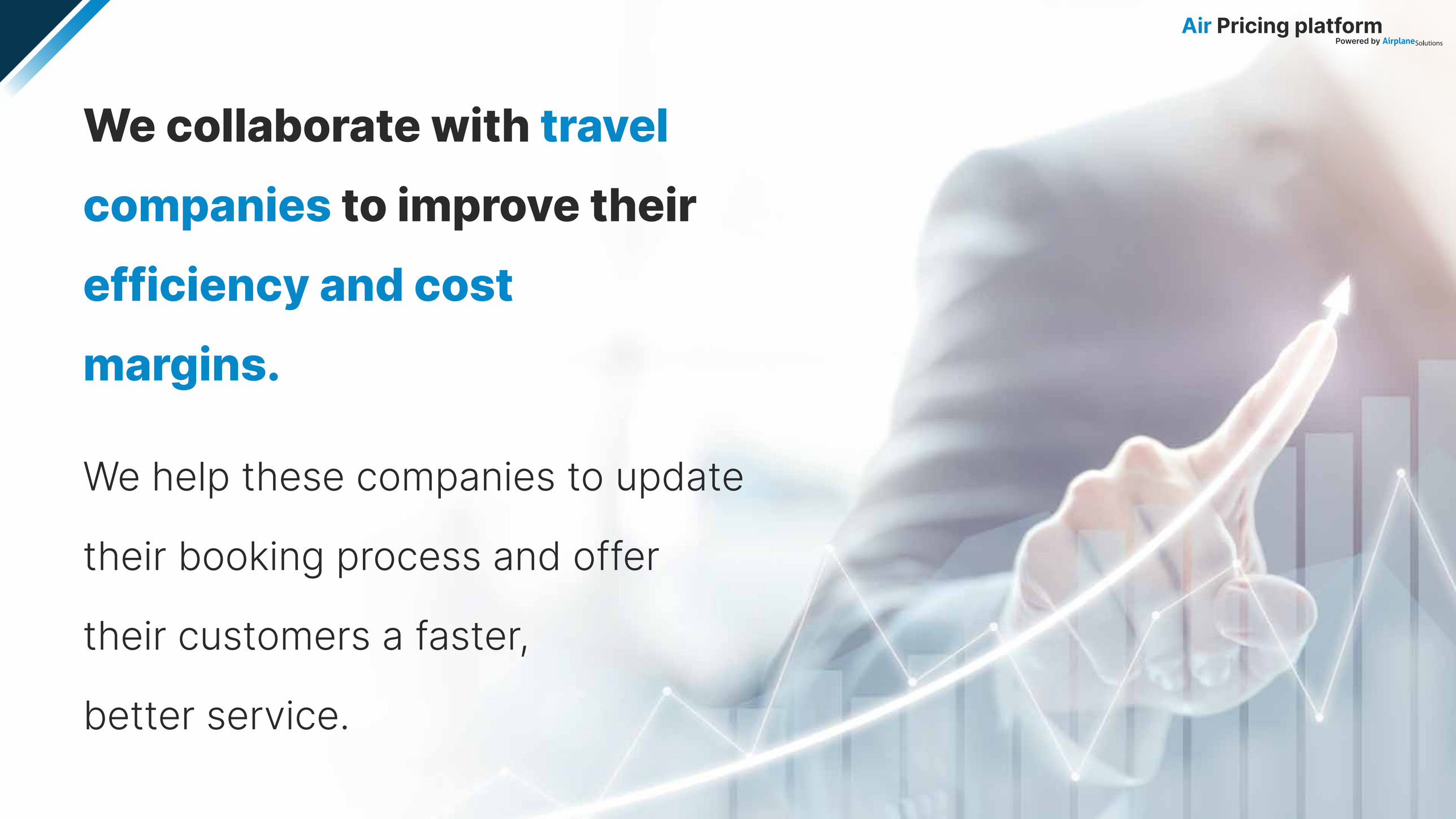
Air Pricing platform

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

Powered by Airplane Solutions

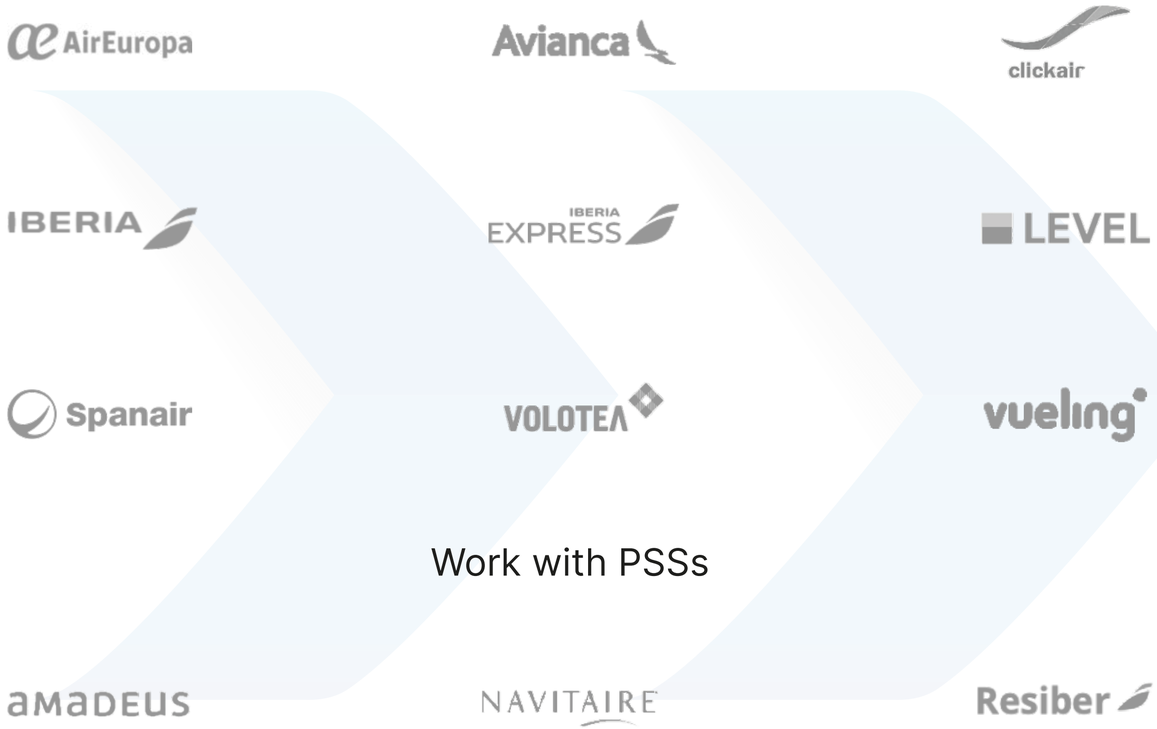
We collaborate with travel companies to improve their efficiency and cost margins.

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



EXPERIENCE

eCommerce, Air Pricing and more



Work with PSSs

Best in class technology

Scalability, speed, efficient costs and best computing solutions.

Microsoft Partner of the Year 2023 Spanish ISV

2015 Award

Best eCommerce solution in Spain.

EXPERIENCE

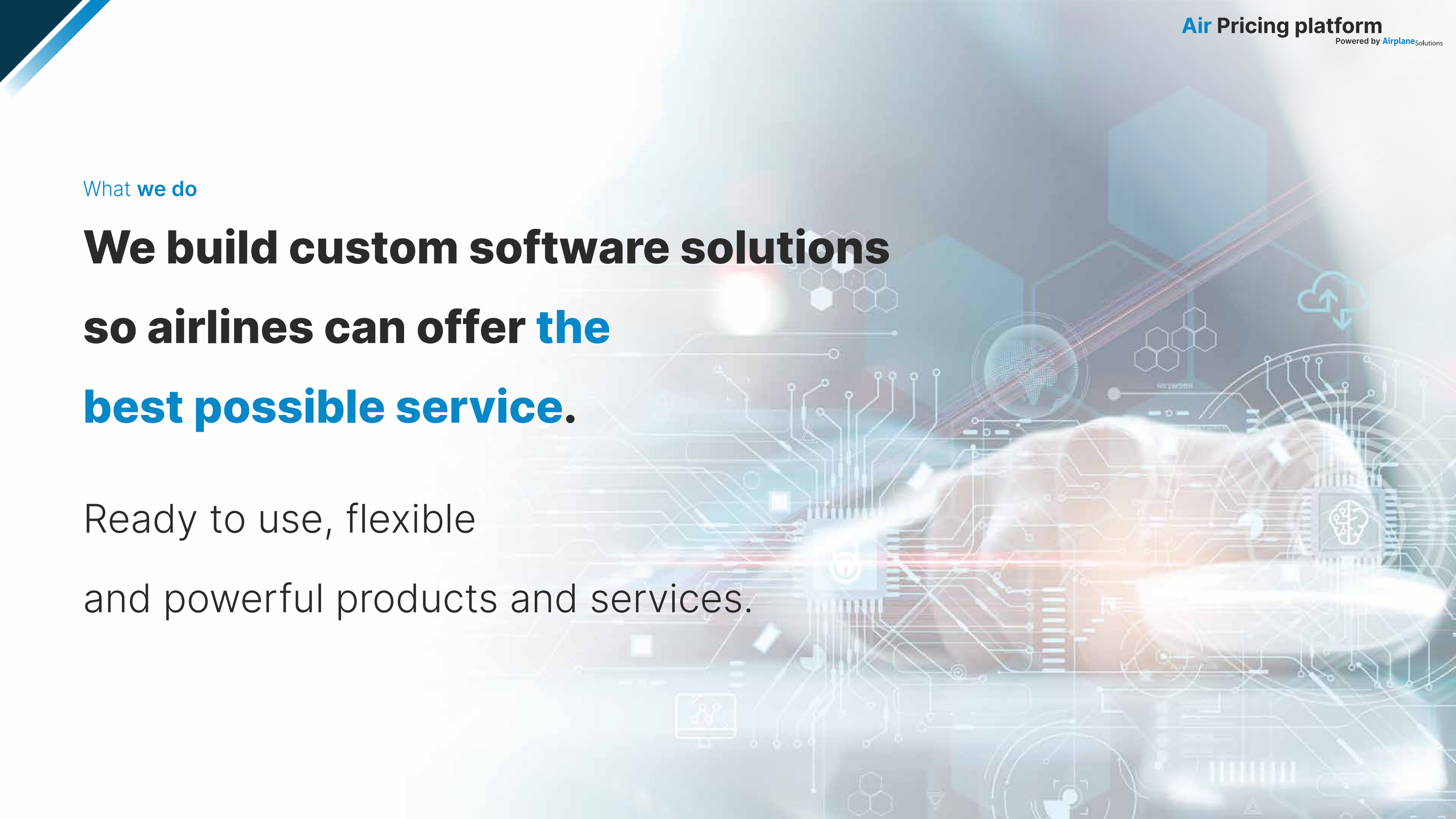
Microsoft Partner
Silver Application Integration
Silver Application Development
Silver Cloud Platform

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, but **minimum pricing** is still one of the main commercial levers.

Few pricing solutions are capable of handling hundreds of price response in less than a second, or scale instantly to an unexpected demand peak.

It has a **negative impact** in the customer journey web response, restricts commercial platform portfolio and even can generate web malfunctioning.

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**

Air Pricing platform
Powered by Airplane Solutions

Pricing is our expertise. We've developed five distinct processes, offering our clients the flexibility to deploy the entire suite or choose specific components that align with their unique needs. Our user-friendly APIs seamlessly connect our processes to Metasearch, other airline providers, or directly to airline eCommerce platforms.

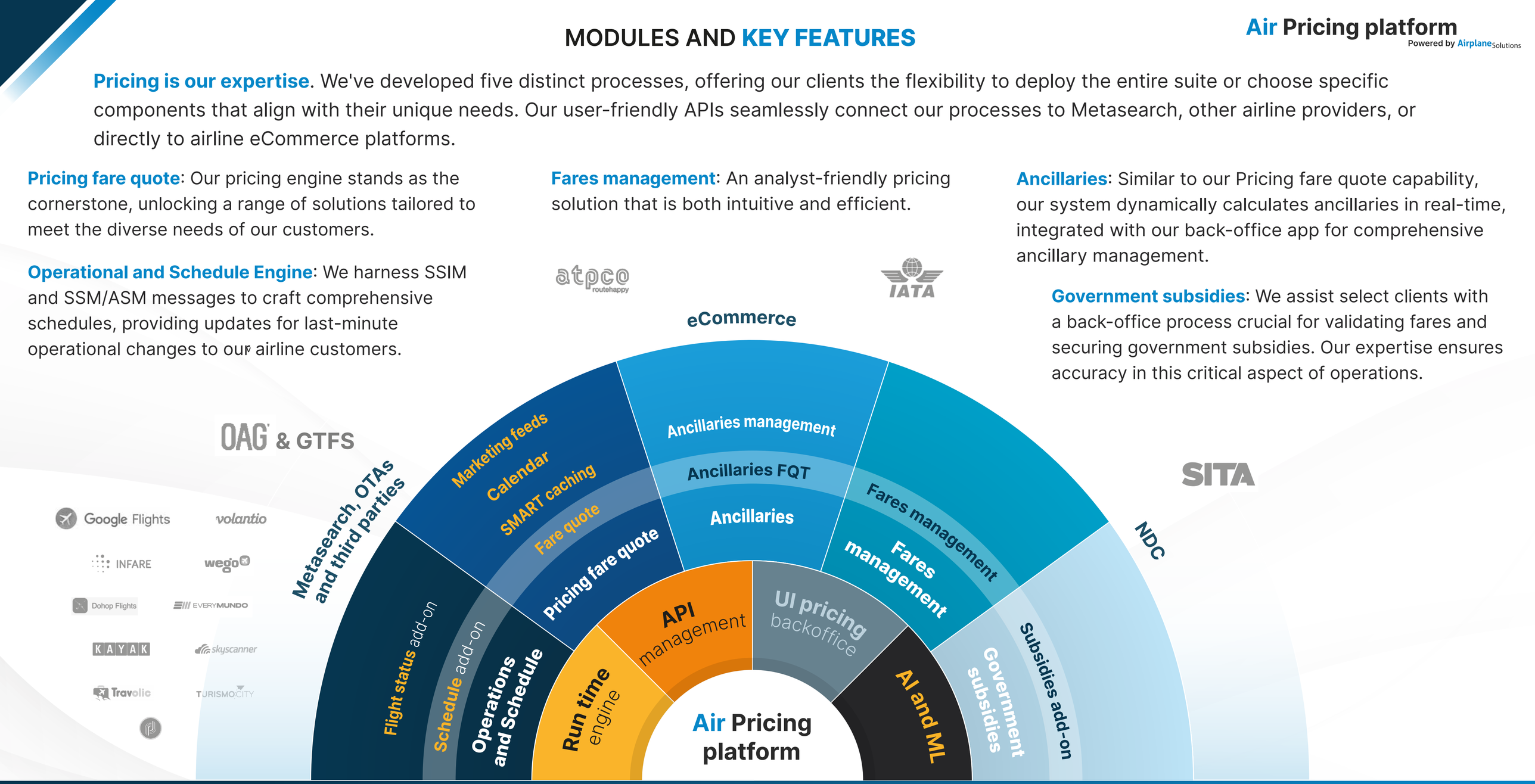
Pricing fare quote: Our pricing engine stands as the cornerstone, unlocking a range of solutions tailored to meet the diverse needs of our customers.

Operational and Schedule Engine: We harness SSIM and SSM/ASM messages to craft comprehensive schedules, providing updates for last-minute operational changes to our airline customers.

Fares management: An analyst-friendly pricing solution that is both intuitive and efficient.

Ancillaries: Similar to our Pricing fare quote capability, our system dynamically calculates ancillaries in real-time, integrated with our back-office app for comprehensive ancillary management.

Government subsidies: We assist select clients with a back-office process crucial for validating fares and securing government subsidies. Our expertise ensures accuracy in this critical aspect of operations.



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	
SMART 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%** Downtime

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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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.

Airplane Solutions

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