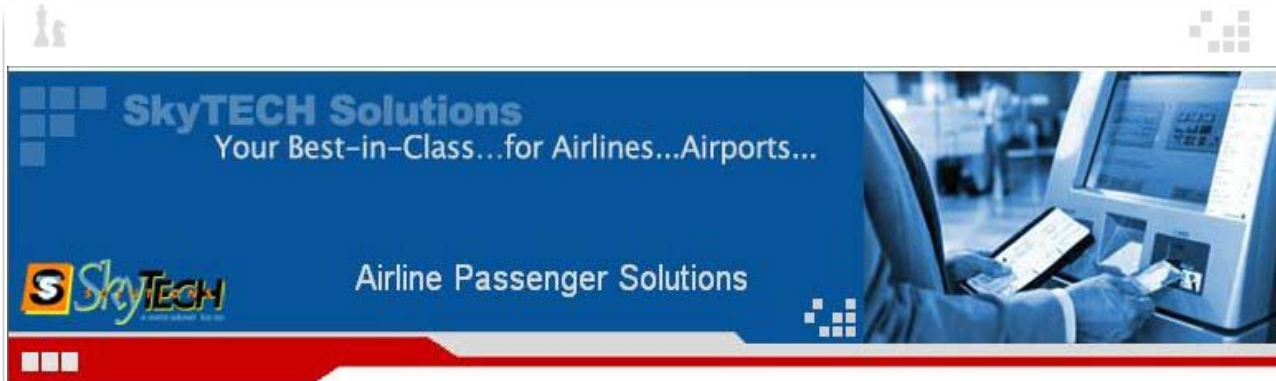


AIRLINE CONSULTING SERVICES



SYSTEM FOR EVALUATION OF PARTNERS IN AN ALLIANCE

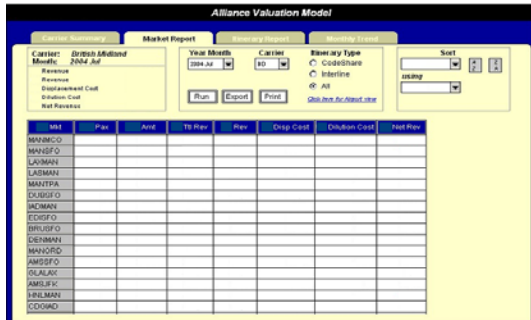
SEPA is a complete, end-to-end solution for quantification of an alliance's performance. The main benefit of an alliance is an extended and optimized network, which is best realized through code sharing agreements. It is paramount to evaluate on a continuous basis, the contracts that are in effect with alliance partners to maximize profit share. It is possible that on operating in those code share markets it is observed that:

- There are partners, which are not as profitable as expected
- There are certain markets, which result in losses
- There is a need to review the agreement.

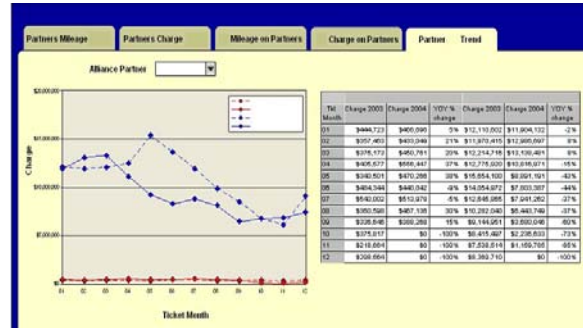
This arises the need for a tool that evaluates not only the alliance partners in terms of agreement but can also help in identifying profitable code share markets. At the same time the tool can also analyze 'what if' scenarios in real time, wherein a quick observed results of twisting certain agreements is possible. Packed with powerful functionality, it is designed to provide a clear visualization of the alliance's profitability. It gives airlines the power to automate the process of interline proration, providing a cost-effective and state-of-the-art solution. The tool also lends itself to easy integration with any other revenue accounting system, in addition to 'Stand-alone' operation.

OUR SOLUTION – FEATURES

- SEPA shows actual profit share for each partner in code-share itineraries.
- Accurate values and greater details provide opportunities to optimize schedules and inventories by identifying trends, areas of strength and weakness and by reflecting the effects of seasonality or schedule changes.
- SEPA illustrates the effect of changes to the alliance network, such as new or terminated partnerships, changes to existing partnerships, expansions, etc.
- SEPA underscores markets generating profits and markets resulting in losses.
- SEPA provides fully automated valuation.
- The drill-down analysis offered by SEPA is a major advantage.



Market Report



Mileage Redemption Charges Trend

SkyTECH has worked in successful development and implementation of the tool. The tool has been a source of major financial gains for the client airline and has helped it to gain considerable advantage over its alliance partners at every step, by providing crucial information using which informed strategic decisions have been made.

Benefits

- **Revenue Share**, which the airlines make on interline itineraries
- **Dilution and Displacement Effects** to analyze profitability.
- **Comprehensive Reporting**
- **Automated Proration**

ABOUT SKYTECH

SkyTECH Solutions provides IT consultancy services and develops niche software solutions for global airlines and airports. SkyTECH is an established player in the airline/airport IT domain.

Based in Chicago, SkyTECH has 3 Offshore Development Centers (ODCs) in India at Kolkata, Mumbai and Chennai. SkyTECH's offshore development infrastructure is certified to ISO 9001:2000, SEI CMM Level 5 and ISO 27001:2005.

SkyTECH's diverse client base is geographically spread in the USA and Asia-Pacific, and includes some of the largest airlines, airports and IT consulting firms