



DRIVING CHANGE IN THE AVIATION INDUSTRY THROUGH INNOVATION

Technological solutions and services around the world

The premier IT company in Spain and a leading IT multinational in Europe and Latin America

Geography & Solution

- Head Office in Madrid
- Commercial representatives in 5 Continents
- BPO Centers in MAD, BUE and MUM
- 20 Software Labs, 24 hours a day
- Data center in Madrid, at Indra facilities
- Flexible implementation model for all the products
- Customization on demand
- 110 countries
- 150 universities and research centres
- More than 25 clients in 4 continents using **ARACS**

- Over 100MM passengers per year processed with our Revenue Accounting Solutions
- Client portfolio includes Legacy carriers, LCC & hybrid airlines as well as members of the three global alliances: Oneworld, Star, Sky Team IATA Strategic partner
- R+D+i: 7%-8% revenues
- Revenues: M 2,513 €
- 36,000 professionals
- 147 alliances with partners collaboration agreements with foundations and associations
- Own solutions and technology
- Over 20 years experience helping airlines to reduce costs
- Experience in integration with main GDS and inventory & reservation solutions (ticketless systems included)
- Sustainable revenue growth + 20% CGPR '06 – '10
- Differential business model based on Innovation
- Among the 3 largest European IT services companies by market cap
- 75 % of Latin American passengers revenue accounted
- User Community & Workshops
- SIS & PCI Compliant

Flexible solutions that can be implemented in an integrated manner or independently

ARACS FX

REVENUE ACCOUNTING SUITE

Specially designed to accurately address the airline requirements

ARACS FX is the result of 20 years of development applying the experience of experts in the industry and a solid partnership with IATA.

With **ARACS FX** functionalities Airlines can optimize their revenue accounting operations while becoming more efficient in the resources allocation. The Revenue Accounting of Regular Carriers, Charters or LCC can be managed in a flexible way, without costly investments and even taking advantage of our BPO services.

ARACS FX LCC

LOW COST CARRIERS REVENUE SUITE

Revenue solution suite for ticketless carriers

ARACS FX LCC includes a set of functions specially designed to meet all Low Cost Carriers needs, so that a connection between two worlds is achieved: Low Cost Carriers (through Ticketless) and Traditional Airlines, allowing LCC to interact with them.

ARACS FX LCC is aligned with each airline objectives, meeting its needs. Easily integrated to PNR and industry documents conversion, and reconciliation of credit cards transactions.

ARACS SIS

SIMPLE INTERLINE SETTLEMENT

Plug and Play module to comply with new regulations

ARACS SIS is Indra's response to this challenge delivering a solution to the market that allows any ICH airline to comply with the new IATA Regulations (SIS).

It is part of our Revenue Accounting Suite, **ARACS FX**, however as an independent module, it can be easily integrated with any other Revenue Accounting System. It can be delivered in different ways such as in-house or, preferably, as a service model (SaaS or BPO), which makes it very cost efficient and fast to implement.

Flexible solutions that can be implemented in an integrated manner or independently

ARACS MIS

MANAGEMENT DECISIONS

Business Intelligence
for Airlines



ARACS MIS is a Business Intelligence solution, specifically designed for the Airline Industry. It is perfectly integrated with **ARACS FX**, thus delivering Revenue and Sales information on a daily basis, seamlessly from day one. However, as it is a multi-source solution, any other airline information, as traffic or reservations, can be easily incorporated.

ARACS MIS is based on MicroStrategy™, world leader in BI, **ARACS MIS** offers a set of standard reports & dashboards to effectively control key areas like Interline, Revenue Accounting, Revenue Management, Sales. The system is designed for end users: can be mastered by anyone without extensive training. Reports may be directly built & used by key decision-makers, assuring consistency across the organization.

ARACS MIS is also available for mobile devices, such as BlackBerry®, iPhone®, and iPad™.

ARACS B2B

CORPORATE AGREEMENTS

The perfect tool to grow
corporate sales

ARACS B2B manages commercial agreements with corporate users, providing a personalized communication tool between the airline and companies that covers the whole process, from enrollment workflow to monitoring agreements and detecting deviations.

ARACS B2B is a web based application compliant with airline graphic design standards. Fully integrated with Revenue Accounting system for fares, sales and flown information.

SUITAIR LOY

INDRA AIRLINES LOYALTY SOLUTION

A flexible solution for
frequent flyer programs

SUITAIR LOY is a tool capable of managing any program related to the airline loyalty. It has been designed and built by professionals with great experience in passengers loyalty, taking into account all the variables necessary to make the program fit the client's needs.

SUITAIR LOY is a proven solution that covers the most demanding requirements such as those of a network carrier member of the first global alliance. Integrating partners, of accumulation or redemption, is quick and easy thanks to the existing connectors.

SUITAIR BIS

INDRA AIRLINES BUSINESS INTELLIGENCE

The right information at the right
time for best decision making

SUITAIR BIS is a comprehensive solution covering the airlines main information needs in the areas of Commercial, Finance, Operations and Human Resources. More than 15 years of experience creating informational platforms allowed us to create a model based on best industry practices with a structured and scalable functional architecture.

SUITAIR FRM

INDRA AIRLINES RELATIONSHIP MANAGEMENT

Converting customer
information in an airline asset

SUITAIR FRM provides customer intelligence obtained from all interaction channels and integrates them with reservation, offer, ancillaries, campaign management and loyalty system.

Our solution is based on CRM industry best practices specially customized attending airline needs providing a customer 360° to attract, find and retain new and existing customers.

SUITAIR WEB

INDRA AIRLINES E-COMMERCE SOLUTIONS

Moving e-commerce
to a next level

SUITAIR WEB solution provides to end user an enhanced purchase experience integrating best practices in industry (calendar, interactive maps, etc.) minimizing GDS cost by extensive use of "end user experience cache".

Our solution integrates airline offering in search engines increasing presence of on-line channels on internet allows minimize ROI on a few months.

Some ARACS / INDRA clients



Please if you need further details or even a DEMO, do not hesitate to contact us at www.indracompany.com/airlines



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Indra reserves the right to
modify these specifications
without prior notice