

PRODEFIS CLIENTS

## Long-term Relationships

### Cathay Pacific Group

Air Hong Kong, Hong Kong

Cathay Pacific Airways, Hong Kong

HK Express, Hong Kong

### Qantas Group

Qantas, Australia

Eastern Australia Airline, Australia

Sunstate Airlines, Australia

Network Aviation, Australia

National Jet Systems, Australia

Express Freighters Australia, Australia

### Jetstar Group

Jetstar Airways, Australia

Jetstar Asia Airways, Singapore

### SAS Group

SAS Link, Denmark

SAS Scandinavian Airlines, Sweden

Air Austral, France

Air Greenland, Greenland

Air Tahiti Nui, French Polynesia

Allegiant, USA

Avincis Aviation Norway AS, Norway

CMA CMG, France

Flyr, Norway

German Airways, Germany

### Lufthansa Group

Austrian Airlines, Austria

Brussels Airlines, Belgium

Eurowings, Germany

Eurowings Discover, Germany

Eurowings Europe, Austria

Germanwings, Germany

LAT Lufthansa Aviation Training, Germany

Lufthansa, Germany

Lufthansa Cargo, Germany

Lufthansa CityLine, Germany

Swiss Airlines, Switzerland

### TUI Group

TUIfly, Germany

TUI Airlines Nederland, The Netherlands

TUI Airlines Belgium, Belgium

TUI Airways, United Kingdom

TUIfly Nordic, Sweden

Jet Time, Denmark

Norwegian Air Shuttle, Norway

Pegasus Airlines, Turkey

Rega - Swiss Air Rescue, Switzerland

Smartwings, Czech Republic

Volotea, Spain

Widerøes Flyveselskap, Norway

Largest airline in New Zealand, New Zealand



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## PRODEFIS CAP

### The System for Arrangement of Crew Accommodation & Travel

## Key Benefits

Highest Level of Automation

Designed for Integration with Crew Scheduling Systems

Automated Communication with Hotels & Transport Companies

Contract and Contingent Management

Sustained Reduction of Cost



## Arrangement of Crew Accommodation & Travel

CAP is a highly automated crew travel management system. The System offers complete support in arrangement of crew accommodation and positioning and in management of respective suppliers.

After the planning is done, the actual work begins. Appropriate hotels and transport companies need to be chosen and bookings and cancellations must be made and tracked.

The underlying activities are very complex, cross-departmental and often require the same data to be managed more than once. Moreover, there may be internal and external communications that are prone to error.

### Overview

CAP can support you by offering:

- Comprehensive reporting
- Complete process support for the departments involved
- A role-based access control to enable cross-departmental usage
- Management of contracts, contingents and prices of hotels and transport companies

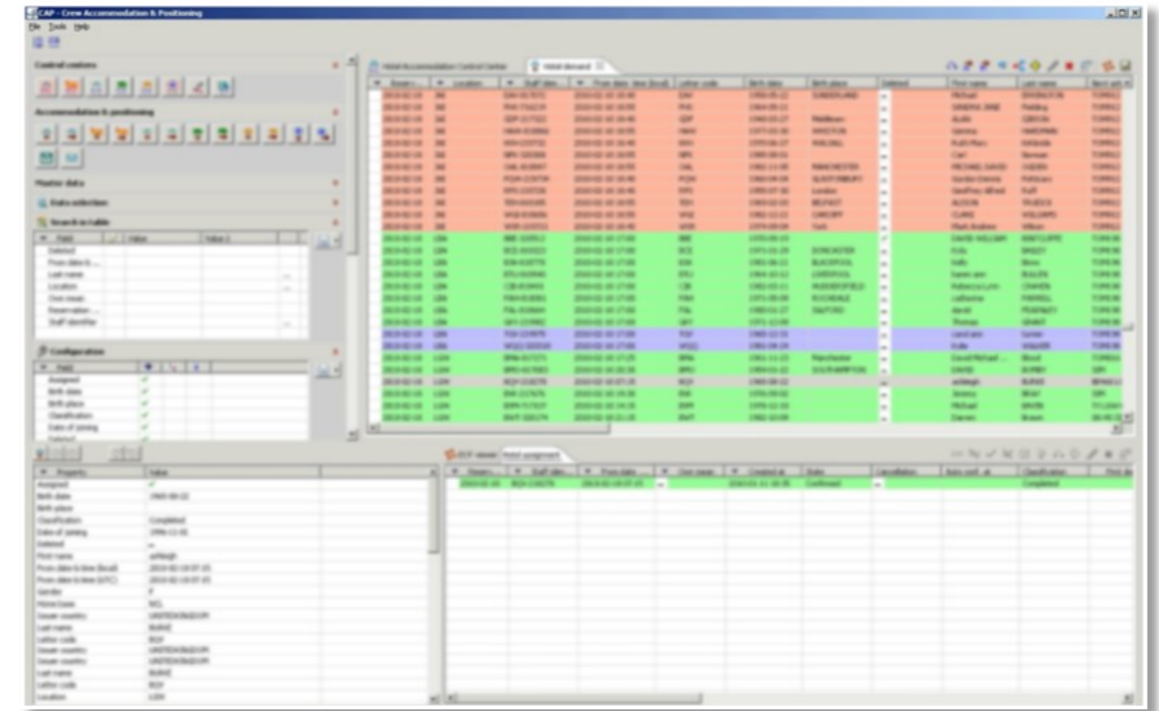
- Automatic booking / cancellation and tracking of accommodation and positioning
- Automatic communication with hotels and transport companies via e-mail, fax, SITA etc.

### Highest Level of Automation

One of the key features of CAP is its high level of automation. CAP enables the automation of the following activities:

- Identification of the accommodation and positioning demands based on planning data
- Selection of appropriate hotels and transport companies while taking into account contingents, prices and airline-specific guidelines
- Bookings and cancellations through different communication channels
- Notifying hotels and transport companies of any change in the planning process, including related bookings and cancellations
- Generating and sending reports to interested internal and external parties

The high level of automation reduces costs and increases efficiency.



*Different colours used for different status of bookings*

### Features

Following list is a subset of available features:

- Worldwide, easy and secure access over Internet
  - Hotels
  - Taxi and bus companies
  - Car rentals
  - Railway companies
  - Airlines
- The following data can be maintained (among others):
  - Contracts
  - Prices
  - Contingents
  - Means of communication
  - Languages and currencies
  - And much more
- Automatic identification, reservation, booking and cancellation of accommodation and positioning demands based on:
  - Planning data
  - Changes in the crew schedule (incl. day of operation)
  - Airline-specific guidelines (onsite priority, prices, contingents etc.)
- Support of different communication channels, such as:
  - E-mail
  - SITA
  - Fax
  - Business partners' booking systems
  - Other channels
- Support of invoice reconciliation
- Extensive, automated reporting to external and internal business partners
- Multilingual user interface and communication with business partners
- Role-based access control
- Innovative and efficient desktop



## PRODEFIS PRODUCTS

# Innovative Systems Created in Partnership with Airlines for Airlines

prodefis offers integrated software products for the aviation industry. All prodefis products optimize processes, increase productivity and reduce costs and workload. Each product can be tailored to your requirements and integrated with existing systems. prodefis products meet the requirements of small and big organizations as well as of low-cost carriers and network airlines. For more detailed information please visit our website [www.prodefis.de](http://www.prodefis.de).

### Products Besides PRODEFIS CAP



#### Training Planning and Scheduling, Course Management, Resource and Venue Management

COURSE fully supports processes of training planning and operations. It can be used by all parties involved in training management, and it allows for seamless integration with other systems.



#### Training and Performance Monitoring EBT, ATQP, AQP

TPMS covers all training-related activities for training managers, instructors/examiners and trainees while streamlining the coordination and communication with the planning and scheduling teams. TPMS is also an all-in-one IT solution for airlines applying EBT, ATQP, AQP.



#### Electronic Personnel Files and Employee Self-Service, Qualification Management, Compliance Management

E-FILE enables electronic storing of all employee-related documents and linking them to the respective electronic records in the system. The self-service features allow employees to maintain all kinds of personal data and to upload supporting documentation while simultaneously reducing office staff workload.



#### E-Learning, Exam Management

LMS is a web-based e-learning system delivering training lessons and exams, electronically, to each of your employees.



#### Information System for Airlines and their Business Partners

The web-based AIS provides secure access to real-time operational airline data as well as to historical and planning data.

## FLEXIBLE DELIVERY MODELS

# License and Secure prodefis Cloud (SaaS)

prodefis offers two delivery models. The following table compares the License with the Secure prodefis Cloud (Software as a Service) Model. It is intended to be used as a basis for decision-making together with the requirements of your organization.

	License	prodefis Cloud
<b>Upfront capital expenditure</b> ⇒ "higher" might be relevant for tax reasons ⇒ "lower" converts capital item into expense item	✓	✓
<b>Total cost of ownership is ...</b>	higher	lower
<b>Managers control budgets, but not resources of IT department</b> ⇒ software decision depends on IT department ⇒ software decision can be made independent of IT department	✓	✓
<b>Initial set-up/time-to-market/time-to-value</b> ⇒ "short to long", depends on the airline ⇒ "very short to short", depends on the airline	✓	✓
<b>Airline has control over release changes</b> (independent of other customers)	✓	
<b>Minimum business and IT resource requirements for release changes</b>		✓
<b>Software is always up-to-date</b>		✓
<b>Effort/cost of trial operation are ...</b>	higher	lower
<b>Responsibility for IT infrastructure is with ...</b>	airline	prodefis
<b>Full integration with airline's operations or back office systems</b>	✓	✓
<b>Offline usage</b> (e.g. grading on line checks while disconnected from Internet)	✓	✓
<b>Move from one model to another</b> (e.g. from Hybrid SaaS Model to License Model)	✓	✓
<b>Setting up test environments parallel to regular environment</b>	✓	✓
<b>Maximum control over own data</b>	✓	✓

Comparison table for prodefis software delivery models

