

Airline Planning and Scheduling Consulting



Developing effective strategies for airlines of all sizes

Smart Solutions

Airline Planning and Scheduling consulting helps airlines improve resource management, competitive position and profitability by optimizing flight schedules, increasing aircraft utilization and developing strategic networks.

Our consultants work alongside your staff to create profit-improvement opportunities and provide a sound platform for further development and growth that support your airline's unique strategy for success.

Our consulting team helps airlines develop practical business plans and provides hands-on, turnaround assistance.

Proven Expertise

Comprised of airline industry subject-matter experts, our consulting team couples its substantial airline experience with the *Sabre Airline Solutions*® suite of world-renowned decision-support tools to help solve business problems and identify revenue opportunities.

Our research capacity is supported by a world-class IT infrastructure, and our professional research staff is tasked with solving today's transportation problems.

Bankable Results

Airline Planning and Scheduling consulting customers can expect an increase in overall profits of up to 4 percent and passenger revenue increases of up to 6 percent.

During a recent engagement, a regional carrier improved its passenger connections by 4 percent without the need for additional resources or associated costs.

Our consultants focus on improving your financial performance and increasing your competitive position, employee productivity and operational integrity.

Planning and Scheduling Benefits

Our services are uniquely designed to provide your airline with numerous benefits, including:

Recognized expertise Our consultants have extensive hands-on experience in all facets of airline management, with specific expertise in areas such as network planning and scheduling, route forecasting, market assessment and pricing and revenue management.

Cost-effective solutions You receive all the benefits of our investment in hardware, systems data and highly trained staff – without the associated overhead cost.

Turnkey process Our consultants provide you with the specialized skills you need, eliminating the need to maintain in-house technology or recruit, train and manage a highly specialized staff.

Improved responsiveness Working with you, our consultants deliver real solutions, providing timely data that enables you to execute quick, tactical solutions as well as make long-term strategic decisions.

Airlines increasingly turn to our consulting team to help improve their profitability and competitive advantage through network planning that balances the goals of operational efficiency, revenue maximization, cost effectiveness and market position.

Planning and Scheduling Offerings

Flight Scheduling Service

Our flight scheduling service offers solutions to scheduling challenges commonly faced by airlines today.

Our consultants review your current schedule, traffic flows, costs and profits, providing a thorough assessment of your existing schedule offering.

By using the tools in the *Sabre® AirFlite™ Planning and Scheduling Suite*, they can then:

- Identify tactical productivity improvements,
- Measure the value of changes in traffic, revenues, cost and profits,
- Provide recommendations that deliver immediate and measurable schedule results.

Flight Scheduling Service

Services include:

- Schedule audits
- Profitable analysis
- Network development
- Long-term schedule planning
- Schedule integration with operations and sales
- Current schedule development and publishing
- Close-in scheduling
- Airport slot management

Network Planning Service

Our consulting expertise in network and fleet planning coupled with the leading-edge technology of the *AirFlite* solutions helps improve your resource management function, competitive standing and profitability — no matter the size of your airline.

Our consultants evaluate current and future schedule performance, profitability and new routes; develop annual operating plans; analyze fleet composition; and perform complex alliance analysis to support your strategic and tactical decision making.

Network Planning Service

A typical engagement includes:

- 1- to 2-week on-site interviews and data collection
- 3- to 6-week multiple scenario development that includes:
 - Current business assessment (pros and cons)
 - Gap analysis and industry best practices benchmark
 - Quick-hit recommendations

Business Case — Improved Schedule Efficiencies

The Challenge

When airline planners build schedules, the schedules are usually based on historical data.

However, it is virtually impossible to match capacity with demand on a daily basis, especially given the recent booking trends and unforeseeable circumstances.

If planners could match capacity with demand, especially on a close-in basis, they could reallocate common flight deck equipment and maximize profits.

Smart Solutions

To better match schedule capacity with market demand, our consultants recently worked with a major airline utilizing the switching capability of Sabre® AirFlite™ Fleet Manager as well as the forecast data provided by Sabre® AirMax® Revenue Manager.

Together, our industry expertise and software transformed economic and operational information into close-in schedule solutions that were both feasible and profitable.

Typically, revenue management and schedule planning have been independent functions, relying on different software systems.

A revenue management system produces a forecast that is more accurate as the day of departure draws near, as compared to a long-term forecasting system used in the schedule planning area.

When a schedule is close-in (35 to 45 days out), using a revenue management forecast to match

capacity to demand produces more reliable results.

This close-in forecasting can be accomplished using Fleet Manager, which offers a mode that matches aircraft capacity with passenger demand, independent of the source used for the forecast.

Bankable Results

This airline has been able to increase its profit by an estimated 1 percent to 4 percent through better matching of its published schedule to the true marketplace demand.

Our customers consistently rate us *better* than other well-established consulting firms.

Business Process Service

Operational efficiency is not always reached within a department even though current system technology is present.

Over the years, as carriers have updated their technology and new industry factors have been introduced, such as alliances and low-cost carriers, the day-to-day departmental processes are often overlooked.

In such cases, the current business processes are likely to be the reason the airline has not realized the full potential of its information technology.

This oversight calls for a global process review — technology can only enhance the business if the processes in place are aligned to best utilize it.

Our consultants review your current processes and help you implement policies and procedures that match your current personnel and systems.

This quick-hit approach — minor changes that quickly increase revenue — results in an increased understanding of how to get more out of the technology you have in place today.

Market Assessment Service

To secure a competitive advantage, airlines must constantly target and assess new markets and opportunities while monitoring relative market share.

Our market assessment service provides you with the data you need to evaluate existing markets and uncover new opportunities.

Our airline-industry experts use the most up-to-date sources of airline data and competitive intelligence to help you accurately measure market performance.

Using this precise industry data and intelligence, you can correctly assess market sizes, traffic flows and the overall competitive environment to gain better understand of what is happening in your current markets and those you are considering serving in the future.

Business Process Service

A typical engagement includes:

- Review of current processes
- Implementation of policies and procedures to match personnel and system
- Quick-hit recommendations

Market Assessment Service

Services provided:

- Evaluation of existing markets
- Measure market performance
- Uncover new opportunities

Business Case — Network Profitability

The Challenge

A regional European carrier was in the process of replacing several of its aging aircraft, and understood the importance of identifying the optimal fleet and its impact on the airline's profitability.

Smart Solutions

Our consulting team addressed the carrier's overall performance needs by partnering with the airline's commercial planning team

and focused on three key areas— short-term scheduling, network planning and fleet optimization.

A thorough assessment of the carrier's current schedule offering was conducted.

Results revealed opportunities to increase passenger traffic through the current network as well as a newly created network structure in support of the carrier's profit goals and long-term growth strategy.

The consulting team also developed a network plan and expanded that plan to include additional aircraft during the fleet optimization planning phase of the engagement.

Bankable Results

The schedule re-timings developed by the consulting team yielded a 4-percent increase in passenger connections without the need for additional resources or associated costs.

The carrier accepted several schedule recommendations, with a projected passenger revenue increase of 6 percent in less than a year after the completed consulting engagement.

The airline also introduced air service to several new destinations determined by the consulting team as profitable future markets.



Helping airlines better market, sell, serve and operate from planning through execution.

Market

- Quasar™ system
- Revenue Integrity
- Sabre® AirFlite™ Suite
- Sabre® AirMax® Suite
- Sabre® AirPrice® systems
- Sabre® CargoMax™ Suite
- Sabre® GDS Analysis
- Sabre® Loyalty Suite
- Sabre® Rocade® Suite
- Sabre® SmartFlow™ tool kit
- SabreSonic™ Inventory

Sell

- Customer Data Delivery
- Customer Insight
- Sabre® Qik® Solutions
- Sabre® WiseVision™ Suite
- SabreSonic™ Res
- SabreSonic™ Shop
- SabreSonic™ Ticket
- SabreSonic™ Web

Serve

- Sabre® Inform™ mobile services
- Sabre® Qik® Solutions
- Sabre® Virtually There®
- SabreSonic™ Check-in

Operate

- Maintenix® MRO System
- Ramco MRO System
- Sabre® AirCrews® Suite
- Sabre® AirFlite™ Suite
- Sabre® AirOps™ Suite
- Sabre® AirServ® Suite
- Sabre® Flight Control Suite
- Sabre® GS Fusion™ Suite
- Sabre® Rocade® Suite
- Sabre® Streamline™ Suite

Our consulting services offer seasoned expertise across all product areas, helping airlines and airports reach their performance targets.

Our repeat customers are extremely satisfied with the results our team produces.

Other Consulting Services

Successful airlines are comprised of individual departments that work together, with clear and efficient processes and communication key ingredients to success.

This cohesive team approach is the foundation of an operationally sound business strategy that is effectively implemented and carried out.

Let our consulting team — with its commercial, operational and management expertise — partner with your knowledgeable team to improve your revenue and market position, decrease your overall costs and improve your customer loyalty.

Our Unique Expertise

Sabre Airline Solutions, a Sabre Holdings™ company, is the world's proven leader of software products for the airline industry, offering passenger management solutions and consulting services for airlines to simplify their operations and lower costs.

In addition, more than 100 airline industry clients around the world have turned to the Sabre Airline Solutions consulting group for strategic, commercial and operational consulting.

Experience Counts

To assist you in maximizing your airline's potential, our international consulting team offers:

- More than 400 years of combined airline experience,
- 200 years of consulting experience,
- Fluency in 11 languages,
- Consultants based worldwide.

Maximize Your Airline's Potential — with Airline Planning and Scheduling Consulting Services

Our consulting team offers a full range of consulting services for airlines and airports of all sizes.

By leveraging our pacesetter software products, technology and data, our experienced industry professionals provide quantitative support for fact-based decision making.

They deliver deep industry knowledge and proven practices to help you reach your performance goals.

Our consultants have worked for airlines and airports in professional and executive capacities — they understand the dynamics of your business and their implications on strategic decisions.

Please contact our nearest regional office for more information:

Worldwide Headquarters
Sabre Airline Solutions
3150 Sabre Drive
Southlake, Texas 76092 USA

Asia / Pacific
Tel: +61 2 8923 5200
Fax: +61 2 8923 5280

Europe, Middle East, Africa
Tel: +44 208 814 4379
Fax: +44 208 814 4459

The Americas
Tel: +1 682 605 6750
Fax: +1 682 605 9530

Visit our Web site at www.sabreairlinesolutions.com

Sabre Airline Solutions, the Sabre Airline Solutions logo, AirCrews, AirFlite, AirMax, AirOps, AirPrice, AirServ, CargoMax, GS Fusion, Inform, Qik, Rocade, Sabre, SabreSonic, SmartFlow, Streamline, Virtually There and WiseVision are trademarks and/or service marks of an affiliate of Sabre Holdings Corp. All other trademarks, service marks and trade names are the property of their respective owners.
© 2003, 2006 Sabre Inc. All rights reserved. Printed in the USA. 5027 0605.0