Case Study | **SKYfly Revenue**

SKY
fly

Germania chooses SKYfly Revenue

ISO
Software Systeme
Trust in IT-Engineers

powered by

DYNAMIC
Components

Germania Fluggesellschaft

Berlin-based carrier Germania Fluggesellschaft mbH, founded 1979, is one of the most renowned German airlines. It has three core businesses: single-seat sale to selected destinations in Europe, North Africa and the Middle East, charter flights for tour operators to popular holiday destinations in Europe, North and Western Africa and leasing, both dry and wet. The airline has established a strong reputation in the industry as a result of its high training and quality standards in technical maintenance, in-flight personnel and service.

Quote

"Thanks to the new SKYfly Revenue Accounting system by ISO Software Systeme, we are well prepared for developing and adding 'sked' to our company's distribution channel."

Claus Altenburg, Head of Revenue Management

Needs

To support the challenges that arise when adding 'scheduled' to a charter airline, Germania needed as solution that

- allows processing sales and uplift on scheduled flights in accordance with applicable IATA standards
- also supports reconciliation of flights even for ticketless passengers
- provides a phased implementation, triggered upon demand depending on the increasing needs during its transition to a hybrid carrier

Solution

Germania chose SKYfly Revenue because

- it provides them with a high level of automation to minimize manual workload
- it allows implementation of sales audit and interline settlement in subsequent project phases
- it could also be implemented at Germania's subsidiary Gambia Bird at lowest possible effort

Benefit

With SKYfly Revenue, Germania gained sustainable advantages beyond the original needs

- built-in Reporting Engine allows creating any customer-specific reports
- dynamic accounting interface, open for various accounting criteria and easy to maintain
- BPO service as an interim or permanent solution and performed out of Europe
- no need to bother with technical set-up and details thanks to a hosted solution maintained by ISO Professional Services

ISO Software Systeme

ISO Software Systeme has specialized in solutions specific for the aviation industry for more than 30 years. As a IATA Strategic Partner, ISO offers applications and services according to proven standards. Already more than 30 clients worldwide rely on quality software made in Germany.

Contact

ISO Software Systeme GmbH
Eichendorffstrasse 33
90491 Nuremberg / Germany
Tel. +49 911 - 99 594-0
Fax +49 911 - 99 594-129
info@iso-gruppe.com
www.iso-gruppe.com

– a member of ISO enterprises –

ISO-Gruppe worldwide
Austria | Canada | Poland