



Berkut-Aero  
E-commerce platform

# Aerolabs

IT development for Airlines

For Airlines who want to sell more online We offer new e-commerce platform which provides fast search and business process optimization.

Our IT development experience for the Airlines for over 10 years. During this time we have accumulated a unique experience with an experienced team of **20+** Travel Technology Professionals.

- **Alex Stolyarov** – Project manager with 5 year experience in Airlines industry
- **Pavel Panteleev** – Head of E-commerce Transaero Airlines with 12 year experience in Airlines industry
- **Oleg Gruzdev** – Lead architect with 5 year experience in Java development

We drive revenue and loyalty for Airlines and online travel portals.

**Founded** in 2011 with headquarters in Moscow, Russia.



# We are trusted

Aerolabs is part of <http://aeroinform.aero>  
Group one of the key developer PJSC  
"Aeroflot - Russian airlines "



Aerolabs was Chief IT developer for JSC  
"Transaero Airlines" for many years



Aerolabs is one of the key developers of  
state-owned Air Moldova airline



Aerolabs is one of the developers  
of Ostrovok.ru - a leading hotel operator

**OSTROVOK.RU**

Over the years we have worked  
with leading tour operator in Russia  
Biblio-Globus





# What we propose?



**AERO**  
LABS

**We propose Integrated E-commerce platform for your Airline (Internet Booking Engine)**

## **Expected Result:**

Increased WEB-sales by 50%/year

Reduce costs on IBE up to 40-50%.

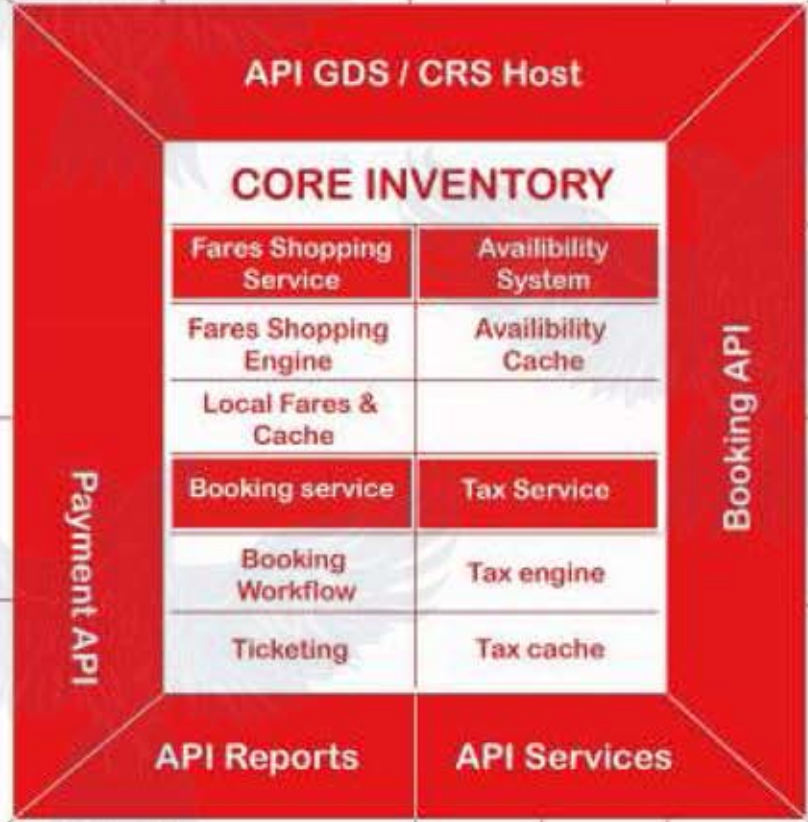
Return customers growth 20-30%

Flexible Internet Booking Engine solution – up to 10 updates per month.

# AeroLabs e-Aero



<b>SITA</b> Reservation Ticketing	<b>SITA</b> Fares Fare rules Taxes	<b>Galileo</b> Availability Fares Fare rules Taxes	<b>Sirena Travel</b> Availability Fares Fare rules Taxes
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- Internet Booking Engine
- Agent Gateway
- Online Redemption
- META Search Engine

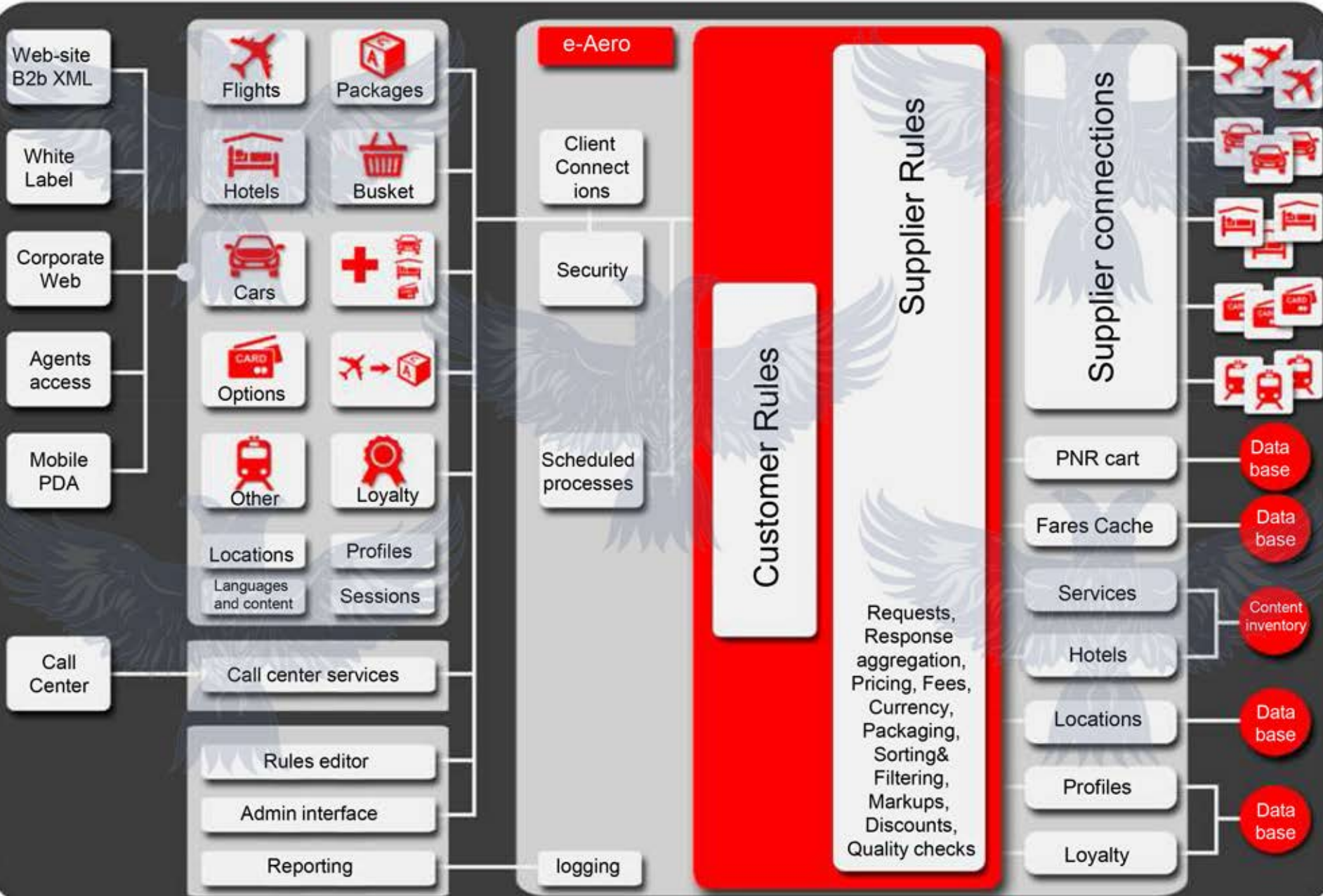
PSP  
Bank  
Payment API

Booking API

<b>Administrative Panel</b>	<b>CRM Loyalty</b>	<b>WEB Site</b>	<b>Mobile Applications</b>
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# e-Aero e-Commerce platform





# Aerolabs – Products & Services

Usability, Web-  
design

E-commerce  
products

Web-Check-In

Consulting in  
Aviation industry

CRM & Loyalty

Self Check-In  
& Baggage  
Terminals

CEO –  
promotion

Payments  
Systems

iOS, Android,  
Windows Phone

Individuality in the details,  
Perfection in the development...



# 2014-2015 years E-commerce results

1

1 500 000 PNR

2

4 000 000 Passenger segments

3

12 000 000 Web Check-In segments

4

5 000 000 USD saved for Airlines

5

1 800 000 Loyalty customers

**Up-time**  
**99.8%**





# Aerolabs – Our experience



CHRONOPAY



VTB24

Большое преимущество



Travelport

Galileo



GAZPROMBANK

SITA



ЕВРОСЕТЬ

SIRENA



TRAVEL



Lufthansa Systems



United Card Service

**Sabre** / Airline Solutions.

РБС

рунет бизнес системы

ПОЛНОЦЕННЫЙ ТЕХНИЧЕСКИЙ ПОДДЕРЖИТЕЛЬ

amADEUS

Your technology partner

AERO  
LABS

