



 **Our Clients**

PROLOGIS has already guided several international airlines through their migrations and upgrades to New Skies®.

- air greenland
- Germanwings
- Jazeera Airways
- Jetstar
- Monarch
- nas air
- Ryanair
- Sama
- transavia.com
- TUfly
- Virgin blue



New Skies® Migration/Upgrade & Business Optimization with New Skies®

 **PROLOGIS**

To date PROLOGIS has been part of projects for more than 40 regional and international airlines in key business areas such as

- Emission trading
- Financial controlling and data warehousing
- Ground Operations and Airport Processes
- Low-cost and hybrid airline business
- **New Skies® Migration/Upgrade and Business Optimization with New Skies®**
- Revenue management and distribution

PROLOGIS consultants have many years of practical experience and profound knowledge in different areas of the airline business. Our objective is to provide consultancy that is based on your current as-is situation as well as what is feasible from a business perspective.

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PROLOGIS

Experts in Aviation Consultancy

New Skies® Migration/Upgrade – New dimensions with New Skies®

New Skies® represents a decisive step in the evolution of reservation systems. Developed by Navitaire (USA), New Skies® is an innovative reservation and distribution platform. A comprehensive solution, which replaces Open Skies® and is already used by several carriers as their reservation and inventory system.

Your challenge

You are an airline currently using Open Skies® and planning to switch to New Skies®. Or you are an airline currently using a completely different reservation and distribution system and planning to change over to New Skies®. Perhaps you are even working with New Skies® already, planning to upgrade to the latest release or want to improve your business based on it.

Our support

With successful projects since 2002, PROLOGIS has pioneered consultancy support for airlines worldwide in their migration from Open Skies® to New Skies® and still leads the field.

Our consultants take over the **project management** of all aspects introducing, migrating or upgrading to the new system or they support your internal team in the key challenges such as **user acceptance testing, data migration** and **ODS based reporting**. PROLOGIS has developed as well **tools** which help to streamline and to speed up migration projects significantly. Not only do we work with the airline to make this complex project a success, but we also do our utmost to take the pressure off daily business operations during the project. Our considerable experience enables us to satisfy the individual requirements of our clients.

Our excellence is based primarily on the following expertise and skill:

- **many years of experience** in project management
- a standardized and **successfully proven approach** to New Skies® migrations/upgrades – “on time and in budget”
- **individual management** that minimizes risks, takes critical factors into account and makes recommendations for the organization of the whole project
- **conceptual design** of all complex processes related to the migration to New Skies®, such as flight schedule activation, capacity management and call center processes, as well as of the best possible system set-up
- **in-depth knowledge** and experience of the New Skies® and Open Skies® reservation and distribution systems
- **client support** in management, implementation and testing of data migration
- **technical know-how** in databases/reporting, network and printer set-up and varied interfaces with New Skies® (API, payment service providers, revenue management systems, data warehouses)
- **development of user acceptance tests (UAT)**: we take over test management and issue management with the aid of our efficient web-based PROLOGIS UAT tool, including about 3.000 standard test-cases
- **efficient user and system support**
- **permanent presence of the project team** to facilitate optimum project progress and outcome monitoring

It goes without saying that we can also take on subsidiary projects in the course of introducing New Skies® as a reservation and distribution platform. This business support can take the shape of process optimization, training or UAT management, but it can also involve individual technical assistance, such as interface migration or systems integration.



All members of the PROLOGIS team have worked for many years for airlines or airports. Their specialist airline expertise enables them to fulfill the specifications of our internationally active clients in a targeted fashion.

In addition to migration from Open Skies® or other reservation systems to New Skies®, PROLOGIS can also help to release hidden potential for optimization and profitability that New Skies® offers.



Results

The additional advantages of New Skies® in comparison to Open Skies® or other reservation platforms play a major role in an airline’s decision to adopt New Skies® as a new reservation and distribution system. We can demonstrate added value, optimize internal processes and help our clients to get the most out of the new system in their daily business operations.

Concrete business improvements can be achieved in the following areas in particular:

- **optimization of time and costs** of all airline processes with the aid of New Skies®
- **business leverage** due to improved, modern implementation of New Skies® and its functions (e.g. group bookings)
- **sustainable design and implementation** of New Skies®-based business strategies and models
- **innovative use of New Skies® API** in new areas of the business and more efficient handling of processes (using PROLOGIS API tools)
- **individual client-based development of reports** in support of the business by exploiting the New Skies® reporting interface



As a result of many successful New Skies® projects it has handled, PROLOGIS has built up intensive contacts to Navitaire. This enables us to work together with the software company and the airline to develop pragmatic and rapid solutions, even in critical project situations.