



BUSINESS TRAVEL - IT'S OUR WORLD

Business Travel 

 **Lufthansa City Center**
Alliance Avia



Effective solutions and
modern technology of
business travel



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HISTORY OF THE COMPANY

1999 – establishment of ALLIANCE AVIA LLC

2007 – branch offices in St.Petersburg and Belgorod

2009 – signing of a global partnership agreement with UNIGLOBE Travel International (membership till June 2018)

2013 – joining UNIGLOBE Global Solutions (membership till October 2017)

2015 – joining UNIGLOBE Meetings&Events (membership till June 2018)

2016 – The nominee of Buying Business Travel Awards 2016 at the category - «The best agency with a turnover of up to 3 billion rubles»

2017 – The Winner of Buying Business Travel Awards 2017 nominated as “The best agency with a turnover of up to 3 billion rubles”. Branch office in Krasnodar.

2018 – signing of a global partnership agreement with Lufthansa City Center. Representative office Alavia Corporate Travel Solutions (ACTS) in The Hague.

2019 – receiving of Quality Certificate by Top Performer LCC (Lufthansa City Centre)

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ALLIANCE AVIA today:



> 20 years on the market



> 140 employees



> 700 customers



annual turnover > 3,5 billions rub

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ALLIANCE AVIA today:

IATA 92-2-22491

ISO 9001:2015 from
10.12.2018



Membership in «TOUR Assistance»
association



TCH from
25.04.2016



Certificate of registration in General
register of travel agencies



Certificate of Unified Federal
register of Tour Operatots



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ALLIANCE AVIA today:

Booking systems:

Air tickets

Travelport (Galileo), Amadeus, Sirena

Rail tickets

Local : UFS, Center Express

International: Content Rail Rus

Hotels

Ostrovok, Bronevik, Academservice, A&A, Hotelbook, Horse21, Expedia, Go Global, Cbooking, platforms WebBeds Group (JAC Travel) / SunHotels allow us to offer our customers accommodation in more than 200,000 hotels worldwide at special rates.

Transfer

Hertz, Avis, IBF Motors, I'way, RIDE

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Guarantees of financial reliability

Member of the Association
of Tour Operators in the
Field of Outbound Tourism

**«TOUR
Assistance»**

Registry number in the All-
Russian General Register of
Travel Agencies

CB100390

Bank Guarantee VTB from
06.02.2018 № БГ/0017-
0337Г
in the amount of 750 000
US dollars

IATA member

Civil liability insurance
contract in the amount of 10
million rubles

**«INCOR
Insurance»**

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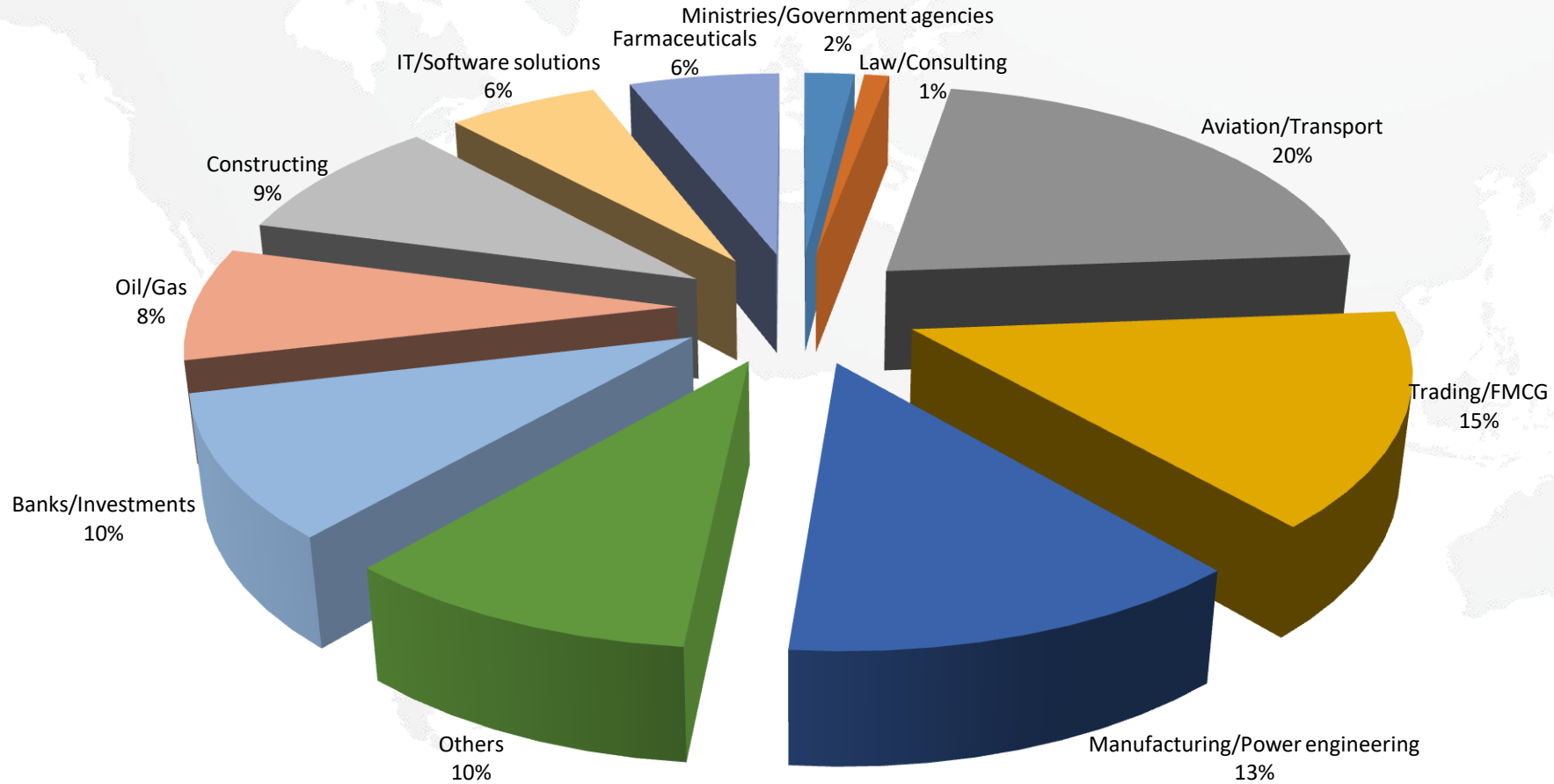


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Our Customers

Activity area of client companies



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Our services

- Air and rail tickets
- Hotel reservation worldwide
- Transfers in Russia and abroad
- Visa support
- VIP lounges at the airports
- Travel insurance
- Tourist services
- Charter flights, business aviation
- MICE
- Additional services



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OUR TECHNOLOGIES: ONLINE BOOKING TOOL

- Only Internet access needed
- 24/7 availability
- Strong personal data protection (PCI DSS)
- Simple, user-friendly interface
- Single-Sign-on to order all services
- Travel policy settings (limits, budget codes, cost centers, grades)
- Travel Authorization
- System configuration logic – to find the cheapest fare
- Wide range of filters to select services
- Business Travel Cost Control (lost savings)
- Reporting
- Optimization of the cost of working time on travel arrangements
- Travel documents according to the Client's template
- Mobile version

OUR TECHNOLOGIES: NEW DISTRIBUTION CAPABILITY (NDC)

Direct sales channel of ALLIANCE AVIA and air companies excluding GDS, this is:

- Air company fares which are not in GDS
- Promo fares which are not published in GDS
- Purchase the last seat on the flight
- Additional services (seat and meal choice, extra baggage, etc.)
- Best fares for connection flights
- Application of corporate discounts
- Change/refund air ticket without agent's assistance

AEROFLOT

Lufthansa

KLM

BRITISH AIRWAYS

SWISS

AIRFRANCE

CATHAY PACIFIC

S7 Airlines

brussels airlines

IBERIA

CHINA SOUTHERN

jetBlue

FINNAIR

Austrian

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OUR TECHNOLOGIES: REPORTING AND ANALYTICS

- Web reporting that allows customers to independently generate the necessary summary statistics for any period according to various parameters from 1C
- Any form of reporting at the request of the Client
- Summary report on the cost-effectiveness of 3D agreements
- Lost Savings Report



OUR TECHNOLOGIES: ACCOUNTING


- EDM - electronic document management (DIADOC system)
- Import registers from ALLIANCE AVIA 1C for transmission in electronic form for further downloading to the client's accounting system.
- Generation of primary accounting documents with necessary additional fields



WEB - reporting

Web-reporting - an online statistics system which helps the client to generate statistical and analytical reports at any convenient time, for any period, in Excel and PDF format. These reports can be saved in documents or sent by e-mail.

Система онлайн-статистики


АЛЬЯНС АВИА
агентство делового туризма

Добро пожаловать в систему онлайн-статистики АЛЬЯНС АВИА!

- [Статистика в разрезе услуг](#)
- [Статистика в разрезе юридических лиц](#)
- [Статистика в разрезе юридических лиц и услуг](#)
- [Статистика в разрезе центров затрат](#)
- [Статистика в разрезе центров затрат и услуг](#)
- [Статистика в разрезе услуг и центров затрат](#)
- [Статистика в разрезе авиакомпаний](#)
- [Статистика в разрезе классов обслуживания и авиакомпаний](#)
- [Детальный реестр по авиабилетам](#)
- [Детальный реестр по железнодорожным билетам](#)
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- [Детальный реестр по всем услугам](#)
- [Статистика по проживанию в разрезе страны, города, отеля](#)
- [Динамика услуг по месяцам](#)
- [Статистика по трехсторонним договорам в разрезе авиакомпаний](#)
- [Статистика по трехсторонним договорам в разрезе юридических лиц и авиакомпаний](#)
- [Детальный реестр по трехсторонним договорам](#)

Список пользователей

Профили доступа

Юридические лица

Журнал действий пользователей

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Integration with ONLINE BOOKING TOOL of ALLIANCE AVIA

ALLIANCE AVIA proposes the complex approach to solve the Client's business tasks:

Single Sign On Technology – connectionless sign on to OBT ALLIANCE AVIA

Now employees do not need to remember the username and password for their online account: the system will determine the employee and authorize him not only at the workplace, but also in the OBT

• Implementation advantages:

- The employees do not waste time entering and recovering a password when creating a business trip.

One-stop-shop service to book a business trip

Booking a business trip for employees begins and ends in the Client's ERP. The transition from Client's ERP to OBT to book the travel services is smooth and invisible to the user

• Implementation advantages:

- The employees works in the same window. The business trip information updates in Client's ERP.





Automation of data loading into the Client's ERP includes downloading :

- List of persons
- List of personal/budget codes
- Information about approvers

• Implementation advantages:

- Updating and maintaining the database up to date. No hand labour to update the list of employees regularly.

Automatic orders data import:

- Each order's data exports to the Client's ERP

• Implementation advantages:

- Automatic formation of business trip expense reports and accounting records

Automatic import of accounting registers:

- Regular import of accounting registers in Excel и PDF

• Implementation advantages:

- Optimization and automation of accounting routine

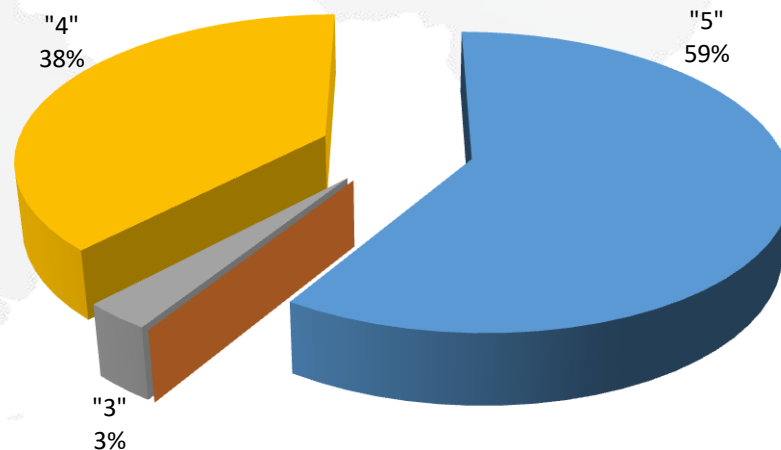


Customer Survey Results 2019

The latest ALLIANCE AVIA survey was conducted in January-February 2019.

51 employees from 35 organizations took part in the survey and evaluated the work of ALLIANCE AVIA managers.

Clients were asked to answer 13 questions and give a rating on a scale from 2 to 5 (2 - unsatisfactory, 3 - satisfactory, 4 - good, 5 - excellent). 97% of customers praised the work of managers.



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Social networking

Official site with access to online booking tool and web-statistics:

<http://www.alavia.ru>

Active links to the topics of the site:

[News](#)

[Special offers](#)

[Risks and Travel Alerts](#)

[Regular customer satisfaction survey](#)

Training seminars, events and trips for corporate customers:



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Advantages of ALLIANCE AVIA

- ✓ 24/7 support
- ✓ Individual approach, dedication of a personal service team
- ✓ Own team for organizing MICE events
- ✓ Recommendations to reduce travel costs up to 20%
- ✓ Development and implementation of Travel policy for free
- ✓ Russian and international hotel programs
- ✓ New Distribution Capability (NDC)
- ✓ Discounts on 3 and 2 side agreements with airlines, hotels
- ✓ Online Booking Tool
- ✓ Guarantees of financial reliability
- ✓ Web reporting system for free
- ✓ Electronic document management (EDM)
- ✓ Quality control system ISO 9001:2015
- ✓ Personal data security Guarantee
- ✓ Integration with Client's ERP





OUR CONTACTS

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