



Lufthansa City Center
ALLIANCE AVIA

Welcome

**Business travel
is our world**

**Your Business
Travel Partner.**

Effective solutions and modern technologies of business travel management



More than 20 years on the market



More than 140 employees



More than 700 clients



More than 3,8 billion rubles per year



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allianceavialcc

The History of the company

2019

Quality Certificate “Top Performer LCC (Lufthansa City Centre)” was received

2018

Representative office “Alavia Corporate Travel Solutions (ACTS)” was opened in Hague

2018

Global partnership agreement with LCC (Lufthansa City Center) was signed

2017

The Winner of Buying Business Travel Awards 2017 in category “The best agency with a capital turnover up to 3 billion rubles”. Branch office was opened in Krasnodar.

2009 – 2018

Global Partnership with UNIGLOBE Travel International

2007

Branch offices were opened in St.Petersburg and Belgorod

1999

LLC “ALLIANCE AVIA” was founded

Third Party Liability Insurance
Contract in the amount of
10 million rubles with
«Borovitskoe insurance
company» JSC



Conformity certificate
ISO 9001-2015



Bank VTB Guarantee as of
06.02.2018 № BG/0017-
0337G
in the amount of 750 000 US
dollars

IATA Accreditation



The member of
“TOUR
Assistance”
association



Reliability guarantee



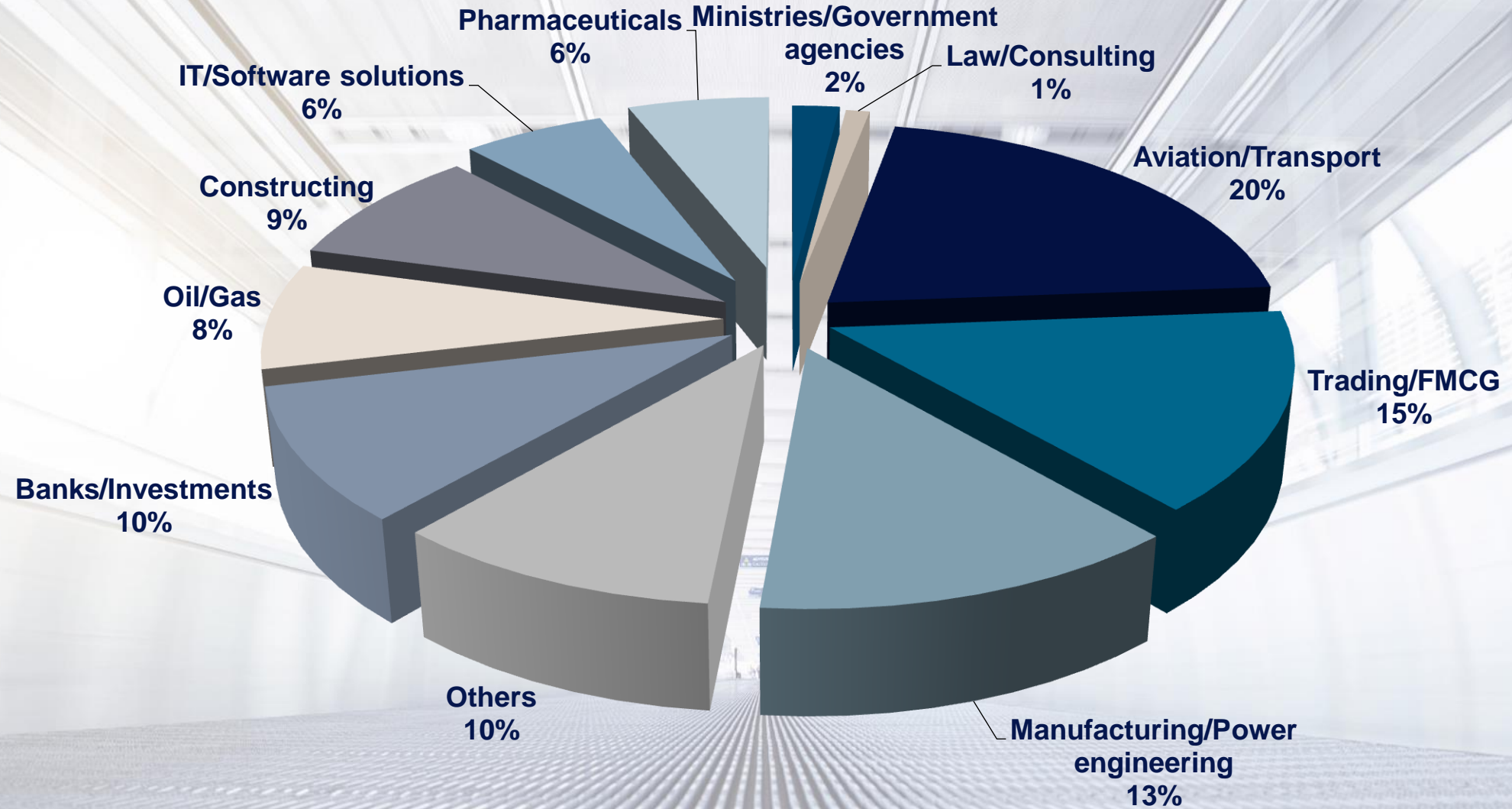
Certificate of registration in
General register of travel
agencies # CB100390



Certificate of accreditation in
Transportation Clearing House
as of 25.04.2016



Our clients



Company services

- Air and rail tickets
- Transport services
- Hotel and apartment reservation
- Visa support
- VIP lounges at the airports
- MICE
- Travel insurance
- Charter flights
- Business aviation
- Additional services



Booking systems

Air tickets

Travelport (Galileo),
Amadeus, Sirena,
NDC (S7, LH)



Hotels

Ostrovok, Bronevik, Academservice,
A&A, Hotelbook, Horse21,
GoGlobal, CBooking

Transfers

IBF Motors, I'way,
BYWAY, VGT, Gett



Rail tickets

Center Express,
UFS, Transtour



Our Technologies

ONLINE BOOKING TOOL

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

Our Technologies

NEW DISTRIBUTION CAPABILITY (NDC)

Direct ALLIANCE AVIA distribution channel with air companies, bypassing GDS, is:

Promo fares which
are not published in
GDS

Reservation of the
last seat on the flight

Booking of additional
services on board
(seat, meal)



Lufthansa



Airlines



Automatic application
of corporate
discounts

Best fares
for connection flights

Corporate client card
application

Our Technologies

REPORTING AND ANALYTICS

➤ Web-reporting:

- ✓ Online data exchange with ALLIANCE AVIA ERP (1C)
- ✓ Self forming of **any form of reporting**
- ✓ **Lost savings** report
- ✓ **Summary report** showing cost-effectiveness of 3D agreements
- ✓ **Automated** report **distribution**



Our Technologies

ACCOUNTING DEPARTMENT

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



Integration with ALLIANCE AVIA online booking tool

a complex approach to solve the Client's business needs

Single Sign On Technology – connectionless sign on to OBT

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 for entering and recovering a password when booking 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 is updating in Client's ERP.

Integration with ALLIANCE AVIA online booking tool

a complex approach to solve the Client's business tasks

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 labor to update the list of employees regularly. Minimum of errors.

Automatic orders data import:

- Each order's data exported 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:

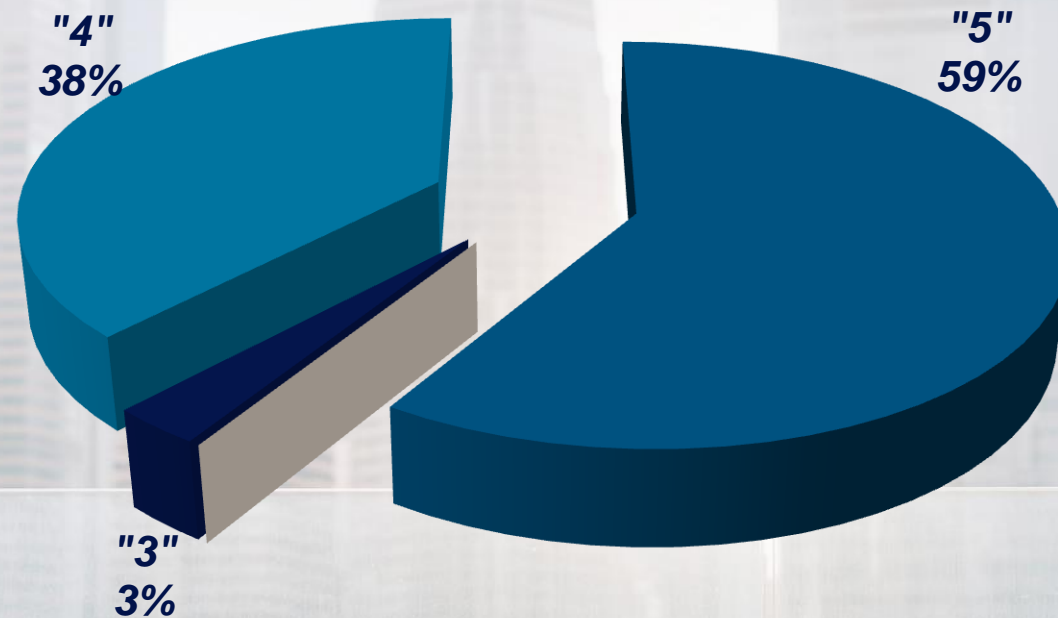
Optimization and automation of accounting routine

Regular clients survey

Every year we ask our Clients to evaluate the level of service in common and tell their opinion regarding individual services.

According to research results we have managed to maintain the level of service and even raised the quality. **250 employees** from **82 organizations** took part in the survey. According to survey 2019 results **97% respondents** praised our work.

ALLIANCE AVIA thanks Clients for their trust and collaboration! We are constantly working to retain and improve high level of service



Our advantages

- Own 24/7 support
 - Individual approach, dedication of a personal service team
 - Professional team for organizing MICE events
 - Recommendations for travel costs reduction
 - Development and implementation of Travel policy
 - Russian and international hotel programs
 - Discounts on 3 and 2 side agreements with airlines, hotels
 - Online booking tool
 - New Distribution Capability (NDC)
 - Web reporting system for free
 - Electronic document management (EDM)
 - Financial reliability guarantees
 - Quality control system ISO 9001:2015
 - Personal data security Guarantee
- Certificate of compliance №01-03/19-ATT FSTEK
- Integration with Client's ERP



Our contacts

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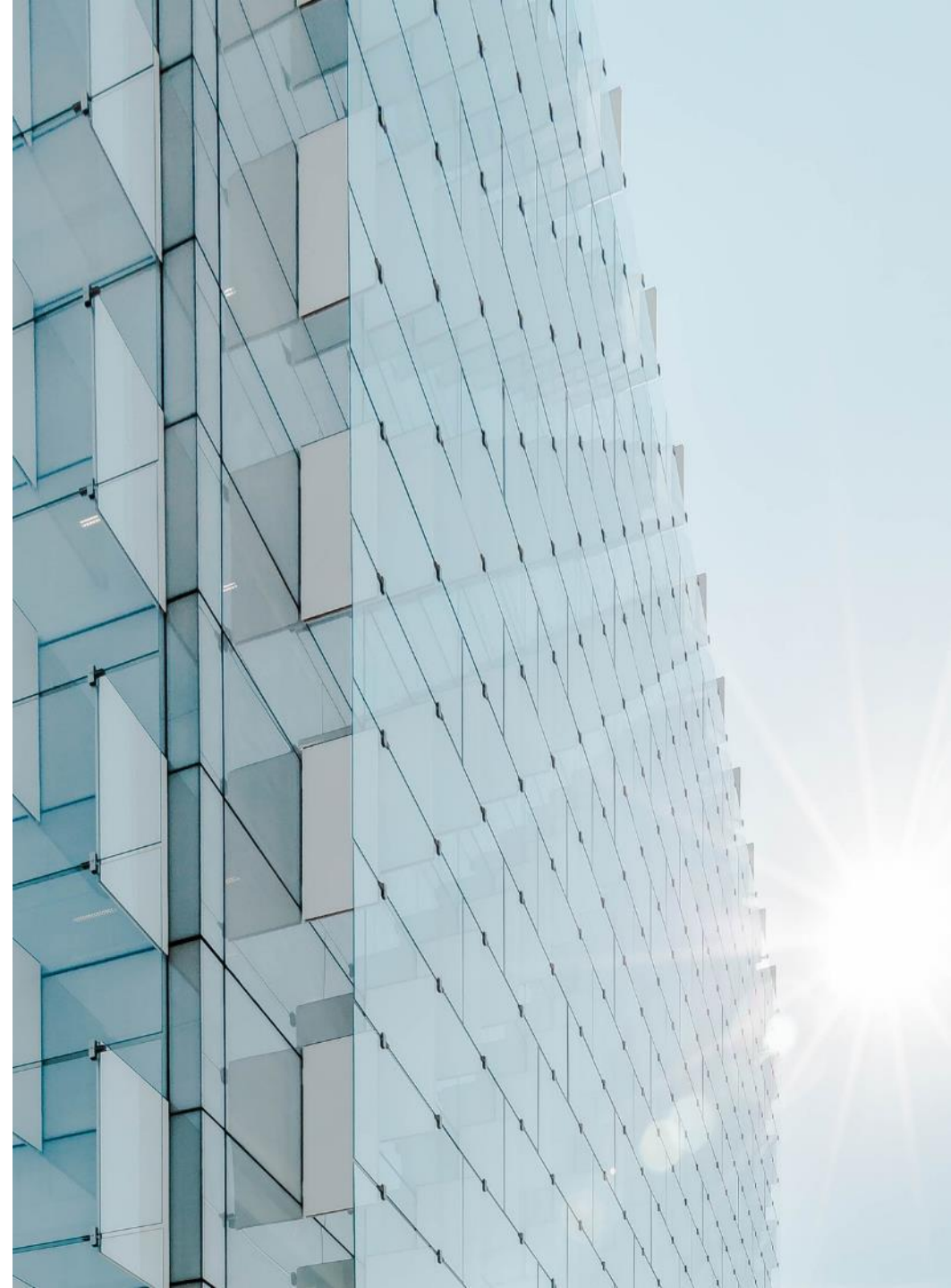
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Thank you for your time and attention

Our team always at your disposal!

