



**The best agency of Business Travel with a turnover of
up to 3 billion rub.
Winner of Buying Business Travel Awards Russia & CIS 2017**

Company history

- **1999** – establishment of «ALLIANCE AVIA» LLC
- **2007** – opening of a branch office in St. Petersburg
- **2007** – opening of a branch office in Belgorod
- **2009** – signature of global partnership agreement with UNIGLOBE Travel International, consolidating offices in more than 60 countries in the world (membership until June 2018)
- **2013** – entry into UNIGLOBE Global Solutions (membership until June 2017)
- **2015** – entry into UNIGLOBE Meetings & Events (membership until June 2018)
- **2016** – nominated for Buying Business Travel Awards 2016 in the category - «The best agency with up to 3 billion turnover»
- **2017** – turnover of 2.5 billion rubles, staff number - 131, member of IATA, GBTA, Transport Clearing House. More than 350 direct contracts with hotels, on-line booking system, web-reporting, electronic workflow, opening of a branch office in Krasnodar. The best agency of Business Travel with a turnover of up to 3 billion rub. Winner of Buying Business Travel Awards Russia & CIS 2017

ALLIANCE AVIA today

Certificates

- IATA 92-2-22491
- TCH dated 29.06.2016
- ISO 9001-2011 dated 08.12.2015
- Accreditation with embassies of Finland



ALLIANCE AVIA today

The below booking systems are in service:

Aviation

Gabriel, Travelport (Galileo), Amadeus, Sirena

Hotels

AMADEUS, GTA/Kuoni, Horse21, HOTELBOOK, Expedia, TAL HOTELS/GO GLOBAL, BEDSONLINE, Sibooking, academservice, A&A, Ostrovok, Bronevik, platform WebBeds Group (JAC Travel) / SunHotels, allow us to offer our customers accommodation in more than 200 000 hotels worldwide at special rates

Railways

RZD Express-3, UFS, Deutsche Bahn, Content Rail Rus

Motor transport

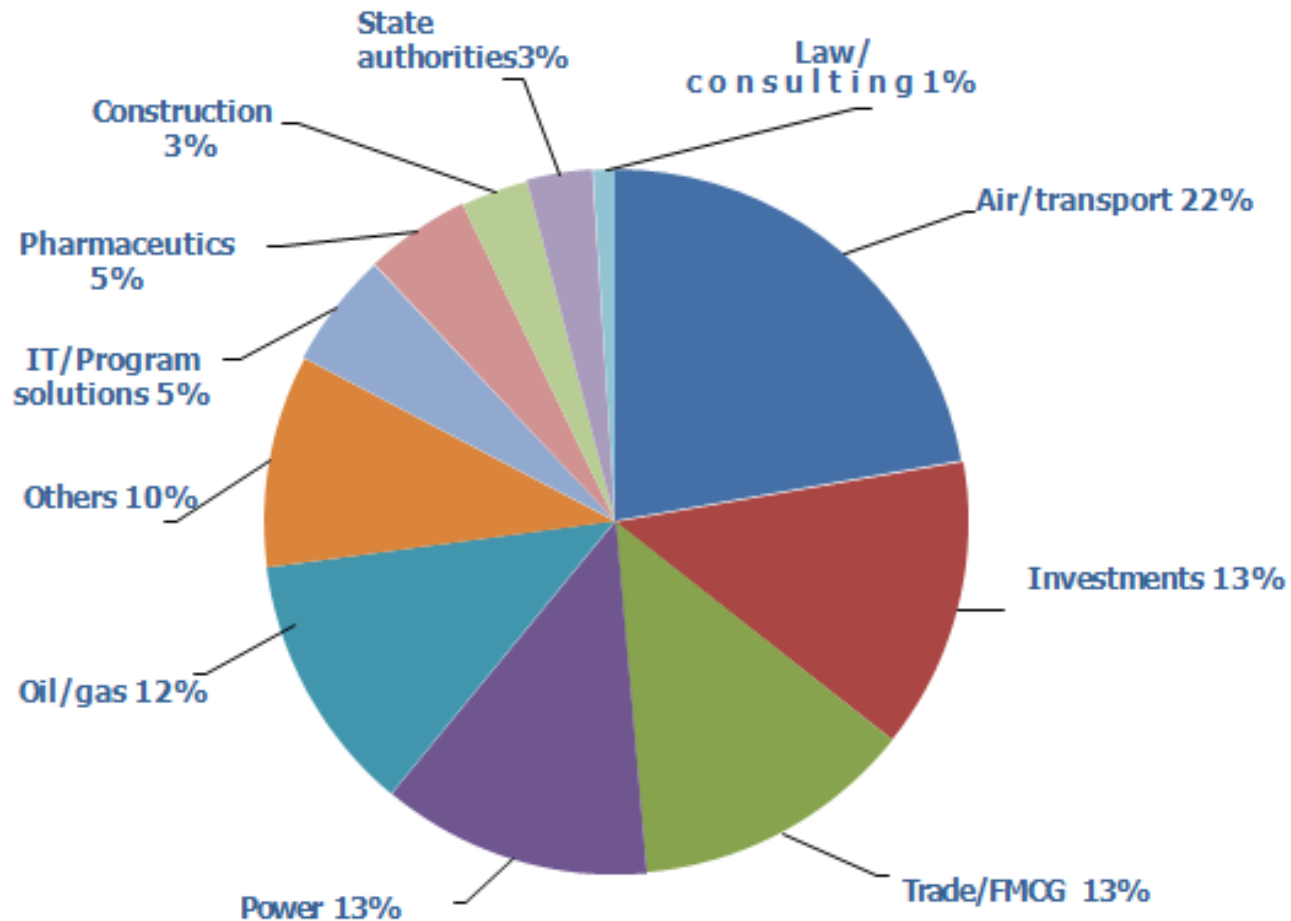
Hertz, Budget, Avis, I`WAY, IBF Motors

Financial accountability assurance

- **License for tour operator services** Registry number – MT3 016693
- **Registry number with the All-Russia General Register of tour agents** – CB100390
- Third-party insurance contract with the Insurance Joint-stock company "**Yakor**" for the amount of **10 million rubles**
- ALLINACE AVIA is a member of **IATA**
- Association of tour operators in outbound tourism "Turpomoshch". Certificate 27.01.2017
- Bank guarantee of financial security with «**VTB24**» for the amount of \$750 000

Our customers

Business segment of corporate clients



Our services

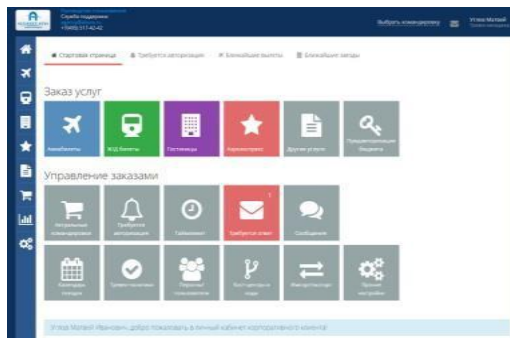
- Air and railway tickets
- Round the world hotel booking
- Transfers in Russia and abroad
- Visa support
- VIP-halls in airports
- Overseas travel insurance
- Touristic services
- Charters
- MICE
- Business aviation
- Additional services



Our technologies

Online-booking system

- Efficient connection and 24/7 accessibility. System is used in regional offices independent of time belt. Just the Internet access and current browser version are needed to enter the system. No need to install additional software to the employee computer for system connection
- Easy and friendly interface
- Low price schedule +/-3 days
- Monitoring of cheaper rates with automatic rebooking
- Implementation of 3D agreements with area carriers
- Use of travel-policies and authorization schemes
- Possible sorting of options and selection of penalty/no-penalty, baggage/baggage-free air tickets rates
- Interface adjustment for mobile phones
- Possible report generation



Our technologies


Reporting and analytics


- Electronic document management («Diadok» system)
- Summary statistics for any period by different parameters from n1C (formed by analyst of ALLIANCE AVIA)
- Summary report on cost effectiveness of 3D agreements
- Double booking control function
- On-line statistics system with customer access right for individual reporting
- Substandard reports:
Substandard reporting forms upon clients request
Lost saving reporting



WEB - reporting

On-line statistics is system available, enabling the client to make statistic and analytical reports any time convenient. The system is simple, user-friendly and available in the Internet.

 Система онлайн-статистики ×



АЛЬЯНС АВИА
агентство делового туризма

Добро пожаловать в систему онлайн-статистики АЛЬЯНС АВИА!

Welcome to on-line statistics system of ALLIANCE AVIA

[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](#)
[Детальный реестр по туристическим услугам](#)
[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

Statistics by services
Statistics by legal entities
Statistics by legal entities and services
Statistics by cost centers
Statistics by cost centers and services
Statistics by cost centers and expenditures
Statistics by air carriers
Statistics by service classes and air carriers
Detailed register by air tickets
Detailed register by railway tickets
Detailed register by touristic services
Detailed register by all services
Statistics by accommodation in countries, towns, hotels
Service dynamics by months

Marketing

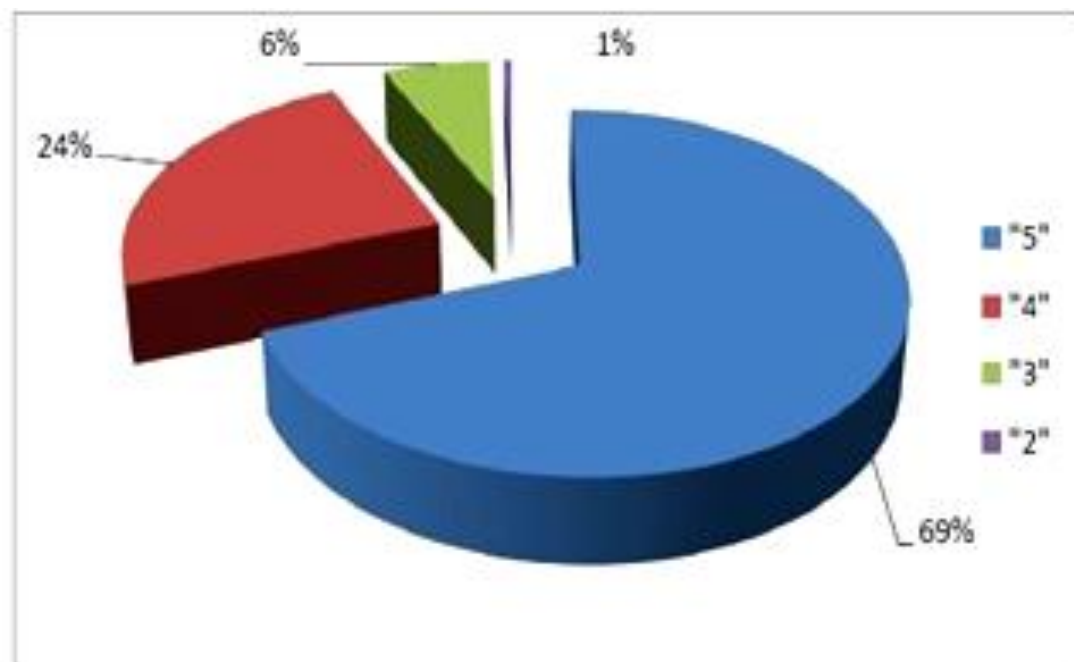
Official web-site with entrance to on-line booking and statistics systems
<http://www.alavia.ru>

Live references to website section subjects:

- [News](#)
- [Special offers](#)
- [Risks and danger](#)
- [Facebook](#)

Customer survey outcome in 2017

The last survey was conducted by ALLIANCE AVIA in January-February 2017. 105 employees from 66 companies participated in the survey and evaluated activities of 79 managers in ALLIANCE AVIA. Clients were offered to answer 11 questions and give their estimation on 1-5 scale (1-very bad, 2-bad, 3-satisfactory, 4-good, 5 – excellent). 90% of clients gave the highest score for the managers' activity.



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