

A Qatar Airways aircraft is shown in flight, banking upwards. The word "QATAR" is prominently displayed in maroon on the side of the fuselage. The aircraft is flying above a thick layer of white clouds, with a clear blue sky above and a blue ocean below. A large, semi-transparent blue graphic element, consisting of overlapping curved shapes, covers the right side of the slide, serving as a background for the text.

Altéa Network RM Implementation plan

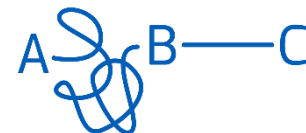
Main activities, data flows,
shadow period for business
acceptance

Product Management, Revenue Management
December 5th 2016, Doha

A safe and steady path to Altéa Network RM



up & running
12 months



Reduce
complexity

no interface burden

no dependency
on legacy provider



Seamless
integration



Peace
of mind

business **adoption**



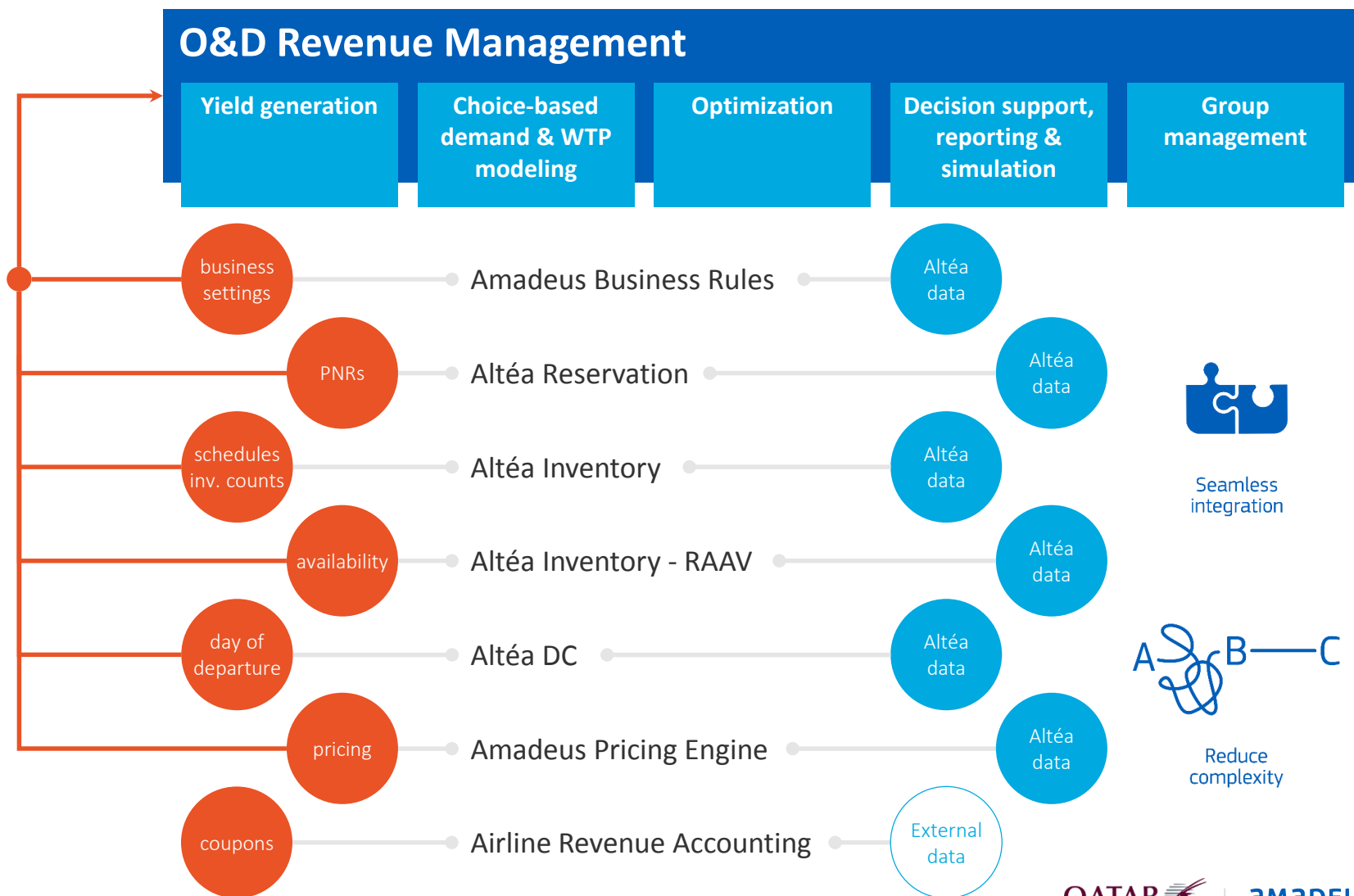
Business
transformation



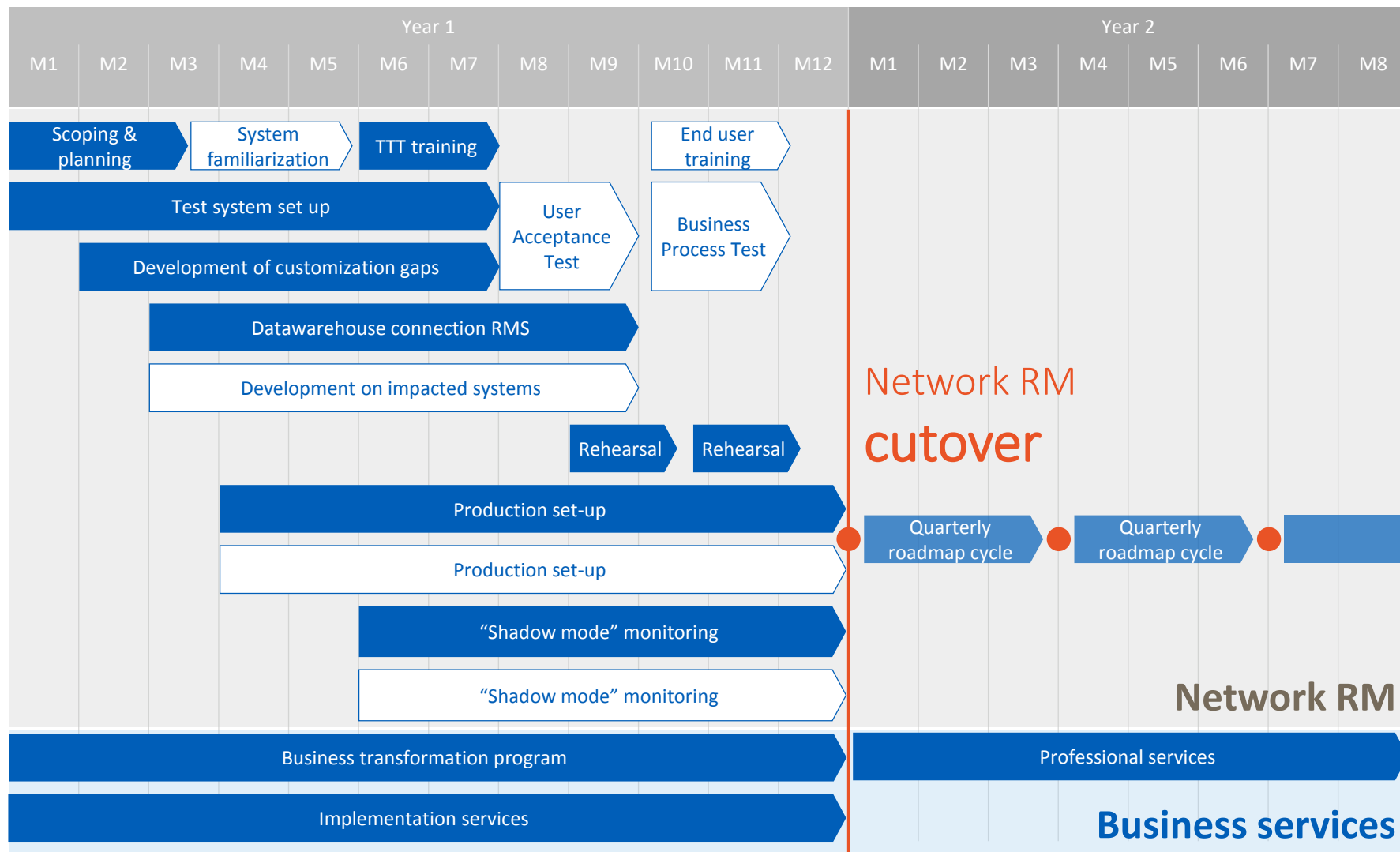
Empowered
user

business support
& implementation services
during & after migration

Integration with XX PSS means limited technical requirements on data interfaces



A safe and steady 12-month implementation plan



Shadow mode is meant to evaluate RM outputs & availability decisions, ahead of production

1

Choice-based demand & WTP modeling

Assess quality of demand forecast volume, seasonality and willingness to pay, per traffic flow

2

Yield generation

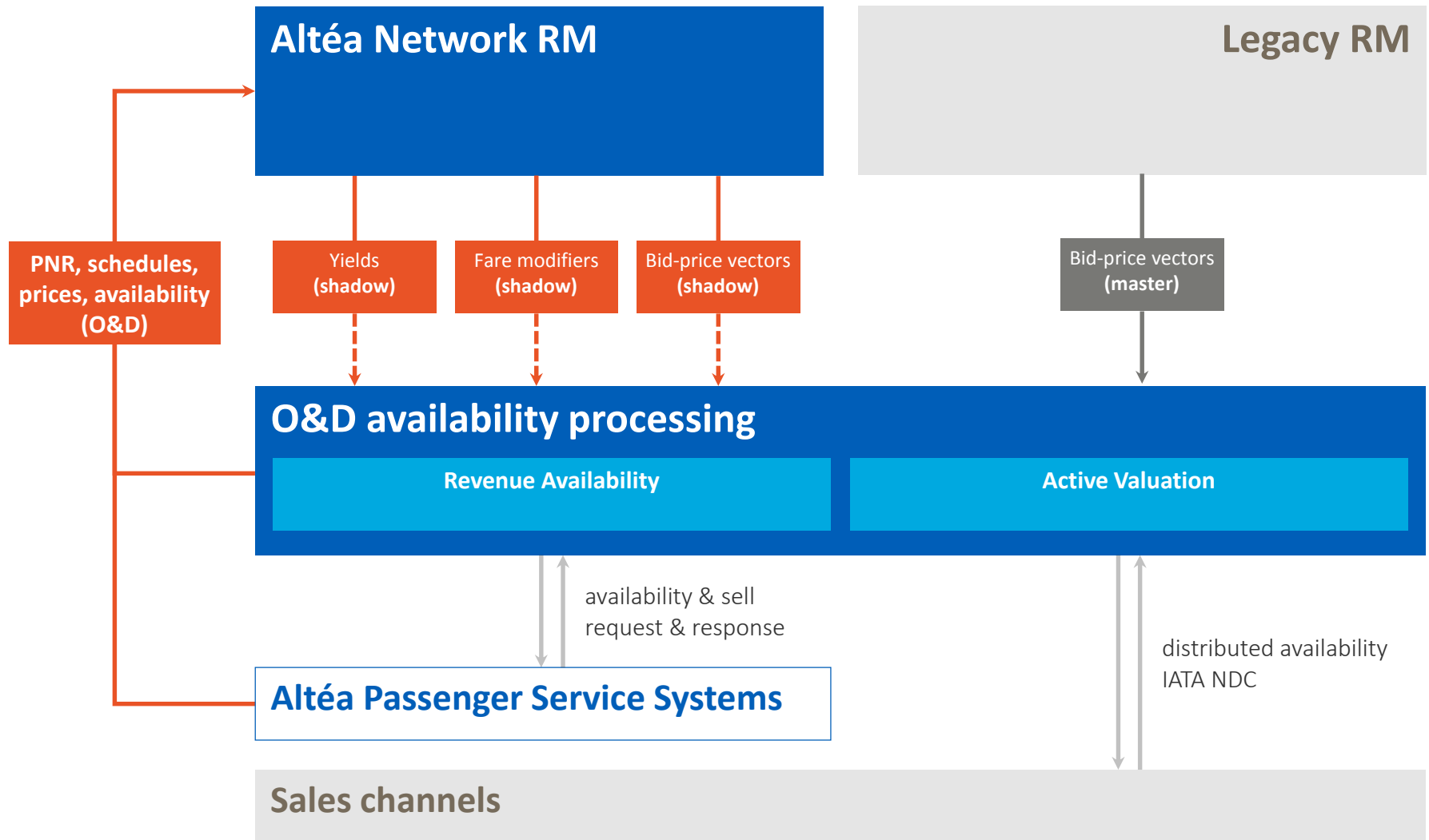
Assess quality of yield values, per traffic flow

3

Availability decision

Benchmark production availability and Network RM control-based availability levels

During shadow mode, Network RM is up & running as in production configuration



Thank you!