

TUIfly, Germany's third largest operator, only surpassed by Lufthansa and Air Berlin, increased its cost savings significantly after having introduced the **airpas** system in 2000.



Company Profile TUIfly

TUIfly was founded in January 2007 as a new brand for Hapag-Lloyd Flug and Hapag-Lloyd Express which previously operated under the brands Hapagfly and HLX.com, respectively. From 2007 on flights are operated by Hapag-Lloyd Flug while Hapag-Lloyd Express markets them.

TUIfly, with a current fleet of 50 Boeing 737 aircraft, offers both charter and low-cost flights. About 60% of all seats are sold directly, 30% as a part of TUI holiday and 10% by other agencies. In contrast to other low-cost carriers, all seats are pre-assigned at check-in and on many routes complimentary meals or refreshments are being offered.

Challenge > Controlling – DOC simulations/evaluations/reporting to lower cost base



“The **airpas** system gives us a clear view of how each of our routes is performing and thus provides us with a vital information basis for strategic decisions as well as cost monitoring and control.”

< Christoph Todt, CFO TUIfly

Results & benefits

- **airpas** consolidates the disarray of details on all invoices to provide a clear oversight of flight related costs
- **airpas** definitely offers a great potential for cost savings

Solution

The model considers options regarding flight destinations, aircraft types, suppliers as well as sales channels. In addition general business decisions as to which services should be handled internally or outsourced to a third party can as well be taken into account.

airpas stores historical, scheduled, budgeted or forecasted flight plans, and compares each model to the related airport, fuel, handling, navigation as well as other operational costs against expected revenues. TUIfly can compare various flight plans, suppliers, airports, aircraft types or other operational parameters to optimize budgeting and planning. **airpas** supports the development of a detailed plan outlining the required organization, fleet, flight program, services and the necessary aircraft configuration to produce a successful and profitable airline venture for TUIfly.