

GoAir selects Accelya's Revenue Accounting Solution to be future-ready

Mumbai, 16 July, 2014: GoAir, one of India's fastest growing airlines, chose Accelya's REVERA® Next to automate its revenue accounting process, build in better audit controls and be future-ready to accommodate any changes in business model.

Being a budget carrier, GoAir had been following standard revenue accounting practices. The airline was receiving the information from its passenger service systems and processing it in-house. In order to move to the next level, GoAir was looking at a revenue accounting system that could help it overcome potential challenges in the area of Revenue Integrity and Revenue Assurance, as the Airline accelerates further after reaching its highest ever market share in May, 2014.

GoAir, therefore, chose REVERA Next to address its current challenges in Revenue Accounting & Revenue Assurance, as well as prepare for future business changes.

"REVERA Next will bring efficiency in our revenue assurance processes and deliver better results in the vibrant and dynamic Indian aviation market. It will streamline our revenue accounting process to quickly adapt to new business models and support strategic partnerships. The pay-per-use model finalized with Accelya will allow us to achieve our targets without a high capital expense." said Giorgio De Roni, CEO, GoAir.

Accelya, the leading provider of financial and business intelligence solutions to the Airline industry, will provide the solution to GoAir on a hosted model. GoAir will use Accelya's REVERA Next Revenue Accounting solution, Agency Incentives Management solution and Audit services for fare, tax and commission.

Speaking on the occasion, Mr. Philip Fernandes, EVP - Revenue Accounting Practice, Accelya Kale Solutions Limited, said, "The aviation industry is evolving at a rapid pace. Low cost carriers are adopting innovative business models to be more competitive. Therefore, they need to have robust revenue accounting processes in place to achieve quick industry and alliance compliances, prevent revenue leakage and accommodate business growth. We are confident that REVERA Next will help GoAir meet its business objectives. We look forward to a long term partnership with the airline."

About REVERA® Next

REVERA® NEXT takes revenue accounting to the next level - across passenger, cargo, airmail and ancillary processes. Enhanced workflows and real-time processing speed up revenue declaration. Automation is stepped up to achieve 98%+ hands-free processing. Built-in operational and accounting controls framework ensures compliance to risk management standards.

REVERA NEXT enables revenue accounting to provide strategic analytics and actionable insights to its stakeholders. With its easy to use interface, REVERA NEXT works smoothly on all touch friendly devices.

About Accelya Kale

Accelya Kale Solutions Limited (formerly known as Kale Consultants Limited) is part of the Accelya Group. Visit us at: www.accelyakale.com



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About Accelya

Accelya is a leading provider of financial and business intelligence solutions to the Airline and Travel industry. Accelya helps airline and travel companies manage their financial processes and gain insights into their business performance.

Accelya's expertise spans across all critical airline financial processes - BSP Processing, Revenue Accounting, Audit & Revenue Recovery, Card Management, Miscellaneous Billing, Cost Management and Business Intelligence. Accelya partners with airlines right from the time a ticket or an air waybill is issued, all the way through its entire financial life cycle, until the data is converted into actionable decision support.

With over 200 airline customers, our operations are spread across 9 countries and Accelya employs over 2000 professionals worldwide.

Accelya has been voted as 'IT Company of the Year' at Air Transport News Awards 2014 and 'Information Technology for the Air Cargo Industry' at ACW World Air Cargo Awards 2014. Visit us at: www.accelya.com

About GoAir

GoAir, part of the Wadia Group, operates a fleet of 19 A320 CEOs and has an order for additional 72 A320 NEOs to be delivered within 2020. It presently covers 21 destinations in India with over 140 daily flights. Last year it carried 5.5 million passengers. To know more about GoAir, visit: www.goair.in

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For ACCELYA KALE SOLUTIONS LIMITED

(Signature)
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