

RwandAir opts for Kale's Passenger Revenue Accounting solution REVERA®

Kale's comprehensive new generation solution to help airline automate and increase efficiencies in their existing PRA processes

Mumbai, 24 May, 2011: Kale Consultants Ltd., the leading solutions provider to the global airline and travel industry, announced today that **RwandAir** has selected **Kale's passenger revenue accounting solution REVERA** for its PRA operations. The solution will be deployed as a hosted model, giving the airline better control on costs and access to best practice data center capabilities.

Today, the global airline industry is facing various challenges such as volatile market conditions, price sensitivity and low margins. In such a scenario, airlines need to adopt technology driven business processes to deter the growing industry challenges, optimize revenues and remain competitive. Kale's passenger revenue accounting solution - REVERA, helps airlines implement best industry practices to proactively adapt to the changing market conditions. It enables airlines to deal with the most complex revenue accounting environments and respond to the demands of internal customers, with speed and accuracy.

Speaking on the occasion, **John Mirenge, CEO, RwandAir** said, "RwandAir is on a growth path and we are steadily building our plans for the future. In this scenario, revenue accounting plays a critical role, from early recognition of revenue to feeding timely information to other systems internally. Kale's REVERA is a globally recognized solution – and being able to access it as a hosted platform gives us best practice capabilities while reducing significant investments in hardware and maintenance costs. We look forward to a long and fruitful partnership with Kale."

"We are pleased that RwandAir has opted for REVERA, to execute their passenger revenue accounting requirements. We are confident that REVERA's industry leading capabilities will bring immense value to RwandAir's growth plans. REVERA has proven to be one of the best PRA solutions and we are positive of exceeding the expectations of all our customers," said **Ravi Chakravarty, Sales Head - EMEA & Asia Pacific, Kale Consultants Ltd.**

REVERA, Kale's new generation passenger revenue accounting solution, helps airlines implement industry best practices to proactively adapt to dynamic market conditions. It enables airlines to deal with the most complex revenue accounting environments and respond to the demands of the senior management with speed and accuracy. With its powerful Business Intelligence capabilities and end-to-end functionality, REVERA delivers real business value to airlines. It transforms the revenue accounting function from a transaction-processing environment to a strategic tool, thus empowering airlines to devise competitive strategies to succeed in the marketplace. The components of REVERA are functionally capable of working either in a stand-alone mode or can be integrated with other systems used by an airline. It can be flexibly deployed in a Hosted, Licensed or Outsourced environment. REVERA is powered by the industry leading proration engine APEX®.



About RwandAir:

RwandAir is the national carrier of the Republic of Rwanda and one of the fastest growing airlines in the East African Region. The airline's mission is "To provide unsurpassed, safe and reliable services in air transportation, including strategically linking Rwanda with the outside world, while ensuring a fair return on investment". Operating from Kigali as its hub, the airline boasts of a young fleet of, two Boeing 737 – 500, two CRJ200 and a Dash8-200 and has chosen to provide a memorable travel experience to every single passenger on its routes. Later this year the airline will take delivery of two Boeing 737 – 800 from Boeing Commercial Airplanes (The first "Sky Interior" B737-800NG on the African Continent).

The carrier serves most East African Community capital cities with daily flights and it flies to Johannesburg and Dubai three times a week. It recently introduced flights to Brazzaville in the Republic of Congo and Libreville in Gabon. Its other destinations include Nairobi, Entebbe, Mombasa, Bujumbura, Dar Es Salaam, Kilimanjaro, Johannesburg, and Dubai which is quickly becoming one of the busiest routes for the airline. RwandAir has code share agreements with SN Brussels on the Kigali – Brussels Sector and Ethiopian Airlines on the Kigali – Addis Ababa Sector.

About Kale Consultants Limited:

Kale Consultants Limited is a leading solutions provider to the global Airline and Travel industry. Committed to innovation and excellence, Kale delivers world-class software products, technology, managed process, hosting and consulting services. Kale employs over 1400 talented professionals who focus on delivering quality service to over 100 satisfied customers across 30 countries.

Kale's *Industry Solutions* are driven by active partnerships with industry bodies and customers, and unparalleled domain knowledge. Kale's *Customised Approach* in deploying these solutions supports clients with best fit solutions to match to their requirements.

Visit us at www.kaleconsultants.com

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