



**INVOLATUS**  
CARRIER CONSULTING GMBH



## Foreword

A bright, new world full of possibilities is emerging right in front of our eyes. Air passenger volumes in Germany are expected to grow up to 175 million by 2030. This number involves opportunities but also challenges, which we will overcome together with our customers and partners. Our aim is to strengthen collaboration over the long term in order to create conditions for a fair and commercially successful aviation industry.

For us, flying means connecting people with each other. Cultural exchange, openness for new influences and international partnerships are more important than ever before. As a part of this exciting industry, we see our role in taking responsibility for promoting these goals.

We aspire to exceed our customers' expectations. Every single day we work on the optimization of our systems, on extending our network and on critically questioning the way we work and improving ourselves accordingly.

The key to success in our fast-changing world is the ability to respond flexibly to changes in the marketplace. I am extremely proud of what we have achieved with our partners in our young company's history and I am looking forward to everything what is coming across the horizon.

Erkan Türkoral  
CEO





The company

3-4



For tour operators

5-6



For travel agents

7-8



For airlines

9-12



System interfaces

13-14



Charter flight solutions

15-16



Customers and partnerships

17-18

## The company

We are Involatus Carrier Consulting GmbH, a young and emerging company in the tourism- and aviation industry. We distribute seat allotments to tour operators, travel agents and end consumers.

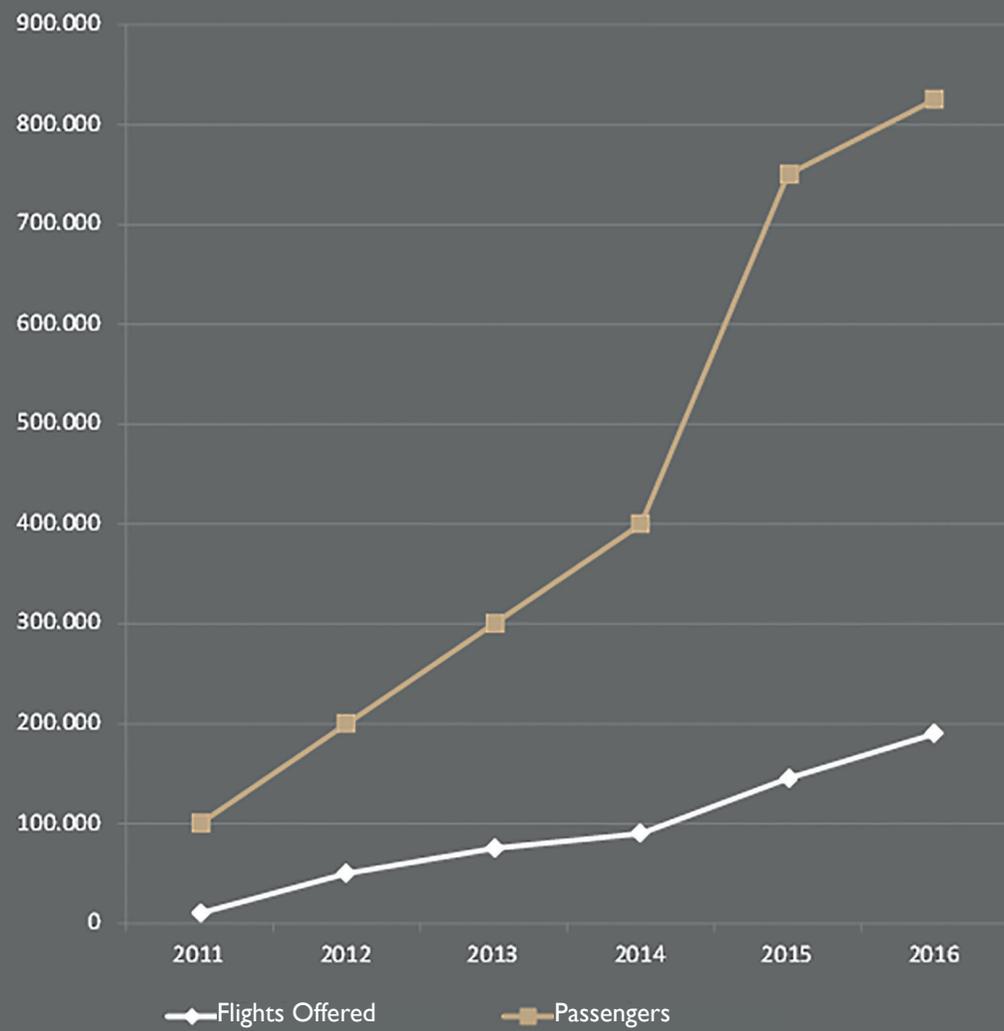
Our customers are well-known international airlines and other flight providers which make use of our strong distribution systems in order to optimize the utilization of their flights.

In this context the customer service can be seen as another key element of our business. High attention is given to ensure a simple, transparent and smooth booking procedure without any hidden costs.

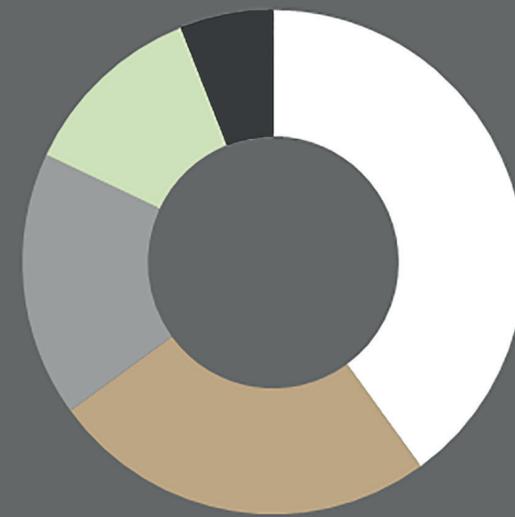
The continuous growth of flight operators on the one hand and passenger volumes on the other hand makes us proud. But for us this journey has just started. Each and every day we try to improve our performance, expand our network and adapt our systems to the needs and wants of our demanding customers. Our goal is to keep low airfares while maintaining high customer service standards.



- 2017 - Network extension through new cooperation agreements and system expansion
- First aircraft positioning at ACE
- 2016 - Integration and cooperation with Turkish Airlines for exclusive direct connections between GER and AYT
- Further aircraft positioning in STR and HAM
- Expansion of AYT shuttle connections
- First aircraft positioning at TFS
- 2015 - Introduction and establishment of Small Planet Airlines and Bora Jet in the German-speaking market (DACH)
- Aircraft positioning in DUS and shuttle connections on the AYT route.
- First aircraft positioning at FUE and LPA
- 2014 - Expansion of sales and marketing activities in the split charter sector
- Expansion of cooperation with Freebird Airlines
- 2013 - Introduction and establishment of Tailwind Airlines and Onur Air in the German-speaking market (DACH)
- 2012 - Introduction and expansion of sales and marketing systems (B2B/B2C)
- Partnership with almost all leading tour operators
- 2011 - Introduction and establishment of Corendon Airlines in the German-speaking market (DACH)
- 2010 - Company founded by Erkan Türkoral, the current owner and CEO



## Top 5 destinations



- 1. Turkey
- 2. Canary Islands
- 3. Balearic Island
- 4. Greece
- 5. Bulgaria

## For tour operators

Strong partnerships based on a trustful relationship are essential for success in the tourism industry. This is why we try to adapt our way of working to the needs of our tour operator partners.

We have created conditions to enable easy access to a steadily growing network of routes. The automated exchange of information and demand-based pricing offers a high level of flexibility.

Furthermore we create our flight schedules according to the needs of tour operators and offer allotments for traditional packaging as well as daily fares for dynamic packaging.



### Experience

- Over 20 years of experience in the tour operator business
- Excellent network in the tourism sector



### Flight supply

- Flight programme combined of many different airlines
- Classic package tour production
- Dynamic packaging
- Accessible via all common booking systems



### System interfaces

- Traveltainment (TT-DATA-MIX)
- Traffics (Travelpack)
- Peakwork (Datamix)
- Travel IT (XPAC & Mach2)
- Schmetterling (XENA)
- Pyton (Waverunner)
- Traso (XRES)
- Bewotec (OTDS Player)

### Tour operator-friendly flight schedules

- Additional capacity during peak times of customer demand
- Expansion of flights to emerging destinations



### Exclusive flight connections

- From all major airports in the DACH region
- Coverage of niche airports

### Simple booking processes

- Simple processing
- Automated data transfer
- Pro-rata and fixed allotments



### 24/7 emergency service

- Immediate assistance for stranded passengers
- OVB solutions
- Support for AOGs

## For travel agents



### Flights offered

- Extensive portfolio of airlines (including IATA flights)
- More than 150 destinations
- Different airlines can be combined



### Service

- Competent service team
- Short processing times
- Multi-lingual staff



### Attractive prices

- Free access
- No booking charges
- Favourable prices / net fares



### Booking process

- Straightforward reservations processing
- Independent booking management through agency log-in
- Daily option possible



### Fees

- Individual service charge
- Staggered commission
- Kick-back agreements



### No minimum turnover

- No regular fees for agencies and travel agents
- Small / irregular purchase volumes also possible



## Travel agent- and computer reservation system

- Amadeus (Tour Market TOMA )
- Sabre (Merlin)
- Traveltainment (Bistroportal: charter & one-way)
- Travel-IT (LM Plus 3.0, BUM@)
- Traffics (Cosmo, TBM)
- Schmetterling (Vanessa, NEO)
- Peakwork (Travel Viewer, B-HUB)
- Pyton (Elsy Arres Batch)

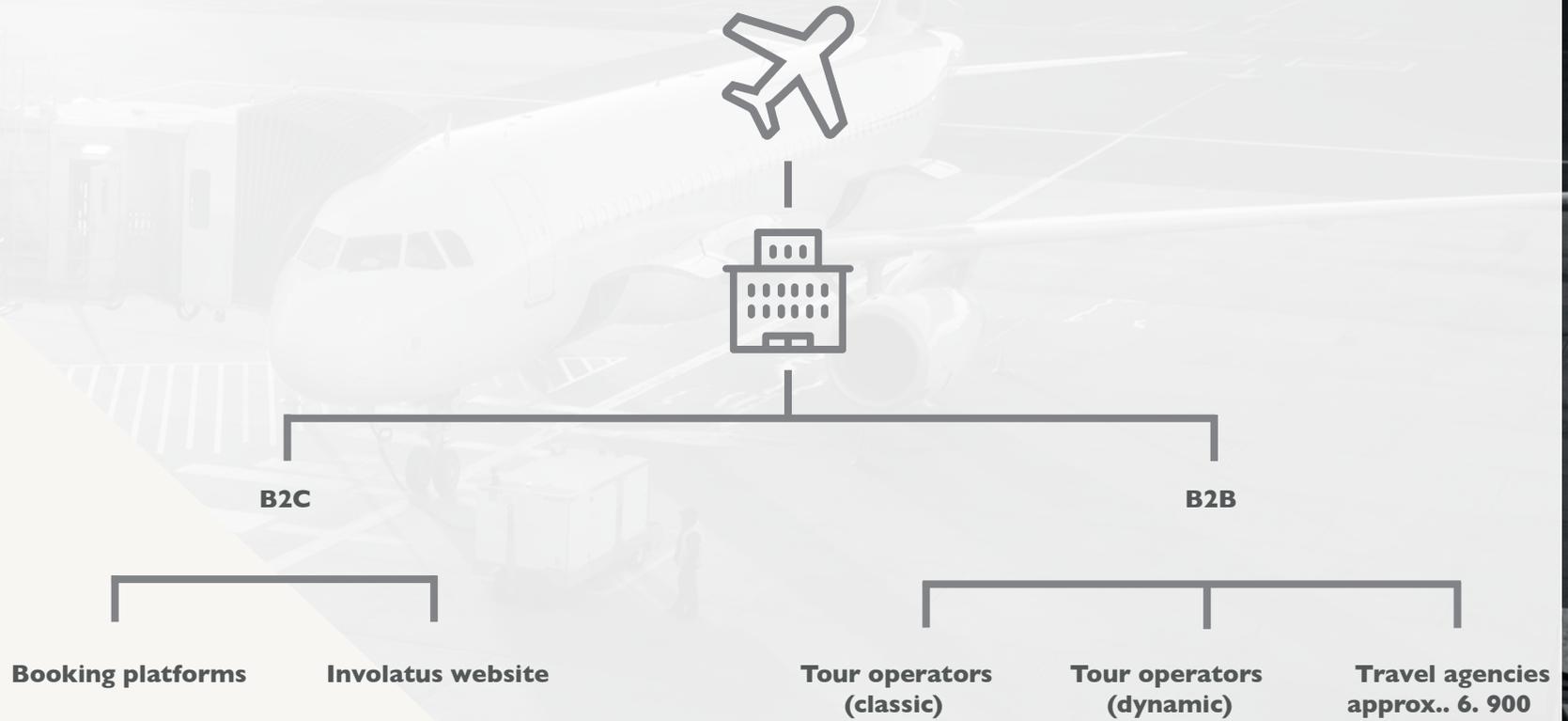
## For airlines

The increasingly complex distribution structures in today's tourism industry require specific specialist knowledge. Thanks to the long-standing experience of our staff in various areas of the tourism and aviation sector we are able to evaluate the market from a variety of perspectives. Our company bundles all sales and marketing channels and makes them available to our customers – from a single source.

We offer a unique range for B2B and B2C sales and marketing channels with many interfaces to all tour operators, reservations systems and meta search engines. As a result we were able to integrate and establish Tailwind Airlines, Corendon Airlines, Turkish Airlines (Anadolu Jet), Bora Jet, Freebird Airlines as well as Small Planet Airlines in the German-speaking market.



## Distribution reach





### Market analysis

- Competitor analysis
- Seasonal price analysis
- Travel day analysis
- Booking patterns
- Destination analysis
- Risk evaluation
- Profit calculation



### Market introduction

- Integration in desired markets
- Marketing
- Promotion in print and online media
- App development
- Website development
- SEO



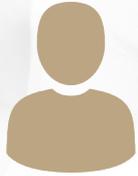
### Contract management

- Contract negotiations and processing with airports
- Contract negotiations and processing with handling partners
- Contract negotiations and processing with aircraft fuel suppliers



### Processing & optimisation

- Provision of distribution channels
- Load factor optimisation
- Distribution of allotments to approx. 30 tour operators and 6,900 travel agents
- Pricing
- Payment handling
- OVB solutions
- AOG solutions
- Crisis management



### Single seat management

- Sale of single seats
- Interfaces to all major booking systems
- Interfaces to all major online booking platforms
- Price management
- Price indications



### Allotment management

- Sale of quotas
- Load factor management
- Price management
- Cooperation with all well-known tour operators



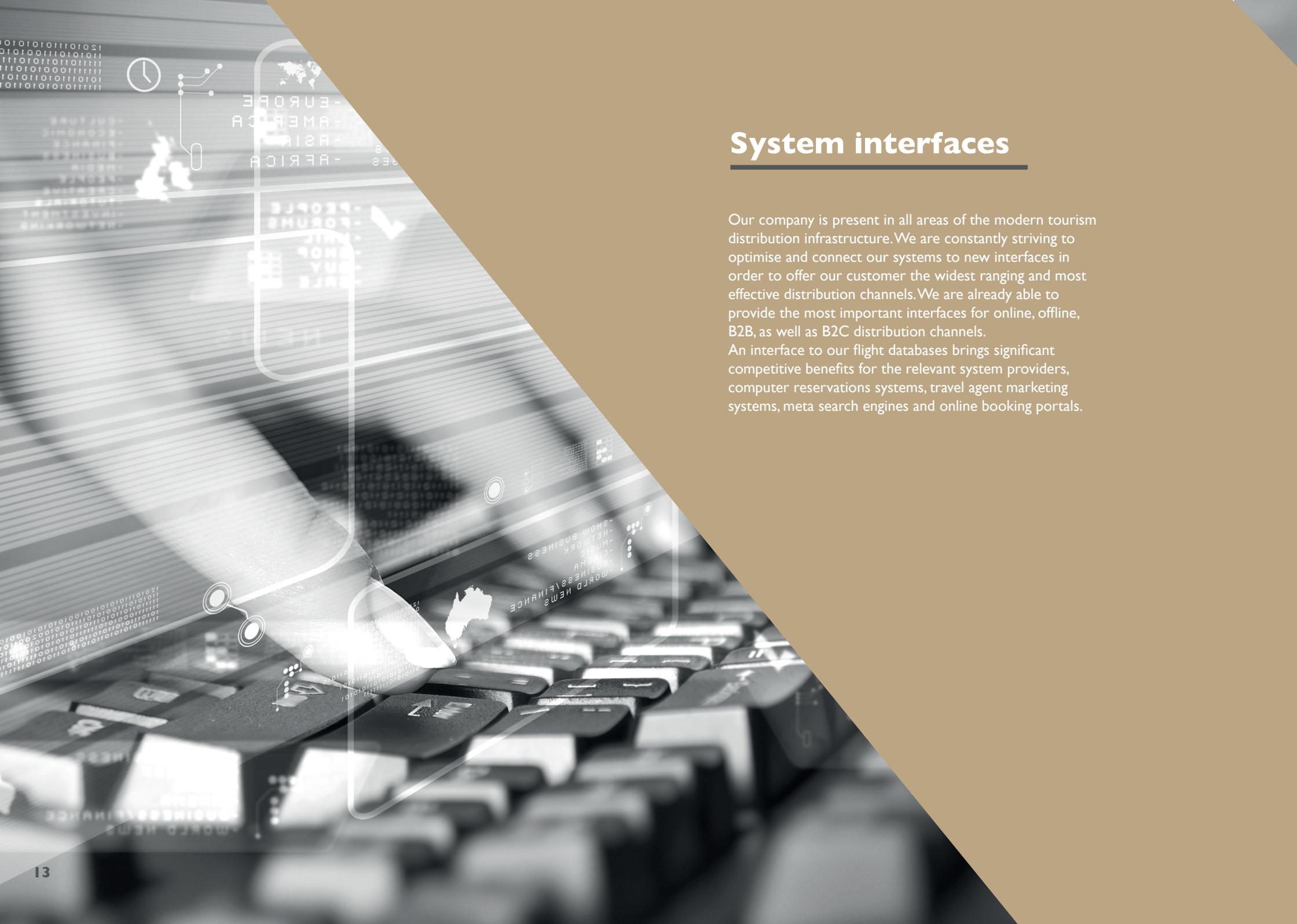
### Passenger management

- Booking via the Involatus system world
- Preparation and issue of travel documents/itineraries
- Notification of flight time changes
- One-stop payment processing
- Registration for additional services
- Direct communication with customers
- Complaint management



### Internetbuchungsmaschinen und Flugsuchmaschinen

- Buchung über die Involatus Ypsilon (FlightPro ,Agentweb & Uniflex)
- Travelfusion (Expedia )
- Traveltainment (TT-IBE)
- Traffics (TIBET & Evolution IBE)
- Travel IT(LMWEB 3.0 & XML 3.0)
- Schmetterling (Urania)
- Pribas
- Pyton (Elsy Arres)
- Hitchhiker (Web Fares Engine)
- Skyscanner
- Peakwork



## System interfaces

Our company is present in all areas of the modern tourism distribution infrastructure. We are constantly striving to optimise and connect our systems to new interfaces in order to offer our customer the widest ranging and most effective distribution channels. We are already able to provide the most important interfaces for online, offline, B2B, as well as B2C distribution channels.

An interface to our flight databases brings significant competitive benefits for the relevant system providers, computer reservations systems, travel agent marketing systems, meta search engines and online booking portals.



#### **Combination of flight operators**

- Our flight programme consists of flights from various airlines and tour operator capacities
- Access to exclusive charter capacities
- Simple settlement with all airlines through a single channel



#### **Price advantage**

- Special conditions from tour operators and airlines
- A mix of published and TO fares

**Interface formats:  
XML / STADIS / EDF / OTDS**

# Customised charter solutions

Our experts for your flight programme. We take responsibility for planning and operating customised flight programmes for our clients in the MICE and sports sector. Professional project planning and accurate project management form the basis of our services.

We combine various aviation-related services and bundle them in house in order to offer our customers the option of obtaining all services from one supplier. Whether a single charter flight for your incentive event or a complex flight programme for your product launch – we can manage any size of project on your behalf.



## Exclusive full-charter flights

- Single charter flights
- Complex flight programmes
- Maximum flexibility
- Routes and times can be specified individually
- Project manager on site



## Group ticketing

- Group flights on scheduled services
- Group flights on split charter flights
- Access to exclusive charter allotments





### Need analysis

- Allotments
- Routes
- Airports
- Destinations
- Airlines



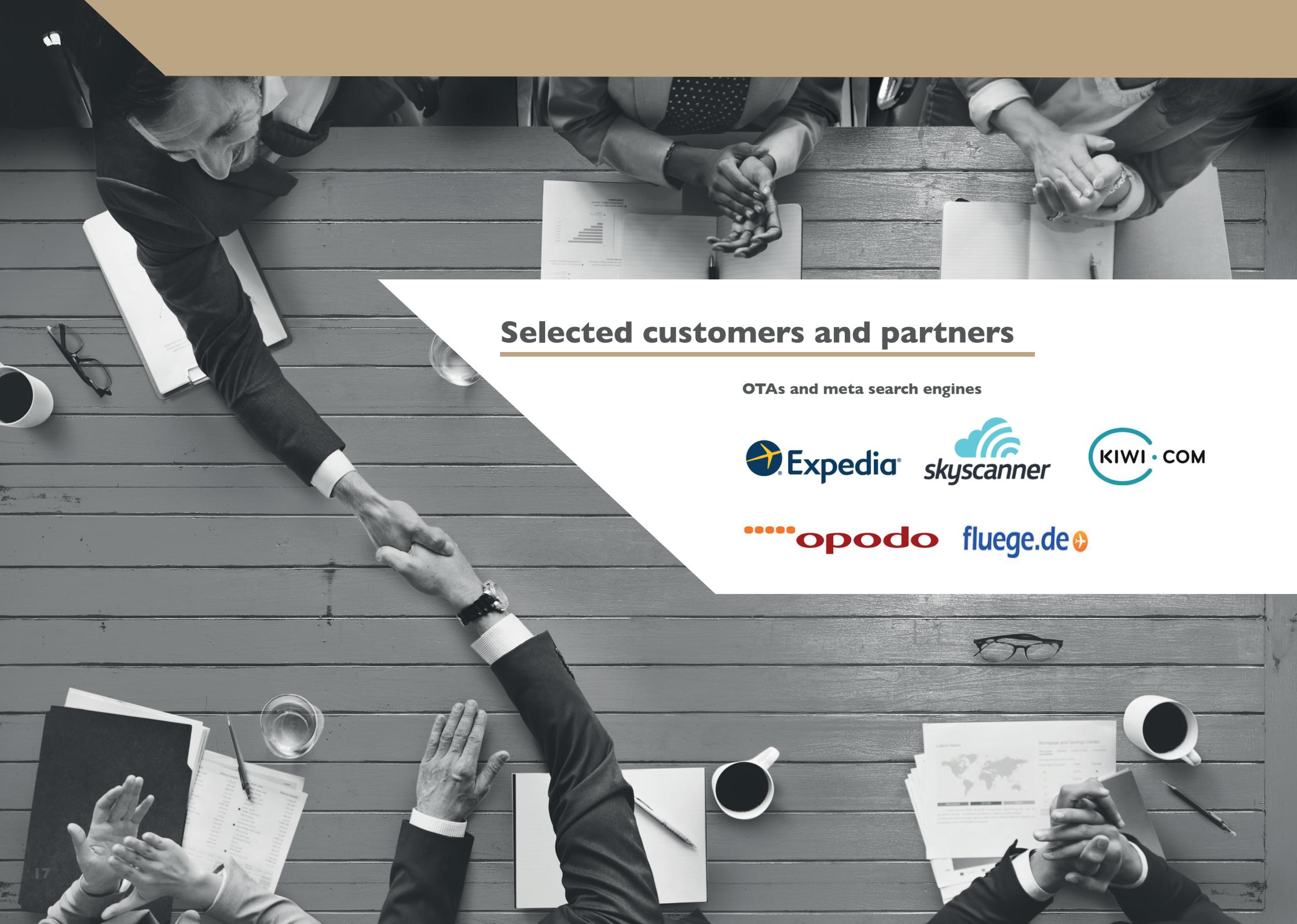
### Contract management

- We examine all contracts with flight operators for you
- You receive all services from a single standard Involatus agreement
- No hidden clauses



### Personalisation

- Tailored on-board catering
- Branding at the airport and in the aircraft
- Check-in upgrade
- Lounge access
- Meet & greet at the airport
- Text messaging service
- Gate catering
- VIP services



## Selected customers and partners

OTAs and meta search engines



## Tour operators



## Airlines



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## Contact

Are you interested in cooperating with us or would you like to receive further information? Please do not hesitate to contact us.

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