



**Lufthansa Systems**

AIRLINE  
CONSULTING

## Network Planning Consulting

### Increase your profitability – just place it in expert hands!

Network and fleet planning is the heartbeat of every airline. Much like the heart in a human body, it is also one of the most complex part of the airline's business and its most critical success factor. While many airlines have experience in their fleet and network planning teams, only a few have everything they need to evaluate more complex network scenarios. In many cases, multi-million dollar network decisions are based on 'gut instinct' and **modeled in Excel spreadsheets** or **outdated QSI tools**.

**If you are one of the many planners relying on gut instinct, are you ready to take a leap and start generating significantly higher revenues?**

If the answer is yes, meet our team of experts offering full fleet, route and network planning capabilities. We are in a unique position to provide:

- A critical mass of senior expertise – All our consultants have airline network experience (15-35 years). They come from major international airlines in all regions of the world.
- Access to advanced network planning tools – Lufthansa Systems NetLine/Plan is one of the few Nested Logit-based network planning tools in the world. It has a full spectrum of functionality, including fleet assignment and route and hub optimization.
- Access to crossfunctional expertise when necessary – We have 120+ consultants in all areas of the airline business: commercial, operational and IT.

Our Network and Fleet Planning Consulting Projects deliver immediate and tangible value. Our airline customers have seen short-term profitability improvements of 3-5% and millions of dollars in long-term benefits associated with a refined fleet and network strategy.

#### **Airline Consulting**

We provide unbiased support for any make or buy scenario and can draw 3 out of 3 resources: Airline process competence, IT expertise, management & methods excellence. Our Consultants also have a full business scope for the following areas of expertise: Operations, Commercial & MRO.

## Features and functions

### Range of Network Planning Consulting services:

- Network optimization for increased profitability
- Schedule planning and development
- Long-term network strategy development
- Hub development and optimization
- Partnership evaluations  
(alliances, codeshares and joint ventures)
- Fleet planning and assignment
- Route development for airports
- Network planning competency development and training
- Network planning process design
- Resilient/robust scheduling

We are **small enough to be agile** and deliver quick results – **and large enough to cover any airline size** and any business model.

### Razor-sharp precision

The scope of our consulting support largely depends on your requirements and your network planning department's skill and IT level. We prefer 'razor-sharp precision' to 'one size fits all' – for every process and project.

This approach enables our consultants to focus on isolated problems (e.g. turning around underperforming routes/flights) or tackle complex, crossfunctional issues such as developing a five-year network and fleet strategy, which is essential **if you are planning to grow**. Fleet and network planning consulting projects usually last between two weeks and 12 months.

### Industry-leading expertise

We have a proven record of accomplishment in assisting airlines of any size and business model with their fleet and network planning strategies. Our knowledge of advanced analytical techniques, data and industry-leading tools will help you to identify the right fleet and optimal network.

### Industry-leading technology

We are an industry-leading IT provider and have developed some of the most successful network planning and schedule management tools currently in use at many airlines – NetLine/Plan and NetLine/Sched. Our consultants use these advanced tools in network planning consulting projects to maximize your benefits.

### Why us?

Network planning is the heartbeat and the critical success factor for any airline business. If it is not done properly, you can (and will) lose a lot of money. **Only** our industry-leading consultants and tools can help to yield significant improvements to your airline's network profitability and get the heart of your business beating strongly again.

### Where do I start?

Get in touch with us now and our consulting experts will be pleased to discuss with you how we can jointly improve your network profitability and assist you with more complex fleet and network planning topics. We can also provide route development support if you are an airport seeking to present validated business cases that will attract airlines to your destination.



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FINANCE  
SOLUTIONS &  
PRODUCTS

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