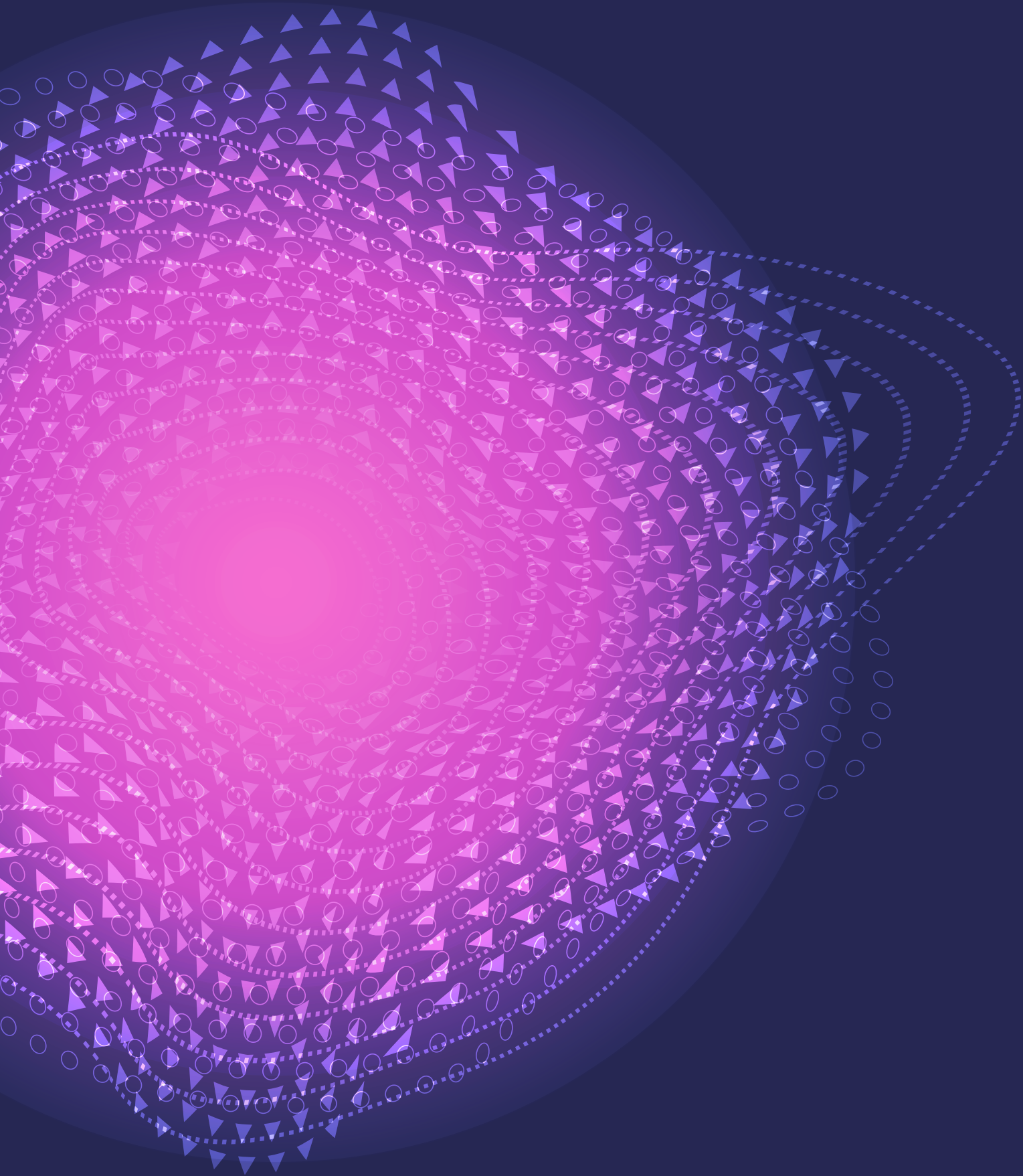


skywise. Certified Partners



AIRBUS



AIRBUS

Certified Partner Programme

The programme is dedicated to everyone in the aerospace ecosystem who wants to make the best possible use of data.

With our Skywise Certified Partners, we provide collaborative power that unleashes potential and increases utility of data to create impactful, high quality solutions with a shorter time to market. The program is dedicated to everyone in the aerospace ecosystem who wants to make the best possible use of data.

This service operated by Skywise Certified Partners, leading digital companies with certified staff members, helps you to fulfil your daily needs for new workflows around data integration, customisation of existing applications, analytics and outcome integration into decision making processes at operational level.

Should you have any questions or identified projects, please feel free to directly connect with the Skywise Certified Partner of your choice.

“ As a Skywise Certified Partner, we at Accenture are delighted to accompany Airlines in their digital transformation journey. With leading capabilities in digital, cloud & security, combined with an unmatched experience and a powerful Skywise platform, we are committed and well- equipped to serve the airline’s digital needs and deliver crucial operational value to overcome the modern challenges of the Travel industry. ”

Patrice BARBIER, Client Account Executive

721K Employees worldwide
9 K Clients served across more than 120 countries
200+ Cities with Accenture locations and operations
8300 Patents and patents pending worldwide



Commercial strategy

- Network and fleet planning
- Revenue management optimisation
- Distribution strategy
- Ancillary strategy
- Customer experience



Beyond Aircraft operations

We can also assist our customers in deploying corporate-wide strategies that go beyond aircraft operations, such as M&A strategy, labour transformation, capital & debt raising/liquidity and more



Cost Reduction

- Step-change unit cost reduction
- Achieve best-in-class & elastic cost position
- Renegotiate customer & vendor contracts



Connected Business

- MRO strategy
- Cargo
- Ground handling

As **Global Digital Services and Intelligent Industry leader**, we are ready to optimize your operations and services by leveraging innovative technologies across your entire value chain.

As **Airbus Skywise historical Partner**, we ensure to make the best of your data, mastering Skywise. We rely of a wide range of local and global talents ready and skilled to deliver Data driven solutions, with or without Data Science & AI.

We have **demonstrated our capacity to deliver ambitious end-to-end digital transformations** across several sectors including Aerospace & Transport to create, deliver and scale their new digital offers.

Trusted as a partner to go the extra mile we help them foster the power of data. Ready to start a journey with you, focusing on Value from Data, for **the best of your operations**.

5+	Years Skywise Partnership
300+	Skywise talents
30+	Active Skywise projects
100+	Delivered Skywise use cases
259M€	Revenue for Airlines and Airport bus



Our value proposition as a Certified Partner

- **Innovate:** Conduct ideation workshops, bring new services design and accelerate innovation across your business and data teams
- **Qualify:** Drive the innovation funnel through business value glasses according to your enterprise strategy and access feasibility
- **Connect & Co-build:** Connect your data to the platform to start designing and delivering custom solutions
- **Train & Adopt:** Upskill your teams and secure solution adoption

With expertise on aviation ecosystem...

Operators Airports/Government MRO
Lessors
Aircrafts Manufacturers
Suppliers

...and rich experience with Palantir in various industries

Aeronautics
Defense and Space Aviation
Automotive
Pharmaceutical
Humanitarian organization

FPT Software is part of FPT Corporation, a technology and IT services provider, headquartered in Vietnam with US\$1.6 billion in revenue and more than 36,000 employees.

1 Centre of Excellence dedicated to Aviation in Ho Chi Minh, VN

100+ High-skilled Aviation Data Engineers

1998 Founded

54,000+ No. of employees

1.6B USD Revenue (FY 2021)

The company has served over 1000 customers worldwide, 85 of which are Fortune 500 companies in the industries of Aerospace and Aviation, Manufacturing and Automotive, Banking and Finance, Communications, Media and Services, Logistics and Transportation, Utilities and Energy, Consumer Packaged Goods, Healthcare and Public Sector.

In recent years FPT Software has gained insight and experience on aviation stakeholders, specially through partnering on Airbus Skywise project. In this project, FPT has onboarded over 100+ airlines worldwide to Skywise data platform, dealing mainly with CAMO and PART145 data and requirements. Also, FPT gives technical support to Skywise users and continually works on new use cases and innovation topics.

Services



- Data & Analytics
- Cloud
- Enterprise platforms
- Cyber Security

- AI - Testing
- Digital Transformation
- Mobile Development
- Automation



Reasons to partner with us

Speed

The ready-made solutions/digital frameworks to define digital initiatives

Scalability

A talent pool of 16,000+ engineers, including 5,000+ certified experts

Presence

With the footprints all over the world

Compliance

Strictly follow Information Security Management System standard

Quality

Standardized Quality Management System with Customer Satisfactory Score of 93,64/100

Sopra Steria is your Skywise partner to leverage all the Airlines value chain.

We assess, anticipate, plan the Airlines stakes and deliver Skywise solution to support your operations. Beyond the operational excellence, Skywise and Sopra Steria can support the management of your environmental performance.

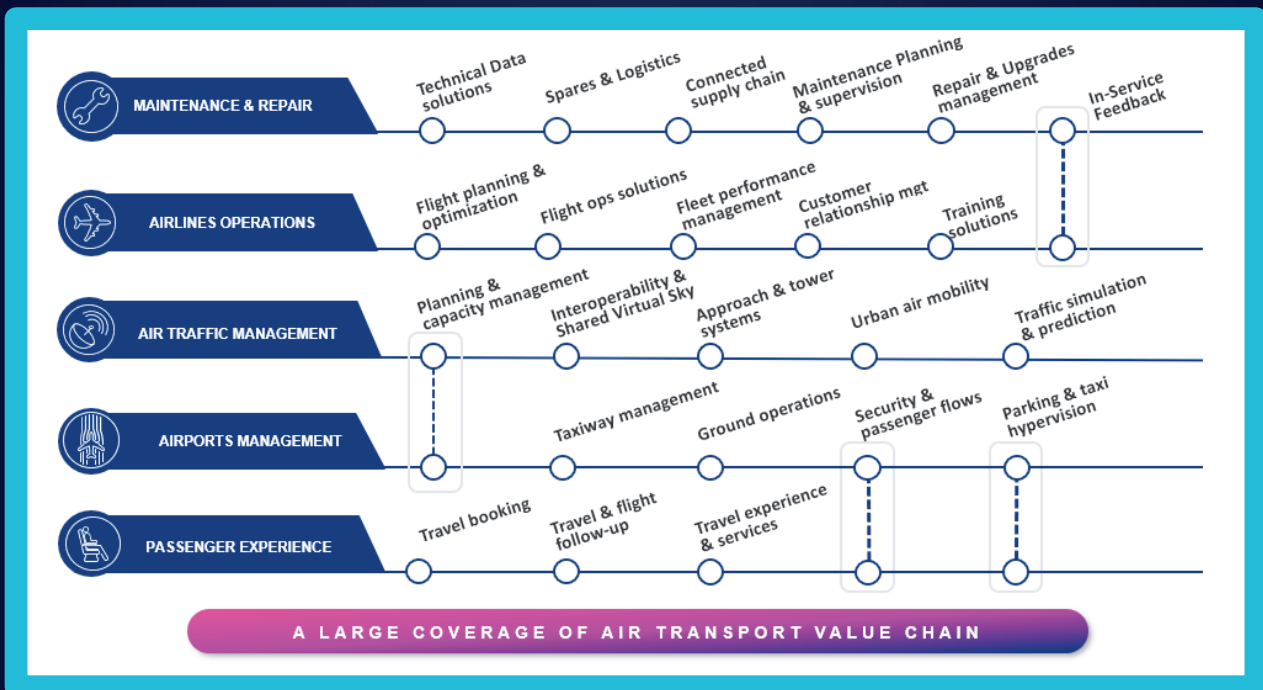
Our offer covers the entire Air transport value chain by providing business consulting, end-to-end airline solutions, innovation and off the shelf solutions. We accelerate the decarbonation by offering data insights on CO2 emissions to reshape the future of Airlines together.

+5000 Employees

540M€

28 Business Units

6 Countries



Industries served

- Assemblers
- Motorists & Equipment Manufacturers
- Spatial
- MRO & Customer Services
- ATM Navigation Providers

Clients

- Aircraft Manufacturers
- Airlines
- Airports
- Air Navigation Providers

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