

AirPlus Global Account. OUTLINE Testimonials 2013. EADS

AIRPLUS. WHAT TRAVEL PAYMENT IS ALL ABOUT.



Question

EADS

How many years have you been working together with AirPlus?

Some entities of the group started as long ago as 1990.

In how many countries did you implement AirPlus products?

We implemented AirPlus in our core markets of France, Germany, UK and Spain plus some additional key markets like China etc. This covers more than 90% of our travel volume.

Which AirPlus products are currently in place?

We work with the AirPlus Company Account, AirPlus Corporate Cards, AirPlus Information Manager. Usage of AirPlus Meeting Solution is planned.

Which countries do you mainly deal with in regard to travel management?

See above plus the USA, India and Brazil.

What were your main reasons for choosing AirPlus?

Flexibility in product offering. AirPlus reflects EADS as a company with a European heritage that has moved to have a strong global presence.

How did the AirPlus solution enable you to make savings?

From the process cost side, automation of invoices, standardized payment terms, avoiding cash advance payment and improving leverage to negotiation through MIS data.

Were there any challenges you faced which AirPlus was able to help you solve which you weren't able to solve previously?

Data consolidation

Have you encountered any issues/challenges with AirPlus, e.g. in the implementation process?

The roll out of Corporate Cards occurred with huge time pressure. When unplanned problems occurred, AirPlus was able to react quickly with strong customer support.

What is your annual travel volume?

over 400,000,000 EUR

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