



Press Release

IBS Software inks a multi-million deal with Turkish Cargo

- iCargo solution will power the cargo management of the airline world-wide -

Trivandrum, India: 27 February, 2013: Leading IT solutions provider to the global aviation industry, IBS Software, has signed a multi-million dollar, ten year contract with Turkish Cargo, the cargo division of the Turkish Airlines, for the implementation of its iCargo solution. This was announced in Istanbul after both parties signed on the dotted lines earlier in the week. The solution will power the airlines' entire air cargo movement worldwide and replace the existing home grown legacy system that was in use so far. Turkish Airlines is one of the fastest-growing airlines in the world, with a staggering 39% growth in air cargo FTK (freight ton kilometer) against an average of 3% growth for other European airlines.

Under the deal, the airline sales/inventory, terminal operations/handling, ULD management and revenue accounting systems will be integrated into a single, comprehensive solution. By bringing the entire cargo management system under a single application suite, real time information and actionable intelligence access for users at all levels across all global locations will be improved considerably. This will ensure stronger decision making capabilities and vast improvements in the overall utilization of perishable assets leading to enhanced revenue generation and operational efficiency.

iCargo is an integrated solution that supports the requirements of airlines' freight business providing enhanced web-enabled features that optimize operations, enhance profitability and provide scalability. The solution helps manage the increasing volumes of cargo movement requirements of freighters, ground handling agents as well as airports. Over 20 global airlines have opted for iCargo to manage their mission critical cargo logistics including leaders like All Nippon Airways, British Airways, Qantas, South African Airways, Lufthansa Cargo and Nippon Cargo Airlines.

"We have chosen IBS from the world's leading air cargo IT software, as a result of a detailed and intensive study period of two year. iCargo offers all the requirements of air cargo processes under one platform, is endowed with wide ranging functionalities furnishing flexibility and with its substructure reinforcing the new technologies. iCargo will replace the TACTIC system holding the mainframe substructure which was used on Turkish Cargo processes since approximately 20 years.

This decision constitute a major milestone which will enlighten the way of Turkish Cargo for the realization of its objectives and for the development of the fast mounting business volume on the air cargo sector.” said **Temel Kotil Ph.D.**, President & Chief Executive Officer, Turkish Airlines.

“Coming close on the heels of the Lufthansa win, this deal with one of the fastest growing airlines in the world is another significant step for IBS to establish itself as the market leader for IT solutions to the air cargo industry. We are indeed delighted to partner with Turkish Cargo as they look for overhauling their IT systems in their quest for staying ahead of competition” said **Sankalp Saxena**, President & Head of Aviation Operations Services, IBS Software Services.

About THY

Established in 1933 with a fleet of only five airplanes, Star Alliance member, Turkish Airlines is today a four star airline with a fleet of 209 aircraft (passenger and cargo) flying to 219 cities around the world, comprised of 36 domestic and 183 international destinations. One of the fastest growing airline companies, Turkish Airlines has received several “Passengers Choice Awards” from the consumer ranking group, Skytrax. Based on 2011 and 2012 results, Turkish Airlines has been chosen as the winner of “Best Airline Europe”, “Best Premium Economy Seats” for its Comfort Class seats and “Best Airline Southern Europe”. It has also received awards for its catering and holds a coveted 4-star designation, putting the airline in a small group of top quality carriers. Turkish Airlines was also given the Skytrax designation of “World’s Best Economy Class On-board Catering” in 2010, and Skyscanner’s “Best On-board Food 2011”. Long haul Business Class passengers also enjoy the Flying Chef service on-board.

About IBS

IBS is a leading global provider of new generation IT solutions to the global Travel, Transportation and Logistics industry. A specialist in the domain, IBS offers a range of products and services that manage mission critical operations of airlines, airports, oil & gas companies, hospitality industry, cruise liners and travel agents that help maximize efficiency, improve revenue, manage growth and reduce costs. SEI CMMI Level 5 and PCMM Level 5 assessed, ISO 9001:2008, TickIT and ISO 27001:2005 certified, IBS operates from 10 business centers in the Americas, Europe, Asia-Pacific and Middle East & Africa.

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