

## **Quantum Aviation Solutions will provide a complete Fleet Management Solution to SAI, Servicios Aeroportuarios Integrados's Motorized and Unmotorized Ground Handling Equipment in Colombia**

Servicios Aeroportuarios Integrados Ground Handling (SAI) has awarded Quantum Aviation Solution with a contract to install Quantum's advanced fleet management solution on 400 motorized and 600 unmotorized assets of its fleet of ground support equipment at the Bogota Airport.

After testing the system in a Proof of Concept SAI selected Quantum.

"Using the solution from Quantum allows us to reduce our operational cost, increase safety and significantly improve the efficiency on the ramp. We were impressed by how flexible the Quantum system is, and how adaptable to our specific business requirements. We consider this relationship with Quantum as a close partnership and expect strong support from Quantum for our planned growth in Colombia and Latin America" says Carlos Monzon, CEO of SAI.

SAI will benefit from the Quantum's product functionality that includes planning, scheduling, tracking and controlling all motorized and non-motorized equipment at the airport ramp. In addition, it provides detailed information on engine parameters supporting predictive maintenance and reducing costs, and engagement status supporting the operational processes at the ramp and significantly reducing cost. Henry Molano, Operations Director, comments on SAI's objective: "We want to take care of our clients – their fleet, passengers and their luggage - with a punctual, safe and reliable service, making optimal use of our resources. We are implementing Quantum in our largest station in this first stage, but our vision is to implement it in all the stations in which we operate, so that our customers are reassured that the equipment we use in their operations is ready and available to serve them, making decisions proactively in the face of eventualities. We believe that Quantum is one of the enablers to do this".

The system will be installed standalone initially quickly, followed by a second phase to integrate it with SAI's backend systems, including Flight Information and Maintenance Support Systems.

On its digital transformation plan, SAI relies on Quantum to build its Operations Control Center (CCO) that will allow SAI to predict operation and equipment probabilities, so the Operations team can make the best choices, and react better and faster when a customer needs it. All of this is part of the plan to become the most reliable and trustable handler for all clients.

"We are very pleased to support SAI in its planned growth by bringing our extensive experience from similar projects to SAI in Bogota. Our adjustability to customer processes and our simple integration capabilities will be key success factors for this installation" states Ursula Hess, Managing Director of Quantum Aviation Solutions GmbH, the business unit for Quantum's GSE solutions.

*Servicios Aeroportuarios Integrados Ground Handling (SAI) is a Colombian company, with more than 30 years of experience in Ground Solutions Services, Customer Service and Operational Dispatch. SAI provides its services in seven cities across Colombia: Bogotá, Medellín, Cali, Cartagena, Armenia, Corozal, and Pereira. Since November 1st, SAI became part of the Avianca Holdings group and its expansion plan will lead to expand its operation in other cities of Colombia and Latin America.*

*SAI attends all types of Aircraft and amongst its customers are Colombian Airlines: Avianca, Viva Colombia and International Airlines such as: Delta, Iberia, American Airlines, Spirit, KLM, Air Canada, Air Transat, Aerolineas Argentinas, Aeromexico, and others. With one of the most modern and robust Ground Support Equipment Fleet and almost 3.000 employees, SAI serves more than 300 airline operations a day, becoming one of the biggest handlers in Colombia. In terms of operations, in 2018 SAI attended more than 80.000 flights, connected 7 Million pieces of luggage and helped transport more than 155.000 passengers with reduced mobility.*

**Quantum Aviation Solution** provides solutions to the aviation industry for over 15 years. It offers a Baggage Reconciliation System (BRS) and an Advanced Fleet Management Solution (AFM). Quantum's AFM system is installed at major airports around the world like Singapore, Bangkok, Munich, Dubai and Abu Dhabi, Zürich, Genf und London. Quantum is also growing rapidly in South America with installations at 10 stations including Rio de Janeiro, Lima, Medellin and Bogota.

Quantum is a world leader in fleet and asset management in the aviation industry. Quantum's AFM solution uses latest hardware and software technology; innovation a key element to our success. Our highly configurable product aligns to and optimizes the specific business processes of our customers allowing them to best serve their airline customers and providing them a rapid return of investment.