

INDUSTRY

Private aviation

TECHNOLOGIES

MySQL, Oracle on Amazon RDS
Tableau, Cloud

BUSINESS NEED

The client wanted clearer data on the location of its planes so that passenger demand could be met more cost-efficiently.

SOLUTION

Pythian redesigned the client's approach to data, making the information more accurate, accessible and secure.

RESULTS

A reduced reliance on rented aircraft, and an additional \$1 million in revenue for every one percent increase in aircraft utilization.

PRIVATE AVIATION COMPANY BOOSTS FLEET EFFICIENCY AND REVENUE WITH A MODERN DATA WAREHOUSE BUILT BY PYTHIAN

To better serve its clientele of celebrities, professional athletes and politicians, this private aviation company offered bookings with as little as 24 hours' notice. Passengers were delighted by the flexibility, but the improved service revealed expensive shortcomings in the company's fleet management strategy. Simply put, the airline didn't have enough information to deploy its planes efficiently. In some cases, the company had to rent outside aircrafts to meet its contractual obligations. At other times, several planes were dispatched to one city when one plane would have been enough to meet passenger demand. The client needed a way to visualize the locations of its planes so that bookings could be handled more cost-effectively.

SOLUTION

Pythian's early work with the client found issues that went beyond their inability to track its aircrafts. As a small company, the client lacked a mature strategy for business intelligence and data enablement. It relied on Tableau not just for reporting, but also for data extraction and storage – a choice that created a silo of inaccessible information. To become a more secure, data-driven company, the client needed a data-management infrastructure built from scratch. Over a three-month period, Pythian took the following steps:

- Designed and implemented a data warehouse using Amazon Web Services
- Aided in the redesign of the client's Tableau reports
- Helped the client define and realize its vision as a data-enabled company
- Identified problems with existing data and responded with solutions
- Integrated fresh data from web and mobile apps
- Helped define key performance indicators and built reports to reflect them
- Prioritized the security of data concerning high-profile passengers

“ Pythian gave us more than improved reports. They helped us become a modern, more efficient, data-driven company that’s more responsive to customer demands for even more success and profitability.”

Chief Information Officer

RESULT

The client can now see the location and availability of any of its planes at a moment’s notice. With this new ability to make informed decisions, the client is much less likely to need the expensive support of rented aircrafts. With every one percent increase in aircraft utilization, this client now realizes an additional \$1 million in revenue.

ABOUT PYTHIAN

Pythian is a global technology services company that helps businesses compete by adopting disruptive technologies such as advanced analytics, big data, cloud, databases, DevOps and infrastructure management to advance innovation and increase agility. Specializing in designing, implementing, and managing systems that directly contribute to revenue growth and business success, Pythian’s highly skilled technical teams work as an integrated extension of our clients’ organizations to deliver solutions that enable the strategic use of data, accelerate software delivery and ensure reliable, scalable IT systems.

WORLDWIDE OFFICES

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