

AIR CHARTER
BROKERS

New Broker Automation Features

Awery Automated Charter Quotes process
on Client and Operator Portals

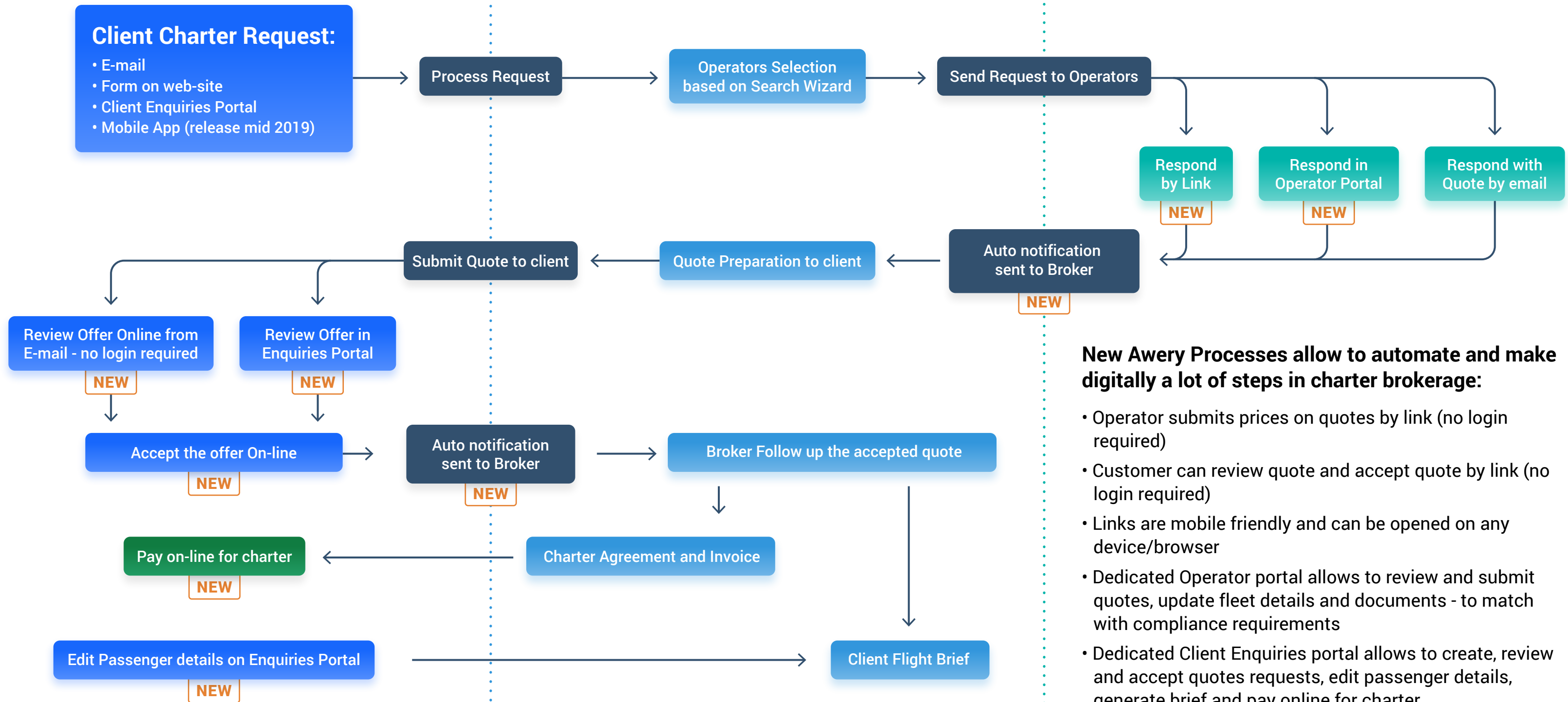
DEVELOPED BY
AWERY
AVIATION SOFTWARE



CLIENT

CHARTER BROKER

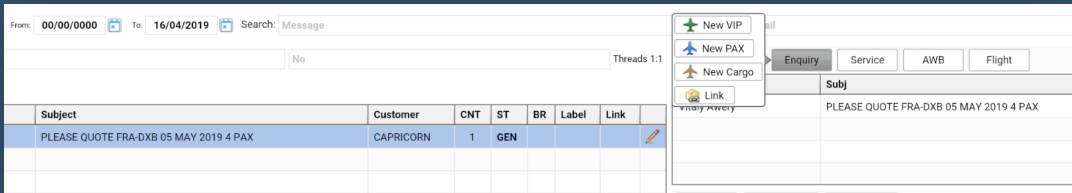
AIRCRAFT OPERATOR



Client's Request can be received and processed from:

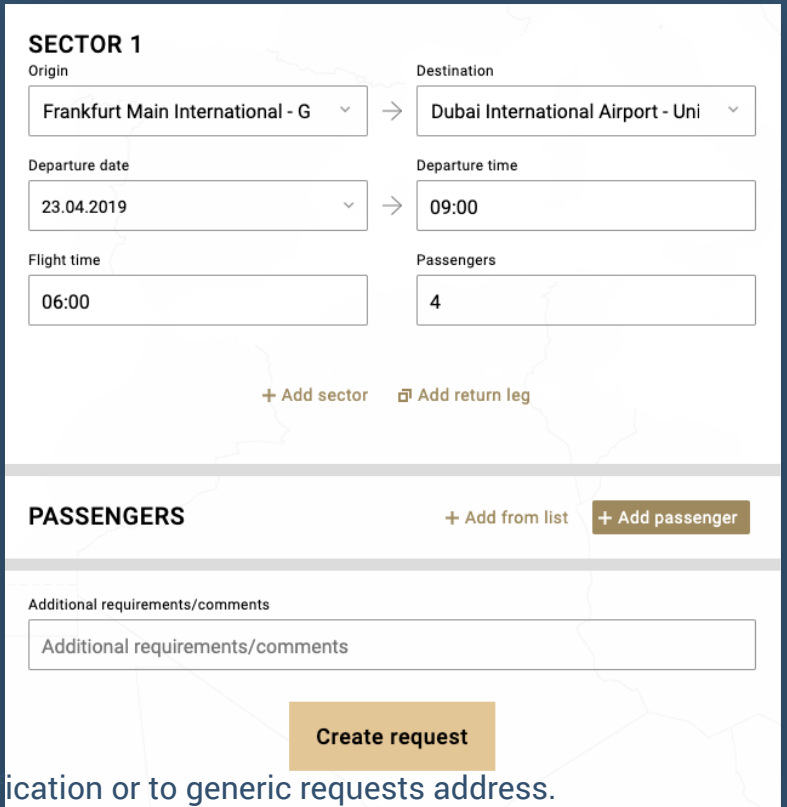
E-mail

Captured by Mail tool - here the quote can be created, linked to request and replied from Awery directly.



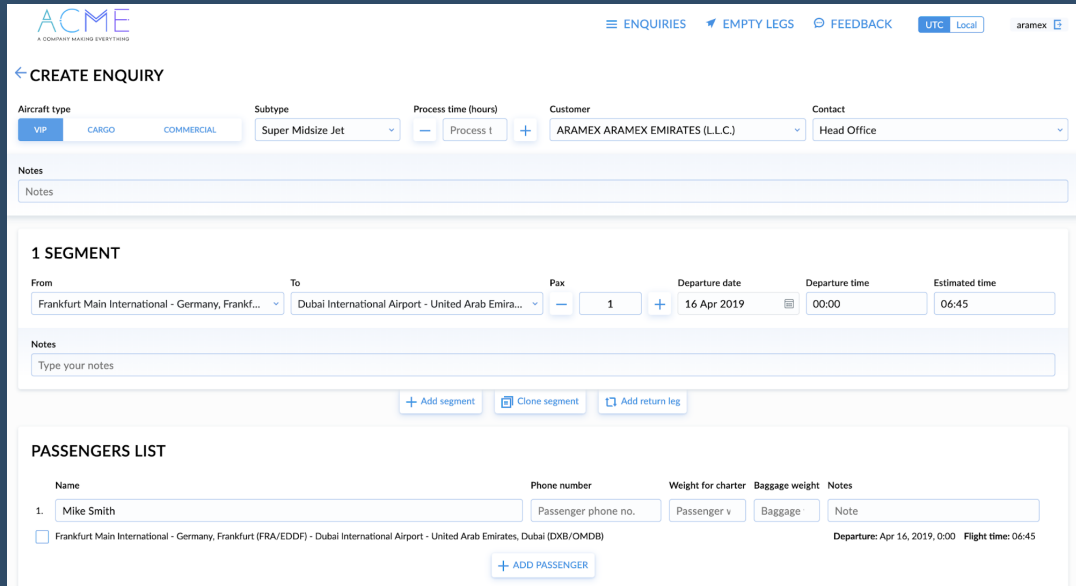
Broker's Web-site

Client will be automatically linked or created based on email or customer name



Enquiries Portal

Broker receives email notification for a new quote (notification contains the full information about Route, Passengers, Client's details) and [homepage widget notification \(coming soon\)](#)



ication or to generic requests address.

Broker selects corresponding Aircraft types for quote based on multiple filters of aircraft type

Aircraft and Operators Selection

By Aircraft Type | By Operator | By Registration No

Filter Aircraft Types:

Pax, >=: 4 Pax, <=: 10 Range (from-to), km: Fly time >, h: Weight: KG lbs Speed: kmph kt Distance: km nm

Quick Search: Type: **VIP** Show All Accept selected Aircraft Types Ready to fly

Helicopter VIP / Executive Airliner Piston prop Turbo prop Very Light Jet Light Jet Super Light Jet Midsize Jet Super Midsize Jet Heavy Jet Ultra Long Range Heavy

#	<input checked="" type="checkbox"/>	Aircraft Type	Type	Category	Max S...	Toilet	Baggage Capacity, m3	Range, km	Max Range (Hrs)	Cabin Dimensions Hx...	Cruise Speed, kmph	Runway, ft
1	<input checked="" type="checkbox"/>	Beechjet 400	VIP	Light Jet	7	yes	1	3135	0	1.45x1.5x4.72	0	0
2	<input checked="" type="checkbox"/>	Cessna Citation 500	VIP	Light Jet	6		0	0	0	0x0x0	665	0
3	<input checked="" type="checkbox"/>	CESSNA Citation M2	VIP	Light Jet	6	yes	1	0	0	1.45x1.52x3.35	850	0
4	<input checked="" type="checkbox"/>	Challenger CL300	VIP	Super Midsize Jet	9	yes	3	5741	0	1.85x2.19x7.68	850	0
5	<input checked="" type="checkbox"/>	Challenger CL350	VIP	Super Midsize Jet	9	yes	3	5926	0	1.85x2.19x7.68	850	0
6	<input checked="" type="checkbox"/>	Citation Bravo	VIP	Light Jet	8	yes	1	3520	0	1.43x1.49x4.88	745	0
7	<input checked="" type="checkbox"/>	Citation Encore	VIP	Light Jet	8	yes	2	3558	0	1.47x1.5x5.28	850	0
8	<input checked="" type="checkbox"/>	Citation Encore +	VIP	Light Jet	8	yes	2	3650	0	1.47x1.5x5.28	0	0
9	<input checked="" type="checkbox"/>	Citation Excel	VIP	Super Light Jet	8	yes	2	8215	0	1.74x1.7x5.67	796	0
10	<input checked="" type="checkbox"/>	Citation i	VIP	Light Jet	5	no	2	2461	0	1.3x1.45x3.85	662	0
11	<input checked="" type="checkbox"/>	Citation II	VIP	Light Jet	8	yes	1	3222	0	1.42x1.47x4.88	746	0
12	<input checked="" type="checkbox"/>	Citation III	VIP	Midsize Jet	8	yes	2	4109	0	1.73x1.68x5.61	875	0
13	<input checked="" type="checkbox"/>	Citation Jet	VIP	Light Jet	5	no	2	2408	0	1.45x1.42x3.52	850	0
14	<input checked="" type="checkbox"/>	Citation Jet 1	VIP	Light Jet	5	yes	2	2084	0	1.46x1.49x3.44	706	0
15	<input checked="" type="checkbox"/>	Citation Jet 1+	VIP	Light Jet	5	yes	2	0	0	1.46x1.49x3.44	850	0
16	<input checked="" type="checkbox"/>	Citation Jet 2	VIP	Light Jet	6	yes	2	2130	0	1.46x1.49x4.29	759	0
17	<input checked="" type="checkbox"/>	Citation Jet 2+	VIP	Light Jet	6	yes	2	2408	3	1.46x1.49x4.29	850	0
18	<input checked="" type="checkbox"/>	Citation Jet 3	VIP	Light Jet	7	yes	2	3334	0	1.45x1.47x4.78	773	0
19	<input checked="" type="checkbox"/>	Citation Jet 3+	VIP	Light Jet	6		2	3334	0	1.45x1.47x4.78	773	0
20	<input checked="" type="checkbox"/>	Citation Jet 4	VIP	Light Jet	8	yes	2	3334	0	1.45x1.47x5.28	0	0
21	<input checked="" type="checkbox"/>	Citation Latitude	VIP	Super Midsize Jet	9		3	5273	0	1.83x1.96x6.63	850	3580
22	<input checked="" type="checkbox"/>	Citation Mustang	VIP	Very Light Jet	4	no	2	2161	0	1.37x1.4x2.97	630	0
23	<input checked="" type="checkbox"/>	Citation Ultra	VIP	Light Jet	8	yes	2	3558	0	1.47x1.5x5.28	0	0
24	<input checked="" type="checkbox"/>	Citation V (UC-35A)	VIP	Light Jet	8	yes	2	3558	0	1.47x1.5x5.28	790	0
25	<input checked="" type="checkbox"/>	Citation VI	VIP	Midsize Jet	7	yes	2	4348	0	1.73x1.68x5.61	875	0

Broker selects Operators based on multiple filters - like aircraft base, country of registration, year of manufacture etc

Aircraft and Operators Selection

By Aircraft Type | By Operator | By Registration No

Filter Aircraft Types:

Filter Operators:

Based Airport: Distance Radius < 0 YOM, >= 1900 Mil. Zones Own. Approval Bed: Smoking:

Country Filter by: World Wide Registration Operator Based Country State: Medivac:

Selected Countries: Germany United Arab Emirates

Selected States:

Quick Search Regions: **RUSSIA CIS AND MIDDLE EAST** Ready to fly

#	<input type="checkbox"/>	Operator	Operator country	GSA	ACType	Base	Registration	Qty	Baggage	Smoking	Medivac	Military ...	Owners ...	Mnf. year	Seats	Notes	i
1	<input checked="" type="checkbox"/>	DISASTER FLIGHT SERVI...	United States of Ameri		Learjet 55			1	0.91					2008	0		<input type="button" value="i"/>
2	<input checked="" type="checkbox"/>	Rotana Jet Aviation	United Arab Emirates		Gulfstream 450	Abu Dhabi Bateen (OM	United Arab Emirates	1	0.00					2008	14		<input type="button" value="i"/>

Selected Operators:
 1# DISASTER FLIGHT SERVICES LLC / Learjet 55
 2# Rotana Jet Aviation / Gulfstream 450

Brokers send Operator request emails

Each individual mail will have a unique secured link to submit Offer directly

✉ SEND ✉ SEND ALL

To Send to...

Subject
Quotation Request ID ACME-77

From
vitaly@awery.aero

Attachments
Drop attachments here, or [BROWSE](#)

Dear C. V.,

We have received a new charter request from one of our clients and would like to see if you are able to assist.

Could you please quote the **Gulfstream 550** or similar for the following routing:

Date	Route	Time	PAX
27 Mar 2019	FRA - DXB	17:40 UTC	4

Please update your pricing offer by email or online by the following link:

[Submit offer online](#)

Please do not hesitate to contact me should you have any questions or require any additional information.

I look forward to your offer.

With best regards,
Chris Harris

Dear Constellation Aviation Services,

We have received a new charter request from one of our clients and would like to see if you are able to assist.

Could you please quote the **A318 Elite, Global Express** or similar for the following routing:

Date	Route	Time	PAX
27 Mar 2019	FRA - DXB	17:40 UTC	4

Please update your pricing offer by email or online by the following links:

[Offer for A318 Elite](#)

[Offer for Global Express](#)

Please do not hesitate to contact me should you have any questions or require any additional information.

I look forward to your offer.

With best regards,
Chris Harris

By the encoded secured link in Email Operator can submit pricing and [attach offer files directly online \(coming soon\)](#) - > with no hassle of logins and credentials for access.

Note: Link is valid only if Enquiry status equals NEW and time for process hours (if set) has not yet expired

77 Charter quote: UTC LOCAL
Due date: 27 Mar 2020 12:05

OPERATOR
Constellation Aviation Services

ACTYPE Apply A/C data REG NO Report YOM
Global Express A6-CAG

SEATS MAX PAYLOAD BAGGAGE UNITS
14 0 5 Cubic meters Suitcases

CATERING Owners Approval
Catering

OPTION
EDDF/FRA-OMDB/DXB

ORIGIN	DESTINATION	DEPARTURE UTC	ESTIMATED	PAX
EDDF/FRA	OMDB/DXB	27 Mar 2019 17:40	06:45	4

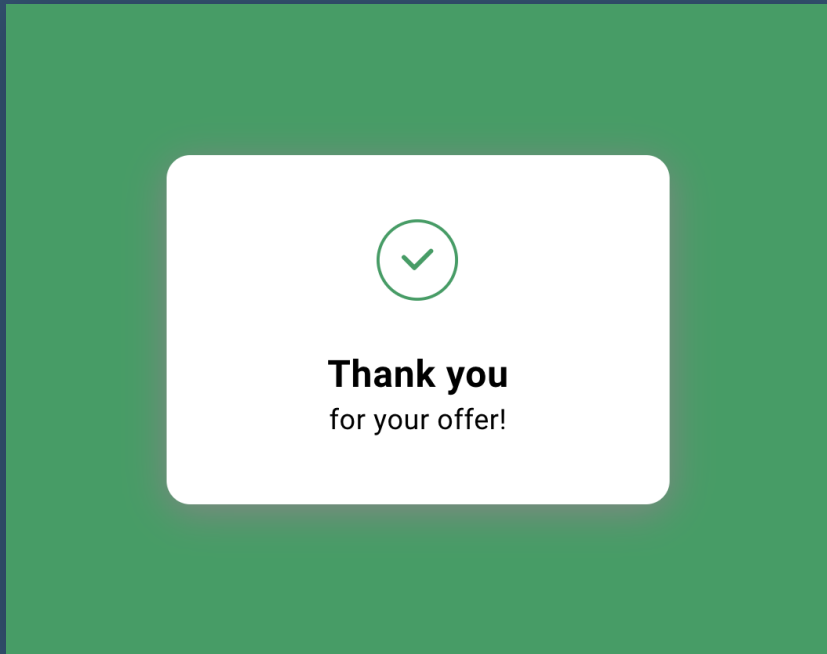
PRICES + Add price

TYPE	QTY	PRICE	TOTAL	CURRENCY
Charter	1	15850	15850	USD
Catering	3	500	1500	USD

NOTES
0

Total: 17350 USD

[✓ SUBMIT OFFER](#)



Once Price is submitted - notification will be sent to Enquiry Broker or generic group email, **also it will be displayed on homepage widget (coming soon)**

**Coming soon: For process automation Awery will have a feature for auto margin based on client group rules and cost of the charter, sample - if charter costs more than 3000 USD customer in group "Platinum" gets auto margin in amount of 300 USD.*

Sample of Broker's notification when Operator submits price

Price confirmation for Enquiry 77 from operator Rotana Jet Aviation
 Operator Rotana Jet Aviation have confirmed the following prices
A/C Type: Embraer 145
Registration Number: A6-RRB
Route 1:
FRA-DXB
1) Charter Qty: 1.00 Price: 5000.000 USD Total: 5000.00 USD

Broker can set the margin himself for all responded Operators' offers and marks the Enquiry with status QUOTED.

Then Broker sends an email to Client with Offer details and link to review quote online.

The screenshot shows a software interface for flight charter pricing. At the top, there are navigation buttons like 'Save', 'Clone', and 'ID: 77 Status: NEW'. Below that, a table lists two operator offers:

No...	Operator	Option	A/C Type	Aircraft	Operator notes	Internal notes	Cost	Cur	Sell	Cur	Margin	%	Cur
1	Rotana Jet Aviation	1. EDDF-OMDB	Embraer 145	A6-RRB		No pets allowed	5,000.00	USD	6,200.00	USD	1,200.00	24	USD
2	ACME Airlines	1. EDDF-OMDB	Gulfstream 550	A6-ACM			6,000.00	USD	7,100.00	USD	1,100.00	18.33	USD

Below the table, there is a detailed view for the selected operator 'ACME Airlines' and aircraft 'Gulfstream 550'. It shows a 'Charter' item with a quantity of 1.00, a cost of 6,000.00 USD, and a sell price of 7,100.00 USD, resulting in a margin of 1,100.00 USD (18.33%).

Awery new tool allows to generate Email with route map and aircraft pictures by secured links.

Such Emails contain all details replicating PDF quotes - which is adaptive for desktop and mobile email applications



Attachments
Report_1


Dear Hendrik Lorentz,
Thank you for your request, A Company Making Everything is pleased to offer you the following charter quotation:

Itinerary

Date	From	To	Depart	Arrive	Flight time	Pax
1 Wednesday, 27 March 2019	Frankfurt (FRA)	Dubai (DXB)	17:40	00:25 ⁺¹	06:45	4

Aircraft Options

Option 1:	A318 Elite	
Category:	VIP / Executive Airliner	
Seats:	19	
YOM	2011	
Baggage capacity:	431 cu.ft	
Cabin Dimensions:	L70' x W12' x H7' feet	
Smoking:		
Toilet:	Not available	
Owners Approval:	Not required	
Price	19,000.00 USD	



Option 2:	Global Express	
Category:	Ultra Long Range Heavy Jet	
Seats:	14	
YOM	2000	
Baggage capacity:	177 cu.ft	
Cabin Dimensions:	L45' x W8' x H6' feet	
Smoking:		
Toilet:	Not available	
Owners Approval:	Not required	
Price	18,000.00 USD	



Notes

- All quotes are inclusive of anticipate taxes and fees. Additional cost may include but are not limited to WiFi usage, aircraft de-icing, and extended FBO usage to be billed post-flight.
- All quotes are inclusive of standard VIP catering.
- Interstellar Aviation is not an airline. Interstellar Aviation arranges flights on behalf of clients with FAR Part 135 air carriers that exercise full operational control of charter flights at all times. Flights will be operated by FAR Part 135 air carriers that have been certified to provide service for Interstellar Aviation and that meet all FAA safety standards and additional safety standards established by Interstellar Aviation.
- All aircraft are subject to continued availability at the time of booking. • All quotes are subject to owners release at the time of booking.

[Review and confirm quote online](#)

ACME Brokers
WORLD
Tel. +971 50 173 60 44
sales@awery.aero
www.awery.com

Customer reviews and confirms quote online on Enquiries portal or following the link received in Broker's Quote email


ACME
A COMPANY MAKING EVERYTHING

Enquiry ID: 77 Status: **LODGED** UTC LOCAL

Route 1
FRA-DXB

DATE	FROM	TO	DEPART. LT	ARRIVE. LT	TIME	PAX
Wed, 27 March 2019	Frankfurt - Frankfurt Main International (FRA)	Dubai - Dubai International Airport (DXB)	18:40	04:25*	06:45	4



* Next day



Aircraft Options

Option 1
AIRBUS A318 Elite

Category: **VIP / Executive Airliner**
 Seats B/Y/Total: **0/19/19**
 Toilet: **Not available**
 Cabin: **H7.38 x W12.14 x L70.93**
 Dimensions: **feet**
 Owners Approval: **Not required**
 Year: **2011**





19000.00 USD

ACCEPT OPTION 1

Option 2
BOMBARDIER Global Express

Category: **Ultra Long Range Heavy Jet**
 Seats B/Y/Total: **0/14/14**
 Toilet: **Not available**
 Cabin Dimensions: **H6.33 x W8.17 x L45.01 feet**
 Owners Approval: **Not required**
 Year: **2000**



BOMBARDIER Global Express

18000.00 USD

[CANCEL](#) [ACCEPT OPTION](#)

18000.00 USD

ACCEPT OPTION 2

NOTES/REMARKS:

- All quotes are inclusive of anticipate taxes and fees. Additional cost may include but are not limited to WiFi usage, aircraft de-icing, and extended FBO usage to be billed post-flight.
- All quotes are inclusive of standard VIP catering.
- Interstellar Aviation is not an airline. Interstellar Aviation arranges flights on behalf of clients with FAR Part 135 air carriers that exercise full operational control of charter flights at all times. Flights will be operated by FAR Part 135 air carriers that have been certified to provide service for Interstellar Aviation and that meet all FAA safety standards and additional safety standards established by Interstellar Aviation.
- All aircraft are subject to continued availability at the time of booking. • All quotes are subject to owners release at the time of booking.

Chris Harris
 Tel: [+971501736044](tel:+971501736044) E-Mail: sales@awery.com

Client can also check Quote and approve it on Client Portal

Once Client confirms a specific Quote all operators get email notification whether the offer is approved or declined.

As the result Broker receives email notification on Quote acceptance and proceeds with it. Sample is applicable for VIP, Commercial and Cargo Quotes.

ACME
A COMPANY MAKING EVERYTHING

ENQUIRIES INFO

ENQUIRIES | EMPTY LEGS | FEEDBACK | UTC Local | aramex

+ CREATE NEW | RELOAD | REPORT WON ENQUIRIES | FILTERS

All (1) | Lodged (0) | For Review (1) | Confirmed (0) | Cancelled (0)

ID	Ref no	Status	Route
77		FOR REVIEW	Frankfurt Main International - FRA - Dubai International Airport - DXB

Type: Request | Flight | ID:

Date from: 16 Mar 2019 | Date to: 16 Apr 2019

Invoice: None | Invoiced | Not invoiced

Sorting: ID ↑ | Request day | Flight date

APPLY FILTERS

Edit enquiry passengers

+ ADD PASSENGER

Route 1

	Name	Phone number	Weight for charter	Baggage weight	Notes	
1.	Jane	Smith	Passenger v	Baggage	Note	<input type="checkbox"/>
	Frankfurt Main International Frankfurt FRA EDDF - Dubai International Airport Dubai DXB OMDB					Departure: 27 Mar 2019 17:40 Flight time: 06:45
2.	Passenger name	Passenger phone no.	Passenger v	Baggage	Note	<input type="checkbox"/>
	Frankfurt Main International Frankfurt FRA EDDF - Dubai International Airport Dubai DXB OMDB					Departure: 27 Mar 2019 17:40 Flight time: 06:45

CANCEL | SAVE CHANGES

Option 1
AIRBUS A318 Elite



AIR CHARTER
BROKERS

New Awery Processes allow to automate and make digitally a lot of steps in charter brokerage:

- Operator submits prices on quotes by link (no login required)
- Customer can review quote and accept quote by link (no login required)
- Links are mobile friendly and can be opened on any device/browser
- Dedicated Operator portal allows to review and submit quotes, update fleet details and documents - to match with compliance requirements
- Dedicated Client Enquiries portal allows to create, review and accept quotes requests, edit passenger details, generate brief and pay online for charter

Version 1.01 dated 15 April 2019

Have some questions or additional information is needed?

Contact with our sales team sales@awery.aero