

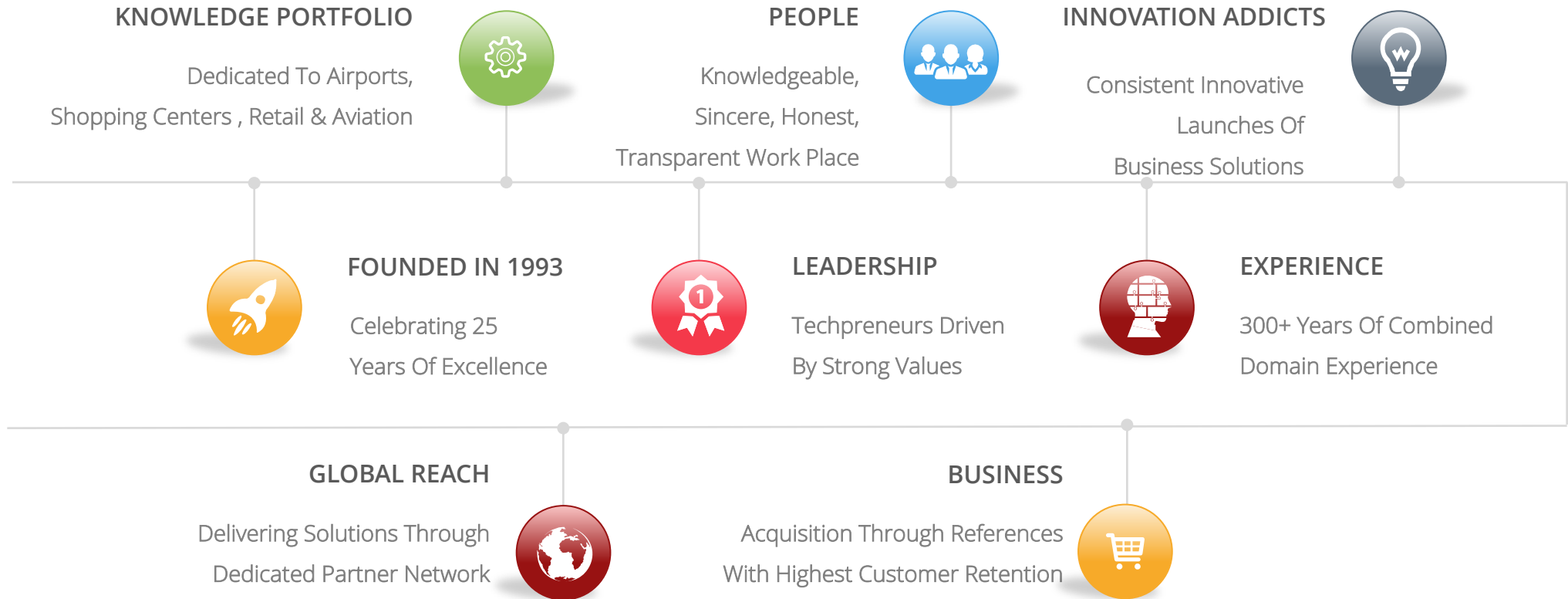


Pathfinder

Purpose. Belief. Responsibility.

AUTOMATE & ELEVATE NON AERONAUTICAL REVENUES

Knowledge leader with DNA of
innovation & customer success





Airports



**Shopping
Centres & Realty**



Retail



Aviation



ACHIEVEMENTS

1.2 M

Transactions*

* Every Month

> 70%

Market Share*

* Shopping Centres & Airports in India

1,200+

Retail Brands

10,000+

Retail Stores

25

Years Experience

6

International Airports

75+

Shopping Centres



Dubai Airports
Connecting the World

360

Retail Stores

Passenger Traffic

88M



Chhatrapati Shivaji
International Airport

480

Retail Stores
enabled on
POS Patrol

Passenger Traffic

38M



HYDERABAD
RAJIV GANDHI
INTERNATIONAL AIRPORT

145

Retail Stores
enabled on POS
Patrol

Passenger Traffic

18M

MIGRATING FROM A VINTAGE APPLICATION TO A "FUTURE READY" ONE

Our Client

Hyderabad airport is the 6th busiest airport by passenger traffic in India. The airport served about 18.2 million passengers in fiscal year 2017-18

Highlights

- Our Client since 6 years
- Implemented in phases within 5 months including POS tills
- Helped them migrate from a vintage application to our system

Impact

- Revenue assurance with complete visibility of operations
- Consumption of accurate & consistent data
- Enhanced decision making with trading density and brand wise segments

Key Benefits they have realised with our solution:

- Ease of data collection for advanced analytics & audits
- Catalyst to commercial leasing
- Direct utilization of insights to run bespoke campaigns to help tenants generate greater revenues



SEAMLESS REVENUE ASSURANCE WITH ENHANCED ANALYTICS

Our Client*

Dubai International airport is the 3rd busiest airport by passenger traffic in the world. The airport served about 88 million passengers in fiscal year 2017

*Currently under implementation

Highlights

We won the global bid for implementing:

- Concession contract & billing
- Sales data capture
- Business intelligence

Delivering

- Revenue assurance with complete visibility
- Contract lifecycle management
- Performance KPI's & custom analytics
- Forecasting with deep learning algorithms*

Key areas we are working on:

- Suggested & implementing industry best practices
- Migration from legacy systems to SOA contract management systems
- Mandated 2 point data capture for revenue assurance
- Integration with government enterprise system & other critical business applications
- Predictive campaigns with data sciences for bespoke marketing campaigns*



Dubai Airports
Connecting the World

Thank You!

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