



SunExpress and Eurowings rely on new Ancillary platform

Dream launch for Airxelerate's brand new Ancillary platform. Two leading airlines in tourism, SunExpress and Eurowings, rely on Calisto | Ancillary. The platform enables tour operators and their sales partners to seamlessly integrate seat and ancillary sale when booking leisure flights.

Berlin, 31. January 2024. Airxelerate is expanding its Calisto suite with the Calisto | Ancillary module. Through Calisto | Ancillary, travel operators can seamlessly offer ancillary services, such as seats, meals, and additional baggage, in B2B and B2C, both during the booking process and after booking, thereby improving the overall travel experience for their passengers.

Tour operators can provide their customers with seats, meals, bags, and other ancillary services when booking flights through their sales partners. "We believe that Calisto | Ancillary takes travel distribution to a new level. For the first time, tour operators can offer a fully comprehensive portfolio of flight services, including ancillary services," says Nina Sifi, CEO of Airxelerate.

Travel agencies on the same level as direct sales

Schauinsland-reisen and Airxelerate's launching partner SunExpress have already completed the implementation of Calisto | Ancillary. Live operation is scheduled to begin in the coming weeks. Other tour operators are also working on implementing the new platform in their processes. "This will put tour operator sales on a par with direct airline sales in terms of the scope of services," says Nina Sifi.

"SunExpress is the first airline to use the innovative Ancillary platform and we are delighted to have found an experienced partner in Airxelerate who is capable of optimally implementing our requirements and expectations of an innovative platform," says

Thomas Loose, Senior Manager Strategic Accounts at SunExpress. "Calisto is characterized by its single interface between us and the tour operators. In future, our customers will be able to conveniently select their desired additional services during the booking process and add them directly to their flight booking. We are convinced that this will significantly increase our customers' satisfaction."

SunExpress was recently honored with the World Airline Award as Europe's best leisure airline by Skytrax. It offers direct flights from Turkey to 60 destinations and more than 175 routes in 30 countries.

With Eurowings, Airxelerate gains a second launching partner. In a strategic step towards a long-term partnership, Airxelerate and Eurowings are starting the joint implementation. The go-live is planned for during the second quarter of 2024.

"Thanks to Calisto, our sales partners will be able to conveniently book attractive additional services from Eurowings for our joint customers. These include, for example, additional baggage, seats with more legroom or our PlanetBlu packages for reducing and offsetting flight-related CO2 emissions," explains Michael Erfert, Head of Sales & Distribution at Eurowings and Managing Director of Eurowings Digital. "Airxelerate offers an innovative ancillary platform that simplifies the interaction between airlines and tour operator. We are looking forward to the upcoming collaboration."

As Germany's largest leisure airline, Eurowings offers direct flights to around 150 destinations within Europe. The airline's value concept considers the wishes of today's air travelers for more flexibility, comfort, and sustainability - with many booking options, extras and customer-friendly services.

"We are proud to have won two such renowned and leading airlines as launching partners and are striving for a long-term joint partnership," says Nina Sifi.

This collaboration underlines Airxelerate's commitment to promoting digitalization in the travel sector through the introduction of innovative technologies. Airxelerate was founded in Berlin in 2018.

About Airxelerate

With its unique IT platform Calisto, Airxelerate connects airlines and tour operators and closes the technology gap between them. In addition to developing its own Calisto product line, the

company also develops tailor-made IT solutions for tourism companies. With agile structures and modern technology, Airxelerate's cloud-based solutions reduce complexity and costs. Building on decades of expertise, the company is breaking new ground in travel technology.

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