Uzbekistan Airways implements AirGain for the development of the system of tariff management

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Uzbekistan Airways continues to develop the digital instruments, which assist in making more precise commercial decisions and managing our growing route network more effectively.

We chose the platform AirGain from the international technological company RateGain for the monitoring and the analysis of the tariffs upon the aviation market. The solution will allow the Department of Revenue Management in the regime of real time to track the changes of the cost of transportation upon various destinations, to analyze the supply, and to react more promptly toward the changes upon the market.

Today, the route network of Uzbekistan Airways encompasses more than 100 destinations, connecting Uzbekistan with the cities of Europe, Asia, the Middle East, and North America. Together with the development of the geography of flights and the expansion of the fleet, the volume of the data, which is necessary to consider during the formation of the tariff policy, also grows.

AirGain unites information from various sources — the websites of the airlines, the online agencies, the metasearch services, and the global reservation systems. Thanks to this, the specialists of Uzbekistan Airways will be able to receive a more complete understanding concerning the situation upon the market and to utilize these data within the daily work concerning the tariff policy. The platform also utilizes the instruments upon the basis of artificial intelligence, which help to identify the changes upon the market faster, to analyze the competitive environment, and to work with a large volume of information without the increase of the manual load upon the specialists.

Shukhrat Yadgarov, the Deputy Chairman of the Board concerning Commerce and Tourism, noted: "*The demand for the air transportation within Uzbekistan today is high as never before, and we invest into the development of the*

fleet and the route network in order to satisfy this demand. According to the measure of our growth, every decision within the sphere of pricing acquires an ever greater significance. AirGain provides the airline with a clear understanding concerning the situation upon the market in the regime of real time for every route, along which the flights are operated. This allows us to react rapidly toward the dynamics of the demand and the supply and to form the tariff grid upon the new destinations more productively. Precisely such possibilities are necessary for the growing national air carrier."

Vinay Varma, the Senior Vice President and the General Manager of the Aviation Division of RateGain, noted: *“Central Asia is strengthening its role as a bridge between Europe, the Middle East and Asia, with Tashkent playing an important part. Uzbekistan Airways’ fleet investment and expanding partnerships reflect a clear ambition to grow internationally. AirGain gives revenue teams a clearer view of competitor pricing and market shifts, helping them make faster, more informed commercial decisions. We are proud to partner with Uzbekistan Airways as it expands its network and strengthens its international presence.”*

The cooperation with RateGain becomes one more step within the development of the technological infrastructure of Uzbekistan Airways. For the airline, this is not merely the implementation of a new digital instrument, but also a part of a more large-scale work concerning the increase of the efficiency of the commercial processes against the background of the expansion of the international route network.

We will continue to implement modern solutions, which allow to make more precise decisions, to elevate the efficiency of the work, and to sequentially develop the airline together with the growing possibilities of the aviation market of Uzbekistan.