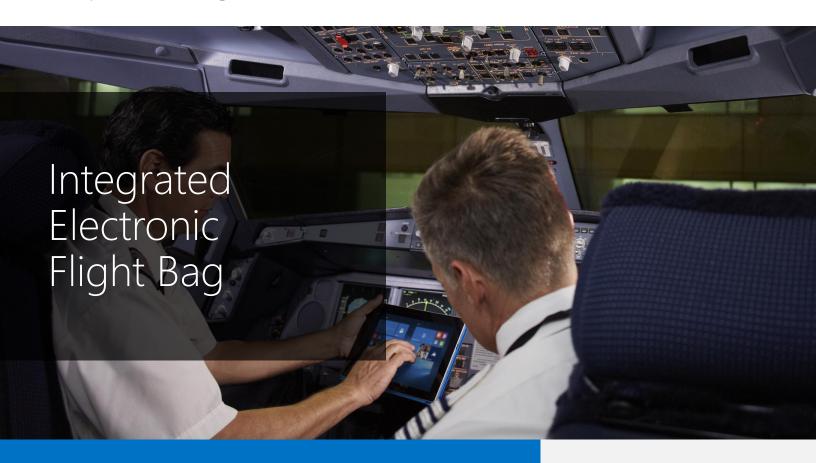
Empowering Airlines





The landscape is changing for airlines. Nowhere is this truer than in the cockpit.

Airlines want to improve pilot efficiency by enabling better experiences and reducing complexity. Improvements to pilot collaboration with air traffic control, ground crews, and other pilots is a top priority. Lowering fuel costs, reducing printing costs, and extending engine life also continue to remain top of mind for industry executives. The Microsoft solution for the integrated electronic flight bag (IEFB) modernizes the pilot's job function and provides comprehensive flight management capabilities.

There are a number of practical challenges when digitizing flight operations.

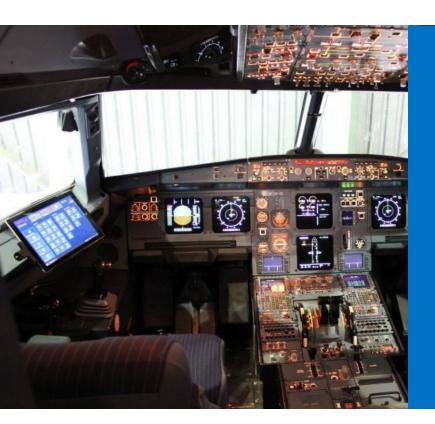
Helping you to integrate, secure, and manage your infrastructure is a key part of our vision, but our strategy also includes an ecosystem of partners that deliver even more flight management capabilities to our platforms.

Reduce costs through more efficient operations

Making data and reference content available in real time can improve pilot productivity and effectiveness. Seamless collaboration among pilots, their crews, and airline personnel improves communication and reduces delays. In addition, airlines can make Microsoft productivity apps (such as Microsoft Office) and corporate apps (such as for training, scheduling) available to flight crews in their IEFBs.

Increase efficiency by reducing or eliminating paper processes

Cloud and mobile technologies are allowing a transformation in how flight crews operate, eliminating the need for heavy paper-based manuals or onerous updating processes. Providing a paperless cockpit can increase pilot effectiveness by reducing clutter. This may also enhance safety by reducing human error.



The integrated electronic flight bag (IEFB) transforms the traditional flight bag into an information hub among the pilot, aircraft, airline, and operations. Airlines realize meaningful reduction in overall operating costs through enhanced flight crew productivity, optimized operations, and the highest level of infrastructure security.

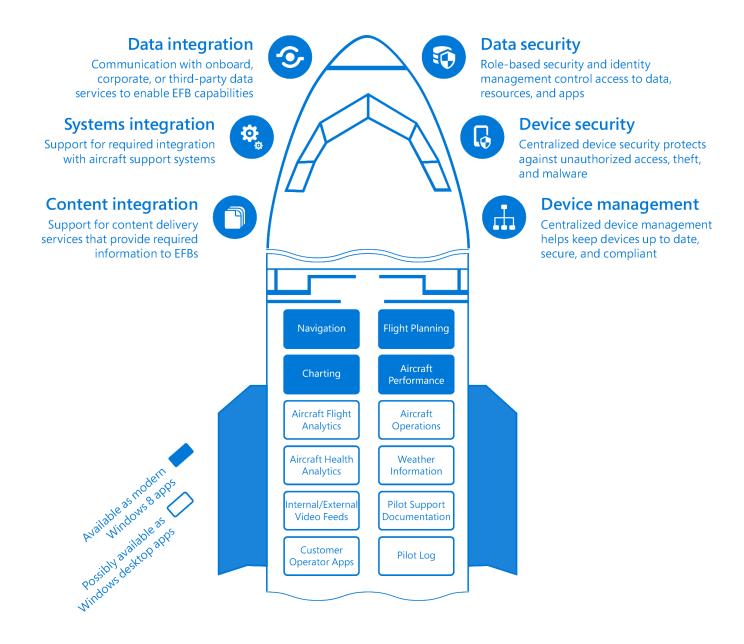
Save fuel by decreasing weight

Extra weight increases fuel requirements. With 30 to 40 percent of an airline's costs coming from fuel consumption, reducing the overall weight of the aircraft translates into measurable savings. Enterprise-grade mobile devices can replace heavy flight bags and unwieldy computers. Pilots can use a single device to plan, file, and fly their aircraft. Replacing heavy flight bags with the integrated electronic flight bag can also reduce pilot injuries, resulting in fewer medical claims and greater savings in healthcare costs and legal fees.

Enhance safety and compliance with real-time data management

Security threats can be hazardous for today's airlines. IEFBs allow airlines to remotely manage and monitor data, systems, and content. Delivering manual, chart, and plate updates automatically instead of maintaining printed binders further enhances the business, improving operations and making it easier to stay compliant with regulations.





Microsoft has history in the airline industry, and our vision for the integrated electronic flight bag (IEFB) is an exciting leap forward. Learn about our strategy in this <u>white paper</u>.

Why Microsoft

Microsoft and our partner ecosystem offer flexible solutions that meet your pilot and IT requirements while using your existing infrastructure investments. We enable airlines to innovate faster and take advantage of emerging trends. Not only do we understand the challenges facing modern pilots, we also understand the complexity around managing mobile and cloud-connected devices.

Choice. Microsoft understands the importance of making technical choices that are right for the organization. We are committed to offering airlines the greatest flexibility possible while providing them the ability to secure, manage, and govern their investments and assets.

Innovation. Our breadth of experience enables the extensive choices we offer. Few companies in the world can deliver as broad an array of services and capabilities.

Relationship. Microsoft can help airlines control costs, improve productivity, and accelerate agility. We can minimize deployment and adoption risk through a full range of services to reduce complexity.

"The high performance, the large screen, and...very low weight make the Surface Pro 3 an ideal work instrument for the flight crews."

Dr. Philipp Haller B777-Pilot, Austrian Airlines



Austrian Airlines is Austria's largest carrier and operates a global route network of around 130 destinations. That route network is particularly dense in Central and Eastern Europe with 41 destinations.



Boeing is the world's largest aerospace company. With a long tradition of aerospace leadership and innovation, Boeing continues to expand its product line and services to meet emerging customer needs. "The universal Windows platform will help us to help the pilot with real-time decision making, so our business is all about harnessing that data coming off the airplane and making good use of it."

Mike Lewis

Director of Product Development, Boeing Digital Aviation



