

UATP and Airline Business present:

# Airline Distribution 2005

19-21 April 2005  
Marriott Resort and Spa  
Bangkok



**Topic:** Session 4: New Distribution Channels

**Date:** Wednesday, 20 April 2005

**Time:** 4:00 – 5:15 pm

**Anselm Eggert**  
**Vice President, Corporate Strategy**  
**Lufthansa Systems**

*Lufthansa Systems is a 100% subsidiary of the Lufthansa Aviation Group. It is providing Information Technology Services to the worldwide airline industry. With more than 100 customers, the company reported revenues of more than 600 m€ in 2003. Today, it is present in 15 countries around the world.*

*Most services are provided in a full service ASP model from the central data centre in Kelsterbach near Frankfurt. Applications include airline reservations, inventory, check-in as well as airline network planning, scheduling, pricing and revenue management.*

*At Lufthansa Systems, Anselm Eggert is responsible for corporate strategy, portfolio management and M&A.*

*When he joined Lufthansa Systems in 1998, he first took over its "Management & Planning" Practice providing solutions for the planning process of an airline. Before that, he spent several years as the project manager for the design and introduction of Lufthansa's ticket-less travel product, nowadays called "etix".*

*Anselm Eggert joined the Lufthansa Group in 1992 and started his career as an operations research consultant. He was involved in re-designing Lufthansa's scheduling process from route based to strictly origin/destination traffic flow oriented.*

*Anselm Eggert obtained his PhD from the Darmstadt Institute of Technology in 1991 as a mathematician.*

