



# Pilota

Flight  
Disruptions,  
Solved.

## Problem

---



You Arrive  
at the Airport

...



Find Out that Your  
Flight is Delayed 3 Hours

...



**Option 1**  
Argue with the Airline



**Option 2**  
Wait it Out

# Flight Disruptions Today Are A Nightmare.

## Problem

---



**It is...**

**Frustrating,  
Costly,  
Time-Consuming,  
& Out of Your Control.**

**But what if there was  
a better way?**



**That's Where  
Pilota Comes In.**

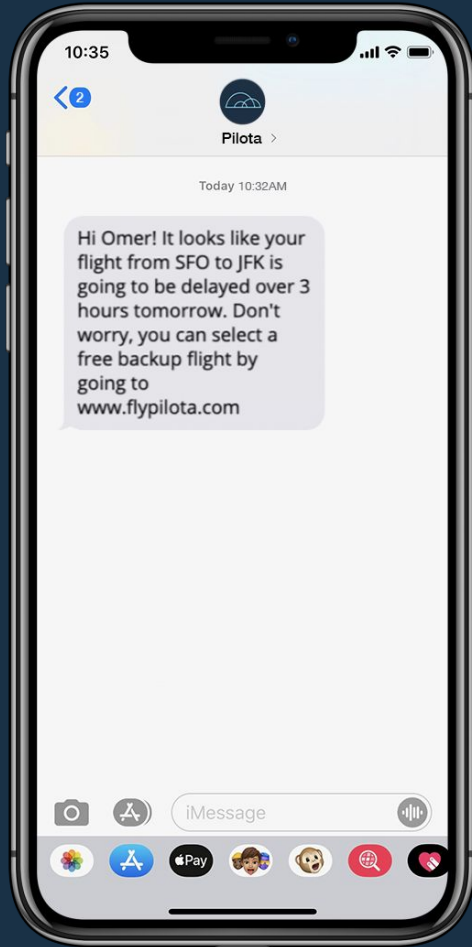


## Solution

---



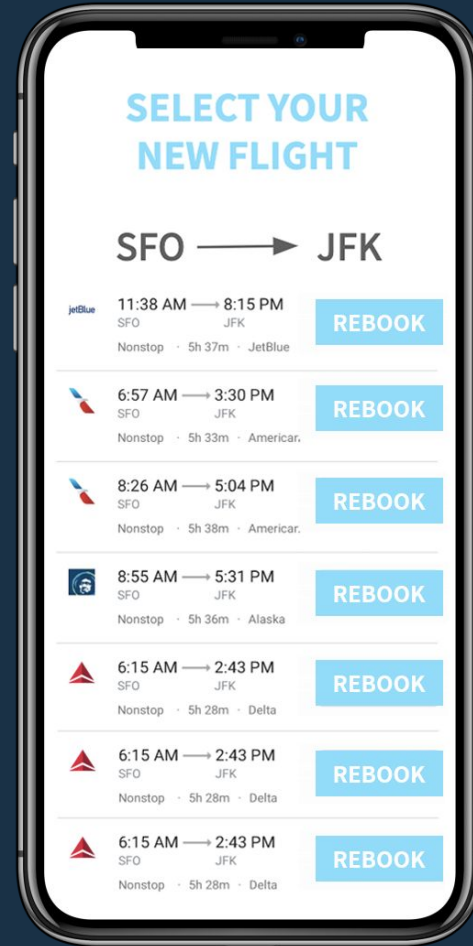
We use machine learning to predict flight disruptions and proactively book travelers an alternate flight during expected disruptions for free.



With our **predictive analytics**, we can detect potential disruptions ahead of time and notify our travelers.

We then immediately  
send them a list of all  
alternate flights.

With one click, they can  
**choose a second flight**  
and we send them the  
boarding pass for free.





Getting them home  
on-time and on  
their terms.

## Target Travel Management Companies (TMCs)

TMCs help businesses handle their **corporate travel** needs.  
They provide end-to-end support for a company's employee travel experience.



9,386+ TMCs in the US



90,000 Bookings on  
Average per TMC



471M+ Corporate Travel  
trips in 2018

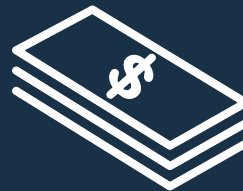
## Why TMCs?



Each time a client flies out, their TMC will keep a **full team on call** to manually monitor their flight. This is costly and inefficient.



During flight disruptions, the process of rebooking is frustrating and time-consuming, resulting in **decreased customer loyalty and trust**.



A disruption will cost the client's company on average **\$1200 per employee**, in the form of rebooking costs and loss of productivity.

## The Advantage

---



### Proactive Solution

By detecting flight disruptions ahead of time, we are able to get passengers on a new flight prior to the disruption announcement and help them avoid the chaos of the disruption completely.



### Empowering the Traveler

Instead of waiting for the airline to accommodate the traveler on another one of their flights, we allow the passenger to choose the flight that works best for them on any airline.



## Advantage

---



### Proactive Solution

By detecting flight disruptions ahead of time, we are able to get passengers on a new flight prior to the disruption announcement and help them avoid the chaos of the disruption completely.



### Empowering the Traveler

Instead of waiting for the airline to accommodate the traveler on another one of their flights, we allow the passenger to choose the flight that works best for them on any airline.

## Revenue Model

---



Protection Fee on a  
Flight by Flight basis  
(Average \$20)



Monthly Subscription  
Fee for Analytics

## Market Size



9,386+ TMCs in the US  
90,000 Bookings on  
Average per TMC



\$20 Average Pilota Protection  
x 50% Bookings  
\$900K Revenue from one TMC



**\$8B**  
Total Addressable  
TMC Market

## Opportunity

---



### Travel Management Companies

Save clients time, money and frustration while improving internal operations.



### Airports & Airlines

Improving internal operations and implement proactive rebookings for affected travelers.



### Insurance & Credit Card Companies

Bundle our offerings with their insurance and loyalty programs.

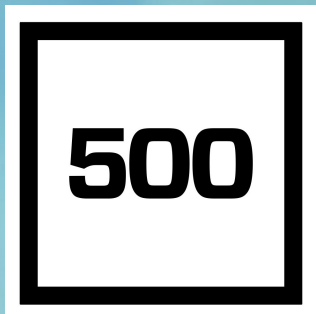


### Consumer

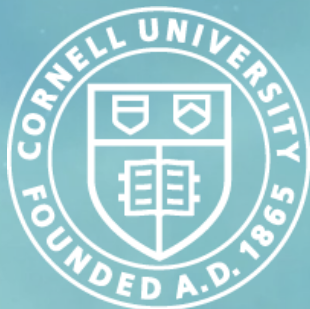
Stand alone service to protect individual leisure travelers.

Backed By

---



500 Startups



Cornell University



Dorm Room Fund



Angel Investors

## Our Team



**Saniya Shah**  
*CEO*



Former Founder



Senior Developer



Cornell MBA



**Cyrus Ghazanfar**  
*CTO*



Lead Engineer



Software Engineer



Cornell Engineering



**Omer Winrauke**  
*Head of Product*



Software Engineer



Licensed Pilot



Cornell Engineering



**Kulvinder Lotay**  
*Head of R&D*



Published Researcher



Software Developer

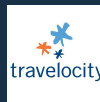


Cornell Engineering

## Our Advisors



**Josh Hartmann**  
*Former CTO*



**Kashish Arora**  
*PhD Technology &  
Operations Management*





# Thank You

[saniya@flypilota.com](mailto:saniya@flypilota.com)  
<http://www.flypilota.com>