



PRESS RELEASE

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ADSOFTWARE Vertical solutions attract Aerolys, Air et Compagnie and Air Kbz.

The European IT & Software Excellence Awards 2014 have selected ADSoftware as a finalist in the Vertical Market Solution category. A timely recognition that comes together with ADSoftware signing three very distinct new customers in the aviation industry market.

A large number of solutions nowadays are termed 'vertical' because they are designed to support an organisation that operates in a specific market segment. ADSoftware is one of the few IT solution providers in the aviation industry who understand the peculiarities of specific market segments and design solutions that improve the operations of their customers.

Over the last 16 years ADSoftware has delivered industry-specific application to more than 50 companies spread over numerous segments such as commercial aircraft, major /national airlines, commuter/regional airlines, fixed based operators, helicopters operators, maintenance and repair organisations, flying school, and continuing airworthiness management organisations.

The European IT & Software Excellence Awards 2014, which recognise best practices in customer solutions by Systems Integrators, Solution VARs and ISVs across Europe, have selected ADSoftware as being one of the best vertical solutions provider that focuses on delivering services to customers in specific market segments. On 26th March 2014, the winners will be announced in London.

In the last 6 months, three new customers have signed with ADSoftware; all of them in three distinct market segments of the aviation industry; all of them requiring a clear understanding of the special characteristics of the client's industry and tailored solutions to meet those requirements.

Launched in 2011, Air Kbz is a privately owned domestic Burmese airline based in Yangon who selected AirPack fleet management system and logistics package by ADSoftware. The airline operates four ATR 72-500 and two ATR 72-600 aircrafts serving 15 destinations. AEPS, the exclusive distributor for ADSoftware in Middle East and Asia, will assure software delivery to specification and time scale while meeting agreed customer targets.

Offering its services to aircraft owners and operators during the phases of delivery and return, the company Aerolys has chosen ADSoftware while working on getting its Part M approval. The young French Continuing Airworthiness Management Organisations, has been convinced by the flexibility of the solutions which will offer support to its growth. "ADSoftware was chosen for its software ergonomics and its features capability that would allow us to meet the requirements of our customers in terms of monitoring, but also documents management. The professionalism and reliability of ADSoftware's team also confirmed our choice" says Sébastien Lecointe, Aerolys General Manager.

Air et Compagnie, an aircraft and helicopter flying school founded in France in 2004 is the latest company to have signed with ADSoftware and the first flying school of the portfolio. "The missing link to our aviation activity was the EASA Part F for maintenance and Part G for continuing airworthiness, our workshop started operation in early 2014 with the French Civil Aviation Authorities approval. For the continuing airworthiness management and all operations of the workshop, a market study jointly run with our partner TimeToFly has led us to select several software, convergence towards ADSoftware was obvious, given the quality of the product and the professionalism of the teams. Says Frederick Paille, Air et Compagnie's CEO.

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About ADSoftware

ADSoftware is a sixteen year old IT company based in France, with offices in Thailand, Brazil and South Africa. Specialising in solutions dedicated to the aviation industry, ADSoftware counts 53 clients worldwide as per January 2014. The strength of ADSoftware is the accessibility of its products which are Microsoft Windows® ready, web-enabled, and multilingual. The company provides 24/7 online technical support.

The company has developed AirPack a modular ERP (Enterprise Resource Planning) suite that includes six modules organised around a single database. Each module has its own specificities. AirTime is a dedicated tool for Fleet management & CAMO activities, AirStock assist with Inventory control & Logistic, AirDoc is the documentation management module, AirUser handles the security management, AirStat allows reliability and statistic reports and AirWork is a time-tracking software.

ADSoftware has also developed DailyPack a package of two integrated modules, DailyReport and DailyQual, used by military, police and rescue flying operations. It is a solution dedicated to recording and managing all kinds of missions, and to follow-up on skills and qualifications of pilots and aircraft mechanics.

In 2012 ADSoftware was selected as one of 30 French national finalists in the European Business Awards and came second at the CIC International Export competition. ADSoftware considered by the French government as an innovative company.

Visit www.adsoftware.fr for more information.

Press Information: a.guillot@adsoftware.fr

General Information: contact@adsoftware.fr