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### **Revenue Management Guru Kevin Ger Joins Start-up Volantio**

*Industry insider brings over 25 years of Revenue Management experience to fast growing start-up*

**Atlanta, GA:** Today, Volantio Inc, the industry leader in Post-Booking Revenue Management Systems for airlines, announced that Kevin Ger has joined the company as Acting Chief of Commercial Operations.

Ger brings over 25 years of experience to Volantio. Most recently he served as VP of Pricing and Revenue Management (PRM) for Alaska Airlines and Virgin America, from 2013 to 2020. Prior to Virgin America, Ger served as VP of PRM for Jetstar Airways from 2009 to 2013 and at EOS Airlines from 2007 - 2009. He has also held senior roles at Delta Air Lines, American Airlines, SABRE, and Boeing.

"Kevin Ger is one of the world's foremost innovators in the field of pricing and revenue management," said Azim Barodawala, Volantio's CEO. "He and I share a common belief in the power of Volantio to transform airline planning and revenue management. We are honored to have him join our team."

As VP of PRM at Alaska Airlines, Ger oversaw the successful implementation of Volantio's Post-Booking Revenue Management system, known as Yana, beginning in 2017, which eventually drove over \$20M in bottom line improvement.

"I'm extremely excited to join Volantio," said Ger. "I've seen firsthand the enormous impact Volantio's platform can have on an airline's financial performance. I'm looking forward to rapidly accelerating adoption of their industry leading platform globally."

This announcement represents further momentum for Volantio, which scored two major wins in January:

- The signing and launch of Vistara, India's Leading Full Service Carrier
- A major expansion of its partnership with Volaris, Latin America's leading ULCC

"We believe that Kevin will build on these wins and help take Volantio to the next level," said Barodawala.

**About Volantio:** Founded in 2014 and based in Atlanta GA, Volantio is the global leader in Post Booking Revenue Management Systems. The company's solutions help airlines stimulate demand, optimize capacity utilization, and better react to demand spikes. Volantio has received venture backing from Jetblue Technology Ventures, IAG, Qantas, and Amadeus.

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