

## *Air Malta*

# AIR MALTA

Air Malta is Malta's National Airline. The airline offers customers an array of around 45 scheduled destinations in Europe, North Africa and the Middle East. Air Malta has a fleet of 13 Airbus and Boeing aircraft configured in business and economy. Air Malta is in the midst of a four and a half year aircraft fleet replacement project. By the year 2008, the airline's fleet will be replaced with 12 new state-of-the-art Airbus planes from the A320 and A319 aircraft family. By that time the average age of the fleet will go down to 2.7 years.

As part of Air Malta's Business Strategy, a decision was taken to outsource all IT related activities to allow Air Malta to focus on its core business and to implement a best practice approach to IT through cost-effective solutions in support to the strategy.

Following a competitive tender process, Quantum Plus was engaged by Air Malta to provide expert sourcing and negotiation support.

As a result of this strategic sourcing programme Air Malta has outsourced day-to-day operations of its entire information and communication technology (ICT) network to SITA, whilst retaining control of overall ICT strategy and project management.

*"This deal is a win-win situation for us as we will cut costs while gaining significantly better systems," said Joseph Fenech Conti, Air Malta Board Member. "In addition our ICT staff will have the chance to work with a premiere IT company and gain invaluable experience. SITA's focus and dedication is making our business future-proof and ensuring we will remain competitive for years to come."*