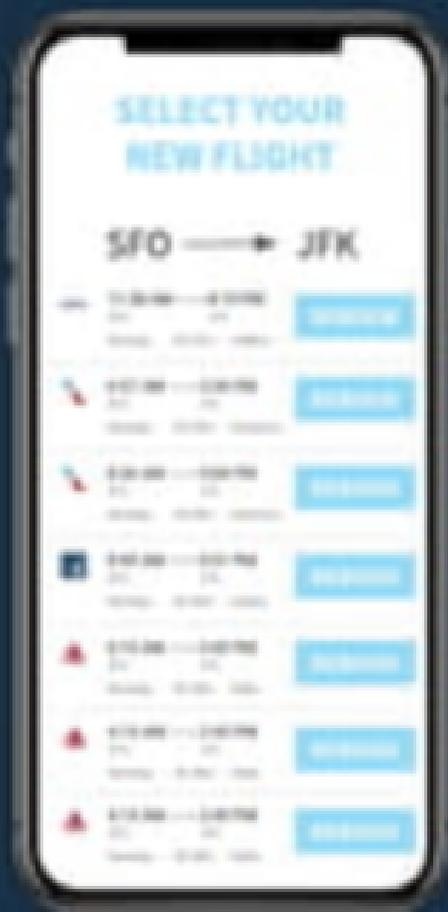


We then immediately send them a list of all alternate flights.

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





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.



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?**

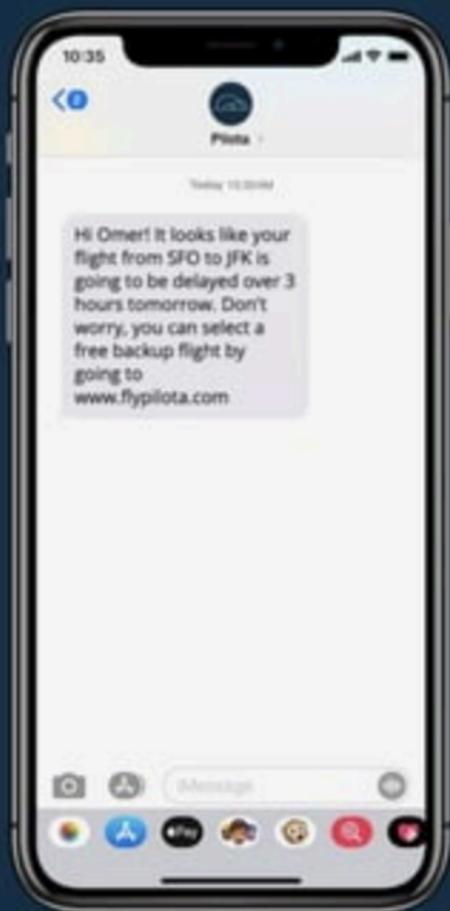


**That's Where
Pilota Comes In.**

Solution



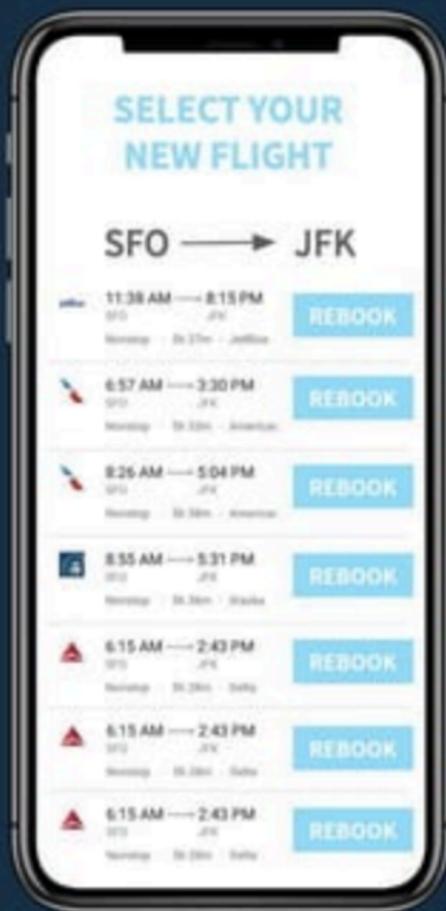
We use machine learning to predict flight disruptions and proactively book travelers an alternate flight during expected disruptions for free.

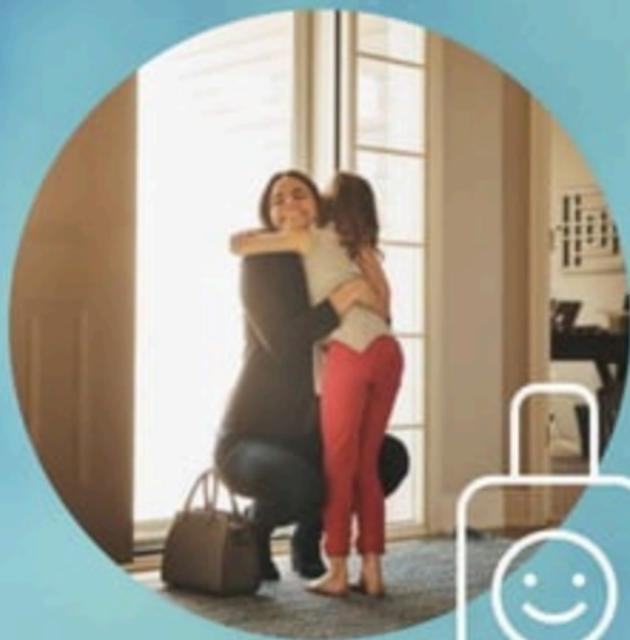


With our **predictive analytics**, we can detect potential disruptions ahead of time and notify our travelers.

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

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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.



Insurance & Credit Card Companies

Bundle our offerings with their insurance and loyalty programs.



Airports & Airlines

Improving internal operations and implement proactive rebookings for affected travelers.



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

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