

Mobile enhances passenger experience for BA



Business Need:

An instantaneous communication channel for sharing flight update information, including delays, re-bookings and cancellations.

The Solution:

Passengers enter their **mobile numbers** via ba.com.

Up-to-the-minute **SMS** alerts are sent if their flight is going to be delayed or is cancelled. Messages are sent in a number of languages.

The service integrates with BA's existing information system.



Results?

- ✓ On the day that BA flight BA038 crash-landed at Heathrow (Jan '08) 9,129 SMS alerts were sent to passengers; saving unnecessary trips to the airport
- ✓ During four days of disruption caused by terrorist activity in Aug '06 over 20,000 SMS alerts were sent to passengers and cabin crew in 87 countries

CASE STUDY: CRM Travel: BA



