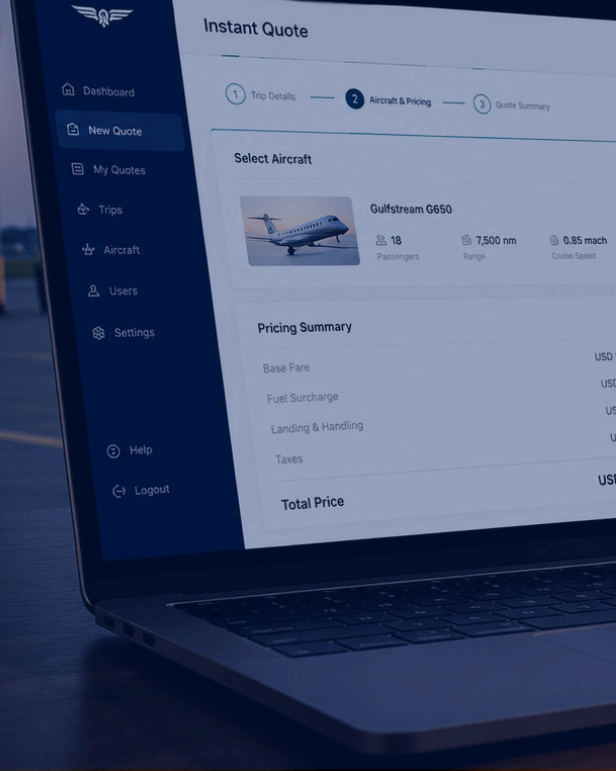




FROM MANUAL QUOTES TO DIGITAL SELF-SERVICE

HOW A GLOBAL AVIATION LEADER
TRANSFORMED TRIP PLANNING WITH
REAL-TIME PRICING, SELF-SERVICE
QUOTING, AND AI-ACCELERATED
DELIVERY IN JUST TWO WEEKS.



2 Weeks

Concept-to-capability delivery for a complex aviation CPQ experience.



Self-Service CPQ

Real-time pricing, instant quotes, token-based price lock, and trip creation.



AI+ Process

AI-augmented engineering combined with the VeridionLabs delivery model

Executive Summary

A global aviation leader sought to replace a manual, staff-dependent quoting process with a modern self-service experience. Veridion used VeridionLabs to deliver a Configure, Price, Quote (CPQ) solution in just two weeks, enabling real-time pricing, automated trip creation, and a more seamless customer journey. The solution improved pricing transparency, reduced manual effort, and established a scalable foundation for future digital innovation.

At a Glance

Client

Global aviation leader operating the world's largest network of Fixed-Base Operators (FBOs).

Business Challenge

Replace a manual, staff-dependent quoting process with a modern self-service digital experience that improves transparency and accelerates trip planning.

VeridionLabs Solution

Designed and delivered an AI-enabled Configure, Price, Quote (CPQ) platform with real-time pricing, automated trip creation, secure payment, and dashboard-based trip management.

AI-Enabled Delivery

Leveraged VeridionLabs' AI-native engineering model to accelerate architecture, prototyping, development, testing, and deployment in parallel.

Business Impact

Delivered a production-ready solution in just 2 weeks, improving customer experience, reducing manual effort, and creating a scalable foundation for future innovation.

VERIDION: OUTCOMES, DELIVERED.



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BUSINESS CHALLENGE

Before this initiative, customers had to call airport service personnel whenever they needed a quote or wanted to schedule services for a trip. The manual process caused delays, limited pricing transparency, and required employees to spend valuable time generating quotes rather than serving customers. The client sought a modern self-service experience that streamlined trip planning from quote through payment.

- Manual quote requests created friction for customers and delayed trip planning.
- Limited visibility into location-specific services, pricing, taxes, and fees reduced pricing transparency.
- Airport service personnel spent valuable time generating quotes instead of focusing on customer service and operational execution.
- The client needed a scalable digital experience capable of supporting complex pricing rules, secure payments, and enterprise-grade governance while simplifying the customer journey.

FROM MANUAL TO DIGITAL

Before	After Veridion + VeridionLabs
Customers contacted airport service personnel to request a quote.	Customers configure trips and services through a self-service digital workflow.
Pricing transparency was limited and quote turnaround was manual.	Pricing is calculated in real time with line items, taxes, subtotals, and totals.
Accepting and confirming services required human follow-up.	Users can generate a quote, pay a token amount, lock non-fuel pricing, and trigger trip creation.
Trip visibility and status tracking were fragmented.	A dashboard provides trip summaries, payment status, and quote visibility.

CORE CPQ CAPABILITY DELIVERED



Trip Setup & Services

Airport location selection, aircraft details, ETA/ETD, fuel uplift, arrival and departure services, and draft trip capability.



Pricing & Quote Generation

Real-time pricing based on service selection, aircraft type, duration, location, and customer pricing rules, plus formal quote IDs and 72-hour validity.



Price Lock & Payment

10% token payment flow using vaulted payment methods, PCI-compliant handling, and automatic trip creation after acceptance.



Dashboard & Controls

Trip list, filters, search, locked pricing, payment status, quote status changes, base details, role-based access, and audit logging.



OUTCOMES, DELIVERED.

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HOW VERIDION DELIVERED IN 2 WEEKS

VeridionLabs made the timeline achievable because it is not just a set of AI tools; it is a structured, rapid solution engineering model. Veridion used VeridionLabs to run architecture, prototyping, coding, testing, and deployment preparation in parallel, with human-in-the-loop validation protecting quality and business accuracy.

Step	VeridionLabs Enablers	Contribution to Delivery
1	AI Orchestrator + Claude	Established the solution blueprint, user flows, pricing logic, and integration patterns quickly, reducing front-end planning delays.
2	Lovable + Replit	Generated early UI scaffolds and working prototypes so stakeholders could validate the experience before full-scale engineering.
3	Cursor + Claude	Accelerated development of workflows, including pricing, quote lifecycle, payment hooks, trip creation, and dashboard logic.
4	AI Orchestrator + AI-assisted Testing	Coordinated environments and validated pricing, quote status, payment, and trip creation scenarios while development continued.
5	Cloud-native Deployment Pipeline	Reduced environment setup friction and prepared the capability for staged promotion across dev, test, and production-ready environments.

WHY THE COMBINATION WORKED

AI Acceleration

- AI-generated UI scaffolds sped up prototype creation
- Code generation reduced repetitive engineering tasks
- AI-assisted debugging and refactoring shortened feedback loops
- Automated documentation and test support accelerated handoff and hardening

VeridionLabs Delivery Discipline

- Modular architecture kept the solution scalable and maintainable
- Parallel workstreams replaced a linear delivery model
- Cloud-native environments removed setup friction and improved collaboration
- Continuous validation kept business rules, security, and quality on track

The result was a production-ready CPQ solution delivered in just two weeks, demonstrating how VeridionLabs accelerates complex software delivery without compromising quality, governance, or scalability.

BENEFITS OF VERIDIONLABS IN THIS ENGAGEMENT

- **Faster time-to-market:** VeridionLabs is designed to reduce development cycles by 50-70% compared with traditional engineering processes, and this engagement demonstrated a 2-week acceleration.
- **Improved developer productivity:** AI-assisted coding, debugging, and documentation let engineers focus on architecture, business logic, and quality-critical decisions.
- **Rapid experimentation:** Prototypes and feature scaffolds were available early, enabling quick validation of user experience and refinement of requirements.
- **Lower environment overhead:** Cloud-native development workspaces reduced setup complexity and accelerated collaboration across the delivery team.
- **Stronger innovation velocity:** Veridion now has a repeatable AI-augmented delivery pattern for future customer experience and enterprise application initiatives.

BUSINESS OUTCOMES ENABLED



Better Customer Experience

Flight crews gain transparent pricing, faster planning, instant quote generation, and a more digital self-service journey.



Reduced Manual Workload

Base personnel spend less time generating quotes manually and more time focusing on service delivery and customer support.



Greater Digital Adoption

The CPQ capability strengthens the client's vision as a premium digital experience for configuring and managing trips.



Scalable Foundation

The modular solution can be extended across more services, rules, and locations without restarting from scratch.

CORE MOBILE CAPABILITY DELIVERED

This case study demonstrates Veridion's advantage of combining AI acceleration with a disciplined engineering process. VeridionLabs gave the team a structured approach to translate complex aviation requirements into a working CPQ capability at exceptional speed while maintaining governance, security, and scalability. **For organizations looking to modernize customer and operational workflows, Veridion can now apply the same proven VeridionLabs capability to deliver value in weeks instead of months.**



OUTCOMES, DELIVERED.

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