

Case Study: Regional Airline – Automated Forecasting

Turning 40+ route forecasts into an automated, data-driven system.

Context

Private equity-backed regional carrier needing better forecasting accuracy and investor transparency.

Challenge

Manual Excel models limited visibility into route seasonality, aircraft utilization, and competitive schedules.

Solution

Developed integrated forecasting models combining historical bookings, seasonality, and competitor data. Automated Power BI dashboards replaced manual spreadsheets.

Method & Deliverables

- Driver-based forecasting model
- Power BI route profitability dashboards
- Automated SQL data pipelines
- Variance guardrails and governance rhythm

Results

Metric	Outcome
Forecast Accuracy	+22% improvement
Reporting Cycle Time	Reduced 40%
Identified Cost Savings	\$3.2M
Executive Adoption	CEO/CFO level

Prepared by: Luis Puentes | Fractional CFO & FP&A; Strategist
www.luispuentes.com