



# PanAuro AI Deployment Handbook

## Travel Industry Edition

**Version 1.0 — Institutional Deployment Framework**

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## 1. Executive Overview

### Purpose of This Handbook

This handbook provides channel partners, distributors, and enterprise customers with a complete framework for deploying PanAuro AI systems within travel agencies, airline consolidators, and travel service providers.

It defines:

- Deployment architecture
- Roles of PES, PanAuro, and channel partners
- Hardware requirements
- Deployment timeline
- Maintenance model
- Sales and deployment procedures

This document enables channel partners such as GTT Global to confidently sell, deploy, and support PanAuro AI systems.

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## Strategic Objective

PanAuro provides enterprise-grade AI infrastructure specifically designed to:

- Reduce operational cost
- Increase booking efficiency
- Improve customer service responsiveness
- Enable automation of repetitive workflows

PanAuro operates as an AI infrastructure provider, supported by PES high-performance AI data centers.

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## 2. Travel Industry Operational Challenges

### Current Industry Structure

Typical travel organizations include:

- Airline consolidators
- Travel agencies
- Corporate travel departments
- Online travel service providers

Typical office size:

Small agency: 3–10 staff

Medium agency: 10–50 staff

Large consolidator: 50–500 staff

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### Key Operational Inefficiencies

Common workflow bottlenecks include:

Manual ticket processing

Customer service overload

Slow pricing comparisons

Manual itinerary creation

Document processing inefficiencies

These workflows are ideal for AI automation.

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## 3. PanAuro AI System Architecture

PanAuro operates a hybrid architecture consisting of:

- PES Data Center (Core AI compute)
- PanAuro AI Platform (control and orchestration layer)
- Edge AI hardware (customer site)
- Channel partner deployment and support layer

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### 3.1 PES Data Center Role (Core AI Infrastructure)

PES provides centralized AI compute infrastructure.

Responsibilities include:

- Hosting AI models
- Providing GPU compute (H100, B200, and future generations)
- Processing AI inference requests
- Maintaining secure compute environment
- Providing scalable compute capacity

PES acts as the central AI processing facility.

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### 3.2 PanAuro AI Platform Role (AI Service Provider)

PanAuro provides the enterprise AI service platform.

Responsibilities include:

- AI deployment management
- Customer system integration
- AI orchestration between customer and PES
- Monitoring and diagnostics
- Software and AI model updates
- System security and encryption

PanAuro operates as the AI service provider and deployment orchestrator.

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### **3.3 Edge Hardware Role (Customer Site Infrastructure)**

Edge AI hardware is installed at customer offices.

Primary functions include:

- Providing fast local response
- Reducing network latency
- Handling secure local data processing
- Managing connection to PanAuro platform

Edge hardware ensures enterprise-grade performance and reliability.

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### **3.4 Channel Partner Role (Example: GTT Global)**

Channel partners operate as AI distributors.

Responsibilities include:

Customer acquisition  
Customer onboarding  
Deployment coordination  
Customer training  
First-level support

PanAuro provides technical backend infrastructure and advanced support.

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## **4. AI Use Cases for Travel Industry**

PanAuro AI provides automation across multiple workflows.

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### **4.1 AI Customer Service Agent**

Capabilities include:

Automated responses to customer inquiries  
Booking assistance  
Schedule inquiries  
Refund processing assistance

Expected efficiency improvement:

30–60%

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## **4.2 AI Booking Assistant**

Capabilities include:

Automated booking workflows  
Price comparison assistance  
Automated itinerary creation

Expected efficiency improvement:

25–50%

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## **4.3 Sales Automation**

Capabilities include:

Customer follow-up automation  
Sales recommendations  
Customer interaction optimization

Expected revenue increase:

10–30%

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## **4.4 Document Processing Automation**

Capabilities include:

Ticket document processing  
Invoice processing  
Customer data extraction

Expected efficiency improvement:

40–70%

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## 5. Deployment Architecture Flow

Deployment follows this architecture:

Customer Office  
↓  
Edge AI Server  
↓  
PanAuro AI Platform  
↓  
PES Data Center  
↓  
AI Processing  
↓  
Response returned to customer system

This hybrid architecture ensures high performance and scalability.

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## 6. Deployment Timeline

Typical deployment timeline is 4–6 weeks.

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### Phase 1: Customer Onboarding (Week 1)

Channel partner collects:

Customer requirements  
Office size  
Workflow requirements

PanAuro prepares deployment plan.

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## **Phase 2: AI System Provisioning (Week 2)**

PanAuro provisions:

Customer AI instance  
Compute allocation at PES data center

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## **Phase 3: Edge Hardware Deployment (Week 3)**

Edge AI server installed at customer office.

PanAuro configures system.

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## **Phase 4: Integration (Week 4)**

PanAuro connects AI system to customer workflows.

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## **Phase 5: Testing and Validation (Week 5)**

System performance validation.

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## **Phase 6: Production Launch (Week 6)**

System enters full operational status.

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# **7. Edge Hardware Specifications**

Recommended configurations:

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## **Small Travel Agency**

Staff: 3–10

Recommended hardware:

CPU: Intel Xeon or AMD EPYC

RAM: 64GB

Storage: 2TB SSD

Estimated cost:

\$4,000–\$8,000

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## **Medium Travel Agency**

Staff: 10–50

Recommended hardware:

CPU: Xeon or EPYC

RAM: 128GB

Optional GPU: NVIDIA RTX 4090

Estimated cost:

\$8,000–\$20,000

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## **Large Consolidator Office**

Staff: 50+

Recommended hardware:

GPU: NVIDIA L40 / A100 / H100

Estimated cost:

\$25,000–\$80,000

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## **8. Maintenance and Support Model**

PanAuro provides:

- AI software updates
- AI model updates
- Remote monitoring
- Security updates

PES provides:

Core infrastructure maintenance

Channel partners provide:

- Customer support
- Training
- Deployment coordination

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## **9. Channel Partner Deployment Responsibilities**

Channel partners follow this process:

- Step 1 — Identify target customer
- Step 2 — Conduct customer introduction
- Step 3 — Submit deployment request to PanAuro
- Step 4 — Coordinate hardware installation
- Step 5 — Support customer onboarding

PanAuro manages technical infrastructure.

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## **10. Pricing Model (Reference Framework)**

Typical pricing:

Small agency:

\$1,000/month

Medium agency:

\$3,000/month

Large agency:

\$5,000–\$10,000/month

Final pricing determined based on deployment scope.

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## 11. Revenue Sharing Model (Reference)

Example:

PanAuro: 60%

Channel Partner: 25%

PES Infrastructure: 15%

This model supports sustainable ecosystem growth.

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## 12. ROI Analysis Example

Typical agency staff cost:

\$60,000 per employee per year

AI efficiency gain:

30%

Annual savings:

\$18,000 per employee

AI system cost:

\$12,000/year

Net positive return:

\$6,000/year per employee

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## 13. Scaling Model

System scales easily:

- Add additional offices
- Increase AI compute allocation
- Upgrade edge hardware

PanAuro and PES infrastructure supports unlimited scaling.

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## 14. Competitive Advantages

PanAuro provides:

- Enterprise-grade infrastructure
- Hybrid edge and data center architecture
- Channel partner deployment model
- Dedicated AI infrastructure

Unlike software-only competitors, PanAuro provides complete enterprise AI infrastructure.

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## 15. Deployment Checklist (Channel Partner Quick Guide)

Channel partner checklist:

- Identify target customer
- Collect office information
- Submit deployment request

Coordinate hardware installation  
Support customer onboarding

PanAuro handles AI infrastructure.

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## **End of Handbook**

PanAuro Technology Holdings, Inc.

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