

AIRLINE DISTRIBUTION UPDATES

Weeks 9 & 10, 2024

This edition contains news on:

- Qantas
- Qatar Airways
- American Airlines
- Ryanair
- United Airlines
- Air France-KLM
- Amadeus
- Travelport
- Sabre



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Qantas introduces Price Guarantee Ticketing Time Limit (PGTTL) via NDC

Qantas's new PGTTL guarantees prices including fares, taxes, and surcharges, offered by agents to customers to remain unchanged for up to five days. It is applied when travel agents shop and book NDC content via the Qantas Distribution Platform. Qantas is one of the first airlines worldwide to offer a price guarantee for NDC.

Benefits of the PGTTL:



Travel Agent:

Reduced workload since no need to reprice bookings before the guarantee expires



Traveller:

Ability to finalise other travel arrangements while air ticket prices remain unchanged

Amadeus full year financial reports show distribution growth in 2023

Amadeus reported full-year results with improvements in distribution KPIs. In 2023, Amadeus signed 60 new contracts and distribution agreement extensions with OTAs, tech companies, and airlines.

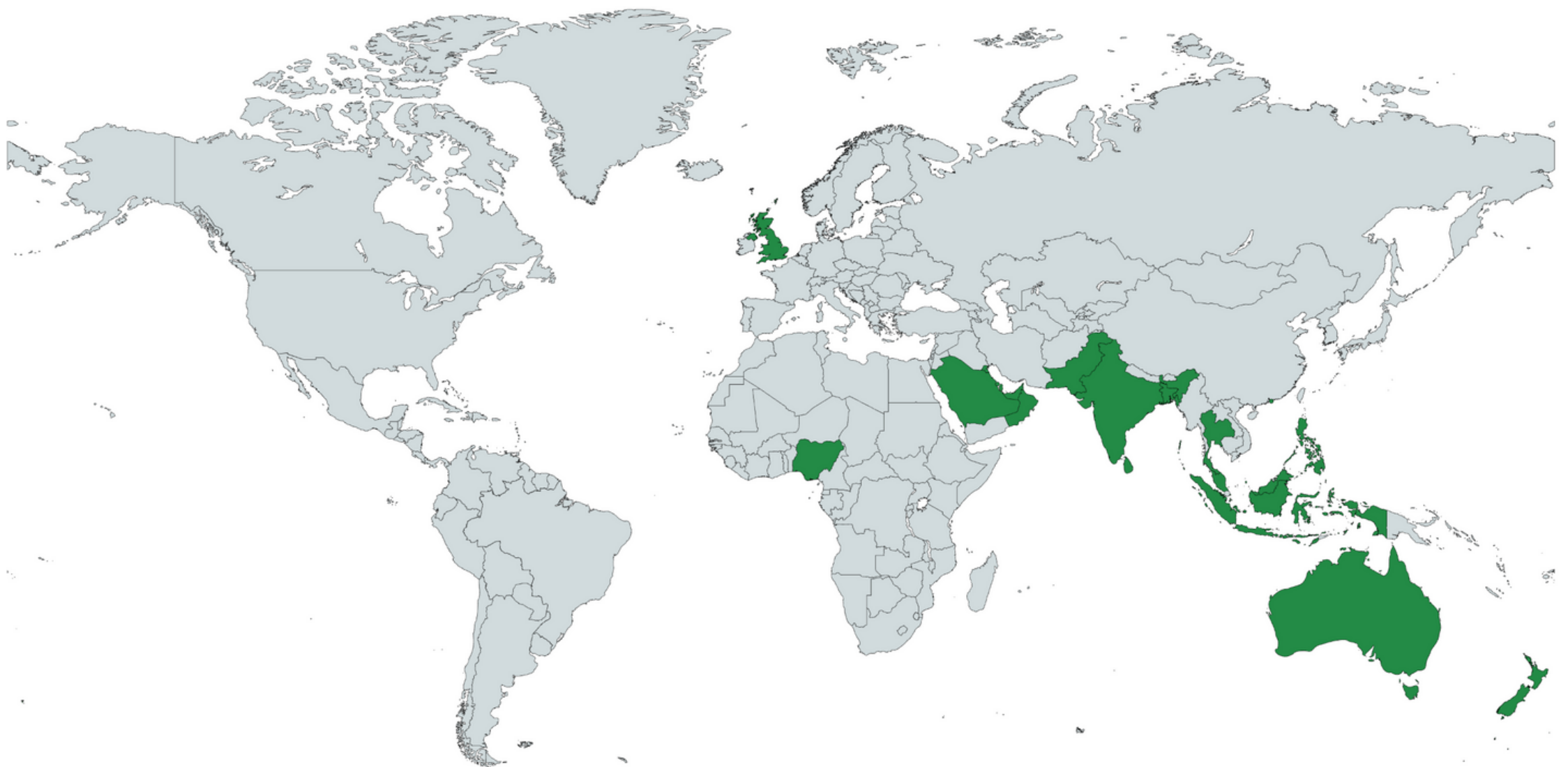
Distribution highlights from the financial report *(for the financial year ending 31.12.2023)*

	FY 23 results	Change vs FY 22
Air distribution revenue	€2,655 million	+14%
Air distribution bookings	450 million	+24%
Average revenue per booking	€5.9	+9%

Travelport announces distribution of Qatar Airways' NDC content on Travelport+ platform

Travelport joins Amadeus and Sabre in distributing Qatar Airways' (QR) NDC content. The recent announcement states that QR's NDC content and servicing capabilities will be available soon on its Travelport+ platform.

Initial geographical rollout (with worldwide rollout to follow):



ASTA responds to American Airlines' (AA) revamped mileage and loyalty program

AA's changes to its mileage program state that only content booked directly, via 'preferred' agents, via AAdvantage business members, or contracted corporates will earn miles and points. ASTA believes AA has 'disregard' for travel agents and is forcing high NDC adoption in an industry that is not yet NDC ready.

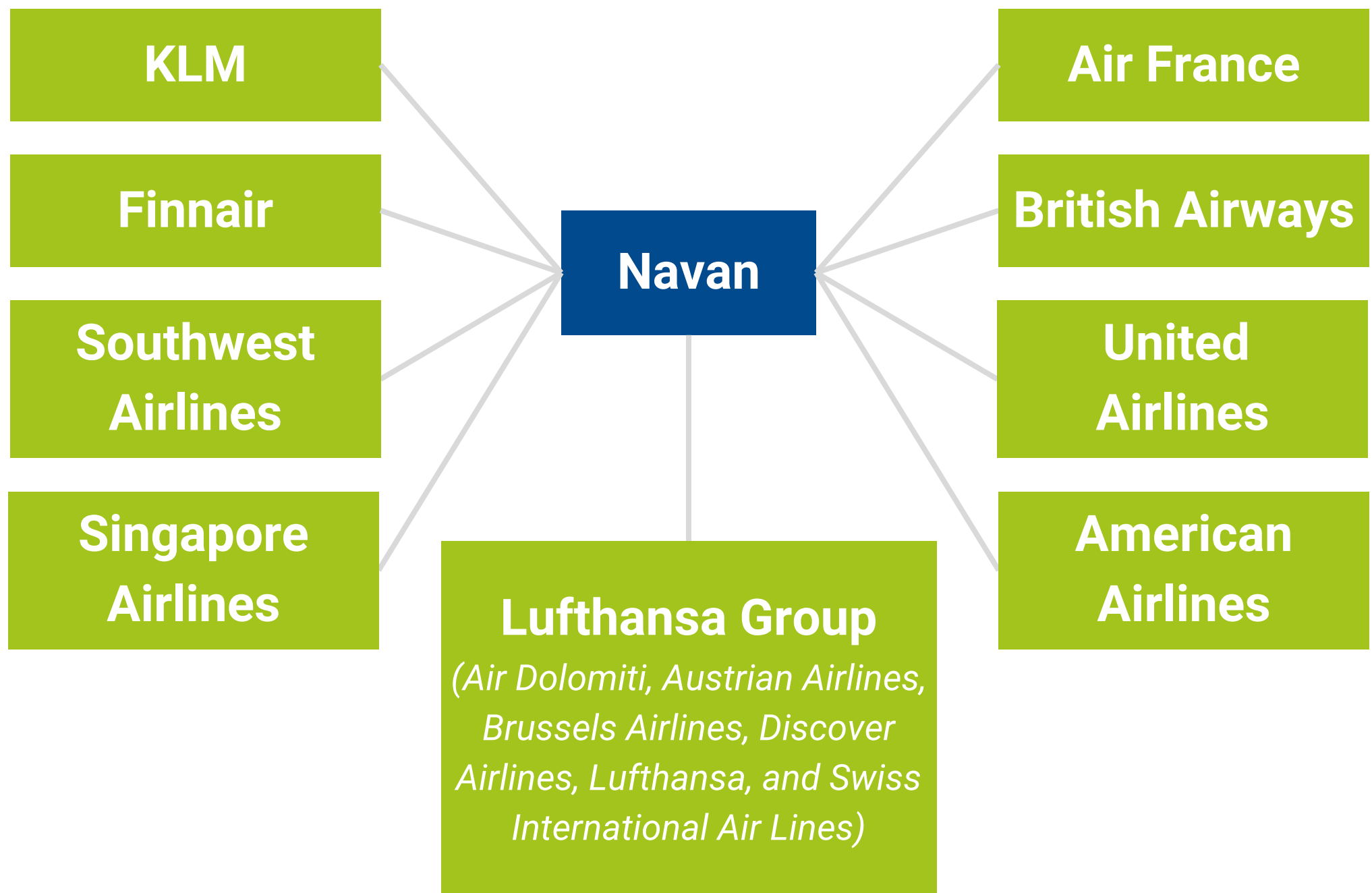
Ryanair signs distribution deal with Kyte

Ryanair's partnership with Kyte enables Kyte's corporate travel sellers to access Ryanair's content. Kyte, providing travel sellers access to airline fares via APIs, is the first official non-GDS distribution partner. The content offered via Kyte is similar to the content accessible via GDS, where the lowest three fare brands are not offered.

Navan integrates United Airlines' NDC content via direct connect

Navan has enabled United's NDC content via a direct connection, which includes continuous pricing.

Airline NDC connections enabled with Navan



Air France-KLM enables NDC content on Thomalex

Thomalex is a travel tech company providing booking tools and solutions to SMEs and TMCs. Air France-KLM will provide Thomalex with its NDC content, joining the likes of Lufthansa Group, LATAM, Emirates, and others.

Sabre announces a series of partnerships

- 1. SAP Concur:** Sabre becomes the first GDS to enable NDC content for corporate travelers via SAP Concur.
- 2. Atriis:** As per the partnership, Sabre will provide NDC content to corporate clients connected to Atriis, starting off with a U.S. American TMC, Altour.
- 3. Duluth Travel:** Sabre has signed a multi-year GDS agreement with Duluth, a TMC specializing in governmental travel.