



# TRAVEL DISTRIBUTION AND RETAILING UPDATES



**THIS EDITION CONTAINS NEWS ON:**

Azerbaijan Airlines | Air France-KLM | Delta Air Lines | Lao Airlines |  
Sabre | Ethiopian Airlines | Emirates | Navan | Booking.com |  
BizTrip.AI | Etraveli | Wenrix | ARC | AirGateway | Brex



# AZERBAIJAN AIRLINES ADOPTS ACCELYA'S FLX SELECT PRODUCT

Azerbaijan Airlines (AZAL) is set to provide NDC using Accelya's 'FLX Select' product, which aims to connect NDC to airlines in 90 days.

The product, launched in 2024, is a 'rapid-to-deploy' service for carriers seeking a standardised SaaS-like package. Out of the box, it offers desired capabilities and connectivity to several aggregators.

FLX Select is part of the FLX ONE suite. FLX ONE is an API-driven platform built in AWS, aiming to support the full Offer-Order-Settle-Delivery set of capabilities.

## Recent FLX Select airline customers announced

Azerbaijan Airlines

January 2026

Ethiopian Airlines

November 2025



## **AIRFRANCE AND KLM EXPAND NDC INTERLINE WITH DELTA**

Air France and KLM have expanded their NDC offers to include trips that connect with Delta Air Lines flights. Delta does not yet sell flights via NDC, but Delta-marketed flights within the Americas and Caribbean can now be booked together with Air France or KLM transatlantic flights through Air France-KLM's NDC channels. These combined trips are issued on a single ticket, with availability rolling out gradually depending on the booking platform.

## **LAO AIRLINES ENTERS STRATEGIC PARTNERSHIP WITH SABRE**

Lao Airlines has signed a 10-year strategic agreement with Sabre, under which the carrier will adopt the SabreSonic PSS. The agreement also extends Lao Airlines' distribution partnership with Sabre, ensuring the airline's continued participation in SabreMosaic Travel Marketplace (GDS).

# SABRE ONBOARDS TECH PROVIDERS TO MOSAIC

Five technology providers have entered into partnerships with Sabre Mosaic, gaining access to NDC content from 42 airlines. The integrations enable users of these technology providers to shop, book, and fully service NDC content from connected airlines.

Last year, Sabre announced the launch of its SabreMosaic™ Travel Marketplace, which is designed to reduce content fragmentation for travel agencies.

## Tech providers connecting to Sabre Mosaic



# NAVAN ANNOUNCES NEW NDC INTEGRATIONS

01

**Emirates** has established a direct NDC connection with Navan. The connection provides Navan users access to Emirates' 'full range of fares, ancillaries, and premium services'. With the addition of Emirates, Navan now has direct NDC connections with 24 airlines.

02

Navan and **Booking.com** have expanded their partnership through an enhanced API integration, enabling access to more inventory, including properties in remote locations.

Last year, Navan made big moves, including filing for an IPO and stopping sourcing NDC content via GDSs, citing quality issues and shifting entirely to direct airline NDC connections.

## AI UPDATES

**Sabre** has acquired a minority stake in **BizTrip.AI**. As part of the investment, the two technology providers are collaborating on the development of 'AI-powered corporate travel assistants'. BizTrip.AI is an agentic AI company focused on corporate travel management, launched in 2025. The company is currently running pilots of its AI solutions, with a public rollout expected in Q2 2026.

Booking platform **Etraveli** has acquired **Wenrix**, a B2B AI company. Wenrix's technology supports travel sellers (OTAs and TMCs) with flight price prediction, automated order processing, and flexibility around cancellations and changes. Wenrix will continue to operate independently within the Etraveli Group.

**The deal's estimated value is**

**200-300 M USD**

## MORE INDUSTRY UPDATES

**ARC** has launched a new orders-based reporting and settlement system. The release of the first phase supports settlement of orders with cash transactions and is designed to work across both NDC and EDIFACT distribution. ARC has built the system cohesively with its advisory council of airlines, travel sellers, and technology providers.

NDC aggregator **AirGateway** has entered into a partnership with **Pipeline Software**. Under the agreement, AirGateway's NDC API will be integrated into Pipeline's B2B and B2C booking platform, Orbis, giving travel agencies in Spain and Portugal access to AirGateway-sourced NDC content.

Financial services company **Capital One** will be acquiring **Brex**, a spend management company. Capital One plans to integrate Brex into its Capital One Travel portal. In 2023, Brex combined its expense management capabilities with travel functionality. The deal is valued at 5.15B USD.



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- Structured, flexible and customizable, modular approach to distribution strategy solutioning
- Audits that offer airlines solutions to specific problems in GDS and NDC distribution
- Offer-Order transformation approach

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