

# Trade flights booking system

Our platform that's ready for NDC-connectivity at your pace – now that's a valuable investment into your future.



## Drive revenue

Non-managed accounts have easy access to create bookings online 24/7, creating more opportunities for booking growth.



## Improve service

Customers can easily quote, book, manage, pay and ticket airfares online with ease, thanks to the system's mass of automations.



## Optimise effectiveness

By removing time-consuming account management from your teams, they can focus on proactive sales more effectively.



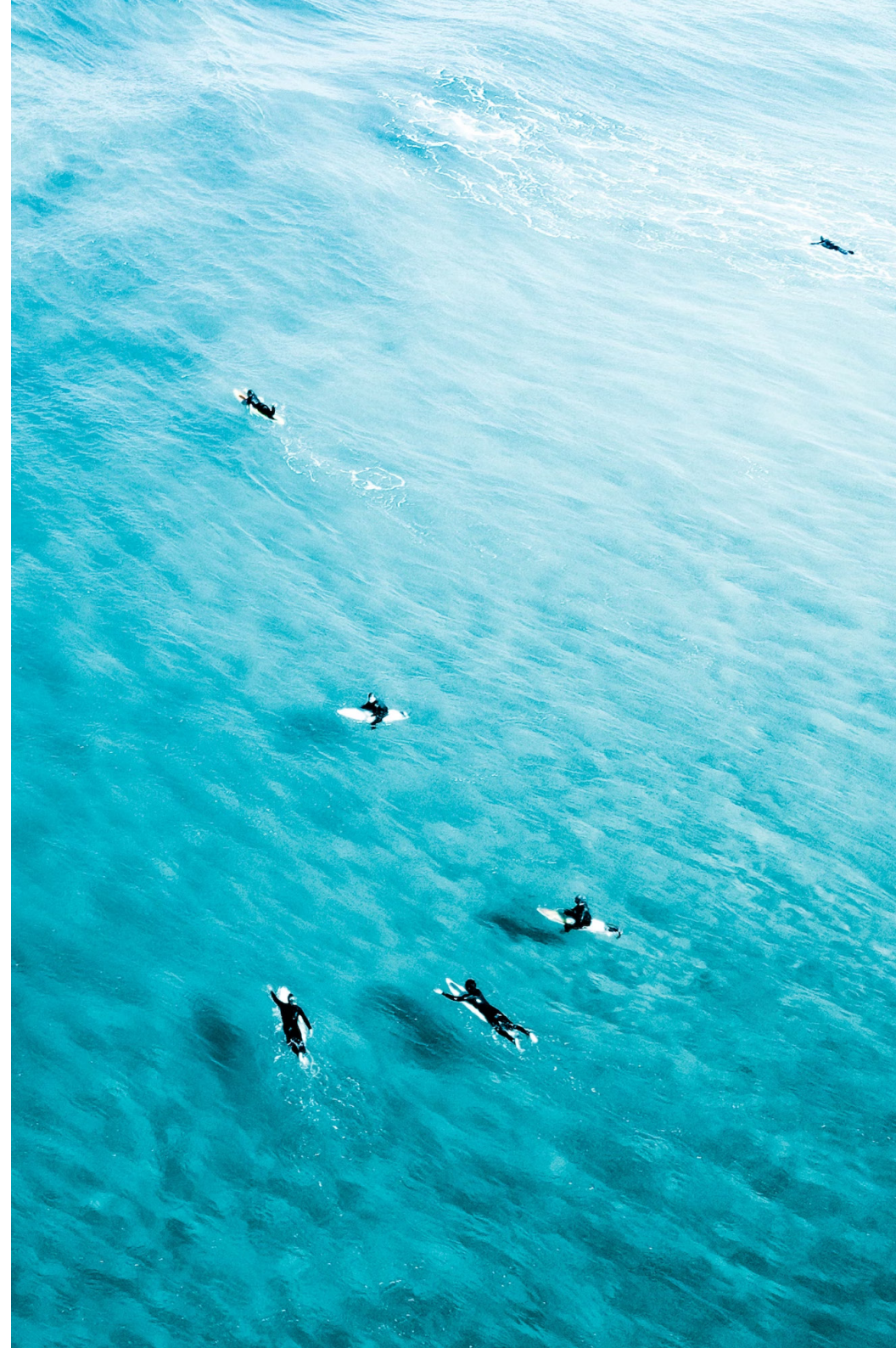
## Reduce costs

Along with reducing your GDS distribution costs, you'll be able to ensure mass-market NDC adoption immediately – or whenever you're ready.



## Ensure compliance

By funnelling bookings through one central source, it's far easier for you to make sure they comply with sales policies.





### **Scenario**

The airline wanted to increase online sales and widen market reach for their in-house consolidator brand, whilst reducing costs.

### **Gateway**

We took over the running of the brand, based on a proposal covering operations, technology, marketing and financial considerations. The solution included:

- ① Creation of a new fully branded website and tailored Flights booking system, allowing the provision of more online services and back-office system integration.
- ① Dedicated teams including Sales, Customer Support and Marketing.
- ① Service fee and commercial agreement structures for key accounts.

### **Outcome**

- ① No upfront costs and reduced costs overall.
- ① Business was transferred with no loss of continuity.
- ① Online bookings increased from 20% to 80% of total business.
- ① The system is ready to adopt NDC at the airline's pace.