



STRATEGIC PARTNERS PRIVILEGES

BENEFITS WITH BASE FEE

- Forge a **broad network** of international contacts (airlines and various stakeholders)
- Be recognised as a **valuable supporter** of IATA and the air transport industry
- **Promotion** through the Partner Brief newsletter
 - The Partner Brief newsletter informs the air transport community about the various suppliers and service providers who have in their best interests the future of the industry. It is produced quarterly and sent electronically to over 13,500 airline contacts. To be added to our distribution list or to send us your inclusion for the next edition, write us at partnership@iata.org
- Inclusion in the **IATA Strategic Partners directory**
 - This listing is a reference guide designed to inform the airline community and industry players about IATA Strategic Partners' products and services. This directory is distributed to about 2,500 airline contacts including executives. Write us to receive your copy partnership@iata.org or visit www.iata.org/sp to view the online version
- **Exposure** on the IATA Strategic Partnerships Web site www.iata.org/sp/partners
- **Partners Press Releases** are posted, sharing their most recent news www.iata.org/sp/pressreleases
- Preferential approach for **sponsorship and exhibition** opportunities www.iata.org/events
 - Stimulating forums are provided covering key activities in the aviation industry. The conferences consistently attract international delegates
- **Discounts** on:
 - **IATA Commercial Events and delegate fees**
In their role as delegates or exhibitors, IATA Strategic Partners are entitled to preferential rates. www.iata.org/events
 - **Advertising in IATA publications / Web downloads**
IATA publishes a variety of industry-related publications, and advertising opportunities are available at a preferential rate for Strategic Partners. By advertising, you promote your company and its products and services, and you can target specific markets advertising@iata.org
 - **Purchasing IATA publications**
IATA Partners benefit from preferential rates on most IATA publications. You may view and purchase publications on the **IATA Online Store** www.iataonline.com/store/default
 - **Meeting facilities** rates in the IATA Geneva and Montreal Conference Centres
Looking for a meeting room in Montreal or Geneva? You are entitled to preferential rates on meeting facilities in the IATA Geneva (conferencd@iata.org) and Montreal (reception@iata.org) conference centres
 - **Courses** (classroom and online) given by the IATA Training & Development Institute www.iata.org/training
 - **IATA Clearing House (ICH)**
The IATA Clearing House enables the world's airlines and airlines-associated companies to settle their interline billings in a timely, secure and efficient manner. By offsetting their mutual transactions through the IATA Clearing House, participating companies can reduce bi-lateral and multi-currency transactions for passenger, cargo, UATP and miscellaneous charges to one single payable or receivable amount. Airline-associated companies can also join the Clearing House to settle accounts for services provided by them to over 316 airlines. Contact macneillb@iata.org to learn more about the discounts offered to IATA Strategic Partners www.iata.org/ich
- Possibility of **partnering with the IATA Training Development Institutes** www.iata.org/sp
- Possibility of **becoming a Consultant for IATA** www.iata.org/sp
- **NEW!** Referral Programme: Extend a membership invitation to your business partners (whether technical, operational or strategic), in order to build on potential synergies and strengthen the Strategic Partnerships network and receive:
 - one free delegate pass IATA commercial conference in your area of involvement www.iata.org/events **Or**
 - one free IATA Training and Development Institute training seat, subject to space availability in the yearly course calendar www.iata.org/training/calendar