



STRATEGIC PARTNERS PRIVILEGES

BENEFITS WHEN SELECTING AT LEAST ONE SERVICE AREA

- Exclusive use of IATA **Strategic Partner** logo



- The Strategic Partners logo has been developed to reflect the growing, integral role and status of IATA Strategic Partners within the organisation. The logo possesses substantial value and can help IATA's Partners to gain recognition and respect within the aviation industry www.iata.org/sp
- **Influence** the future of the air transport industry by participating in Service Area meetings
- Access to **IATA Subject Matter Experts** in the selected Area
- Gain **valuable expertise** and knowledge
- Assist in the **development of industry standards** and technical business solutions
- **Facilitate implementation** of these standards through industry channels
- Featured in the Strategic **Partners listing** in some IATA publications and regional IATA Web pages
- Possibilities of **exclusive sponsorship and exhibition opportunities** at major key events (WATS/AGM, OPC, etc) www.iata.org/events
- Discounted travel
 - Strategic Partners can take advantage of **discount business travel** when attending IATA meetings and conference. Write us to know more partnership@iata.org
- One (1) **free seat** per Partner company per year to any IATA course, space permitting www.iata.org/ps/training
- One **50% discount** on second seat to an IATA course www.iata.org/ps/training
- Opportunity to **test new concepts/products** and get industry feedback through Strategic Partnerships Opportunity Development (SPOD) www.iata.org/sp
- Exclusive access to the **Strategic Partnerships Private Site** where Partners are able to bid on industry related Requests for Proposals (RFP) www.iata.org/sp/privatesite **NEW!**
- Inclusion in **IATA's Procurement list of preferred suppliers** for possible opportunities to participate in future tender programmes www.iata.org/sp/privatesite **NEW!**

