



# IATA BILLING AND SETTLEMENT PLAN (BSP)

IATA's BSP is a system designed to facilitate and simplify the selling, reporting and remitting procedures of IATA Accredited Passenger Sales Agents, as well as improve financial control and cash flow of participating airlines. IATA's BSP is a worldwide system that operates in some 170 countries and territories. In 2010 IATA BSPs processed \$221 billion with a 99.963% success rate.

## Benefits for Airlines

- BSPs provide access to a global distribution network of IATA accredited travel agents who have signed a single standard Sales Agency Agreement with IATA
- Outsourced agent verification services including financial evaluation and monitoring
- Reliable credit management with a collection rate of 99.9%
- Access to a single standard interface for invoicing and payment between agents and airlines
- Protects IATA members in case of violation of the Passenger Sales Agency Agreement or fraudulent practices

## Benefits for Agents

- Access to approximately 230 IATA airline members using a single standard Sales Agency Agreement
- Authorization to sell international and/or domestic tickets on behalf of the airlines
- Access to a single standard interface for invoicing and payment between the agent and multiple airlines and transport providers
- Global travel industry recognition through an "IATA Numeric Code" that provides a unique identifier for the agent
- Global confidence through use of the IATA logo and branding displayed on travel agents' premises and websites
- Provides standard procedures which ensure fair and uniform standards in all dealings with the airlines

## Ancillary Benefits to the Global Economy

- Helps to promote socio-economic development
- Facilitating trade and exchange of goods and services
- Job creation and manpower development

## IATA BSPs in Nigeria – a growing success

- BSP Nigeria started operations in 1 July 2008
- There are currently 26 airlines (including 2 local carriers) participating in the BSP
- There are currently 507 IATA Accredited Agents participating in the BSP
- Since inception to date, over 1.4 million tickets have been issued with a value of approximately \$1.8billion
- The BSP has increased the market growth by 50-65% year on year since inception and is set to continue this positive trend given Nigeria's population of over 150million people
- BSP operations in English speaking West Africa also extend to Ghana, a market doing very well since the introduction of the BSP in August 2009. This regional coverage can facilitate expansion and the route planning for airlines