



## BSP Germany – Handling / Processing of COMMISSION

### 1. General

When an airline will grant commission to IATA agents, the carrier will normally agree percentage COMMISSION RATES (CORT) with the IATA agent. The IATA agent will report the applicable %-rates with the ticketed transactions, via the GDS used (AGTD, SABR, WSPN, GDSL, FLGX, DERD).

*NOTE: Features regarding the processing of Commission Amounts (COAM) instead of Commission Rates are also available, see section 4.*

### 2. Monitoring reported Commission Rates by the BSP System (“Check Commission Rate Indicator” y/n)

The BSP system maintains a table of commission rates ranging between 0 (zero) and 9 per cent.

0	1	2	3	4	5	5,5	6	6,5	6,7	7	7,5	8	8,5	9
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As a standard (feature in the BSP System, reported rates will be checked against this table and if the reported rate is found, the transaction will be processed using such rate. If the reported rate is not found in the table, the reported rate will be set to 0 (zero) %. By default the monitoring is set to ‘y’.

### 3. Carrier specific monitoring of Commission Rates

- a) “Open Commission Scheme”,  
to offset the standard check (as per 2) for one carrier, for all IATA agents.  
Carriers wishing to participate in this scheme are requested to subscribe by sending their request in writing to IATA Frankfurt, where set up in the system will be made accordingly, with immediate effect. This service is free of charge. Mailto:[Info.de@iata.org](mailto:Info.de@iata.org).
- b) Enhanced “Open Commission Scheme, Qualified”  
to offset the standard check (as per 2) for one carrier, by selected individual IATA agent(s)  
Carriers wishing to participate in this scheme are requested to subscribe by sending their request in writing to T-Systems, e-mail address: [ASO.Team@T-Systems.com](mailto:ASO.Team@T-Systems.com).  
A one time cost per agent-set-up will apply. Details provided by T-Systems upon request.
- c) “Commission Capping Schemes”  
Tailored methods to serve individual needs of carriers by various solutions.

Process:

- Under the 5 capping schemes described in the following, commission rates are checked during the daily data capture procedures and converted to the Airline-defined rate.
- All conversions will be flagged with a specific “Error Code”. The Error Code is issued in the periodical Error Report to Agents and in the Agent Billing Analysis in the column “Comments”.
- All converted documents are issued in an Excel compatible file, which is sent to the Airline monthly, via e-mail.

Schemes / Methods available:

- **Standard Commission Capping**  
recommended for carriers, wishing to cut the commission of all documents to a certain fixed percentage rate (e.g. 0%)
- **Commission Capping Enhanced**  
recommended for carriers, who require a specific commission check triggered by the Tour Code Information
- **Commission Capping Enhanced Plus**  
recommended for carriers, who require a specific commission check triggered by routing (Europe, Intercontinental)
- **Commission Capping Extended**  
recommended for carriers, who require a specific commission check triggered by ticket routing (origin = DE Y/N).
- **Commission Capping Individual Solutions**  
recommended for carriers, who require a more specific commission based on individual parameters

Subscription and Cost: Carriers wishing to participate in this scheme are requested to subscribe by sending their request in writing to T-Systems, e-mail address: [ASO.Team@T-Systems.com](mailto:ASO.Team@T-Systems.com). Cost details and more information on individual solutions will be provided by T-Systems upon request.

#### 4. Reporting of Commission Amounts (COAM), instead of Commission Rates

The System of BSP Germany as an alternative to reported Commission Rates ("CORT") provides the possibility to process absolute Commission Amounts ("COAM"), reported by IATA agents. The feature applies to Electronic Tickets (ET), VMPDs, VMCOs (MD50), und Refunds.

##### a) Pre-Conditions

- Whether or not an airline will accept COAM reporting by IATA agents must be reconciled by the IATA agent with the affected BSP carrier(s). Under no circumstances must an IATA agent report COAMs for BSP processing without having obtained the express approval of the affected carrier(s).
- Whether or not the GDS(s) used by the IATA agent will provide pertaining features, to capture and report COAMs to the BSP, must be clarified by the agent (FYI: airlines are being made aware of the new feature and are encouraged to likewise obtain appropriate information from the GDS, their end.)

##### b) Synchronous Reporting of COAM and CORT

When both COAM and CORT are reported in one transaction, the COAM, according to IATA Data Interchange Specifications Handbook (DISH) will have precedence over the CORT, with following consequences:

The BSP System will regularly validate reported CORTs and in given cases adapt to values according to carrier prescriptions, in terms of capping or adaptation to different values. All monitoring features as described under 3) above will be dispensed, as soon as a COAM has been reported in a transaction.

##### c) Other Important Informationen

- For mere information purposes, the system will calculate CORT from reported COAMs and show both values on the Airline Billing Analysis (additional note under "comments"). As such, there will be no change to the usual layout of the report, nor on the HOT.
- Should you maintain so-called NET REPORTING (NR) agreements with certain IATA agents please be aware that using COAM-reporting does not constitute Net Reporting in the sense of the IATA Data Interchange Specifications Handbook (DISH) or the BSP system respectively.