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# What is the state of IT provider readiness?

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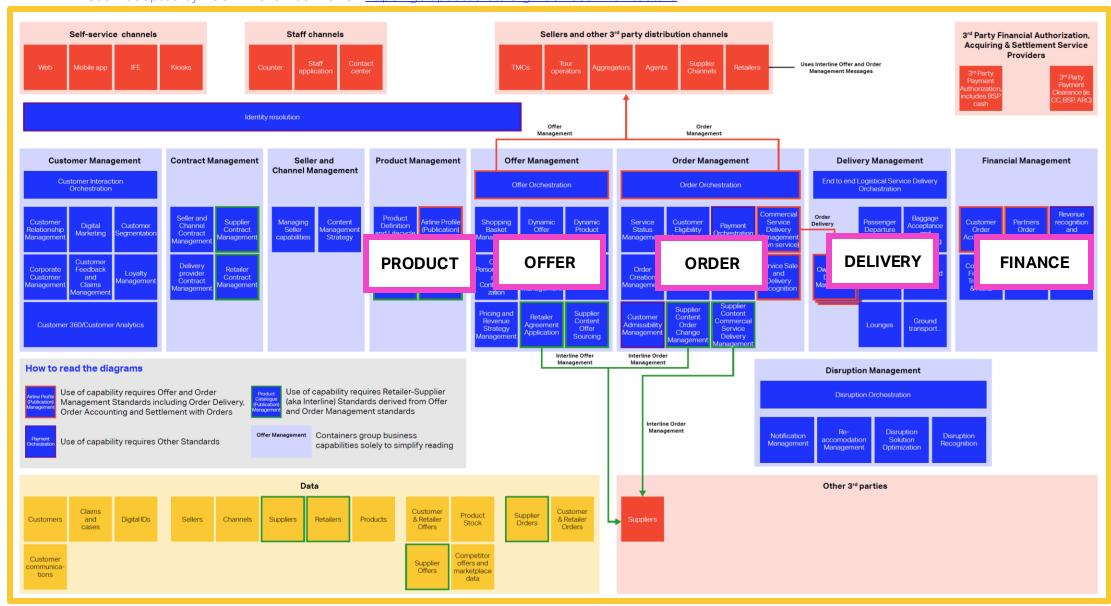
## This is a massive airline system transformation

Fares **Product Management** Revenue Fare-based Decommissioned, replaced by Management & **Pricing Engine** Pricing tools **Dynamic Pricing** Inventory & Offer **Dynamic Bundling Availability** Management Stock Keeper & **Availability** Reservations (PNR) **PSS** Decommissioned, replaced by Order Management Tickets & EMDs Departure Control Delivery using Orders Transformed by (DCS) **Order-based Accounting** Revenue Decommissioned, replaced by and Settlement Accounting



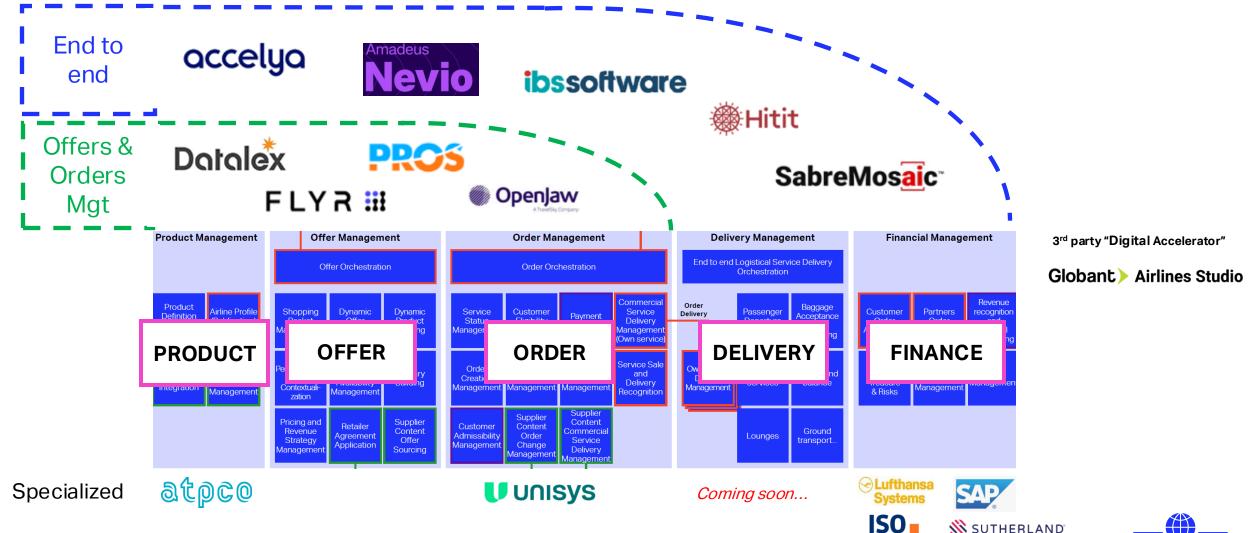
## End state scope defined by the industry

IATA RP 1786a – adopted by PSC in November 2023 - https://go.updates.iata.org/Business-Architecture





### IT Vendors are working on Offers & Orders solutions







## IT vendors are showing strong commitment

INVESTING
100s
OF MILLIONS

Transformation program is TOP PRIORITY

All support

MODULAR

ARCHITECTURE

INTERLINE TRANSLATORS

are being built to enable legacy interline interoperability IT IS REAL

14 IT Providers each replied on average to

7

AIRLINE RFI/RFP

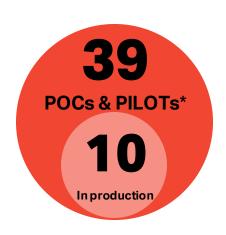
POCs & PILOTs\*

In production



## IT vendors are testing core capabilities with leading airlines

Number of	Product Mgmt.	Offer Mgmt.	Order Mgmt.	Offers & Orders-based Interline	Financial Mgmt. (Order accounting)	Delivery Mgmt. (Future of DCS)
Non-production Airline POCs & Pilots	5	13	15	11	11	< 3
Airline Pilots in Production	< 3	7	3	-	< 3	-



#### Source: IT Provider survey, June 2024, IATA Consortium.

A POC/Pilot represents an Airline-IT Provider pair engaged in a proof-of-concept or pilot implementation (in progress or completed). A single airline POC/pilot covering several domains is counted once in each business domain.

One IT Provider often runs several POCs/Pilots, and one airline could be part of several POCs/Pilots.



### Offers & Orders solutions\* deployment roadmap



2024-2025

#### Set-Up

- Development of core capabilities
- Testing of "legacy translators"
- Various pilots



2028-2030+

#### Industrialization

- Final modules available: Interlining, delivery & disruption management
- Leading airline implementations become mainstream
- Follower airlines begin their implementations



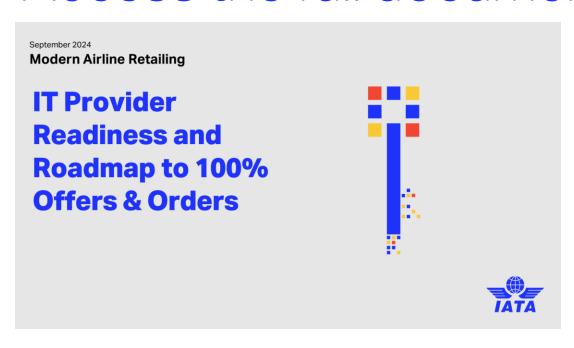
2026-2027

#### First live airlines

- Leading providers will have fully operational Offer & Order Management systems including "legacy translators"
- Leading airlines will process their first Orders



#### Access the full document



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## Thank you



