

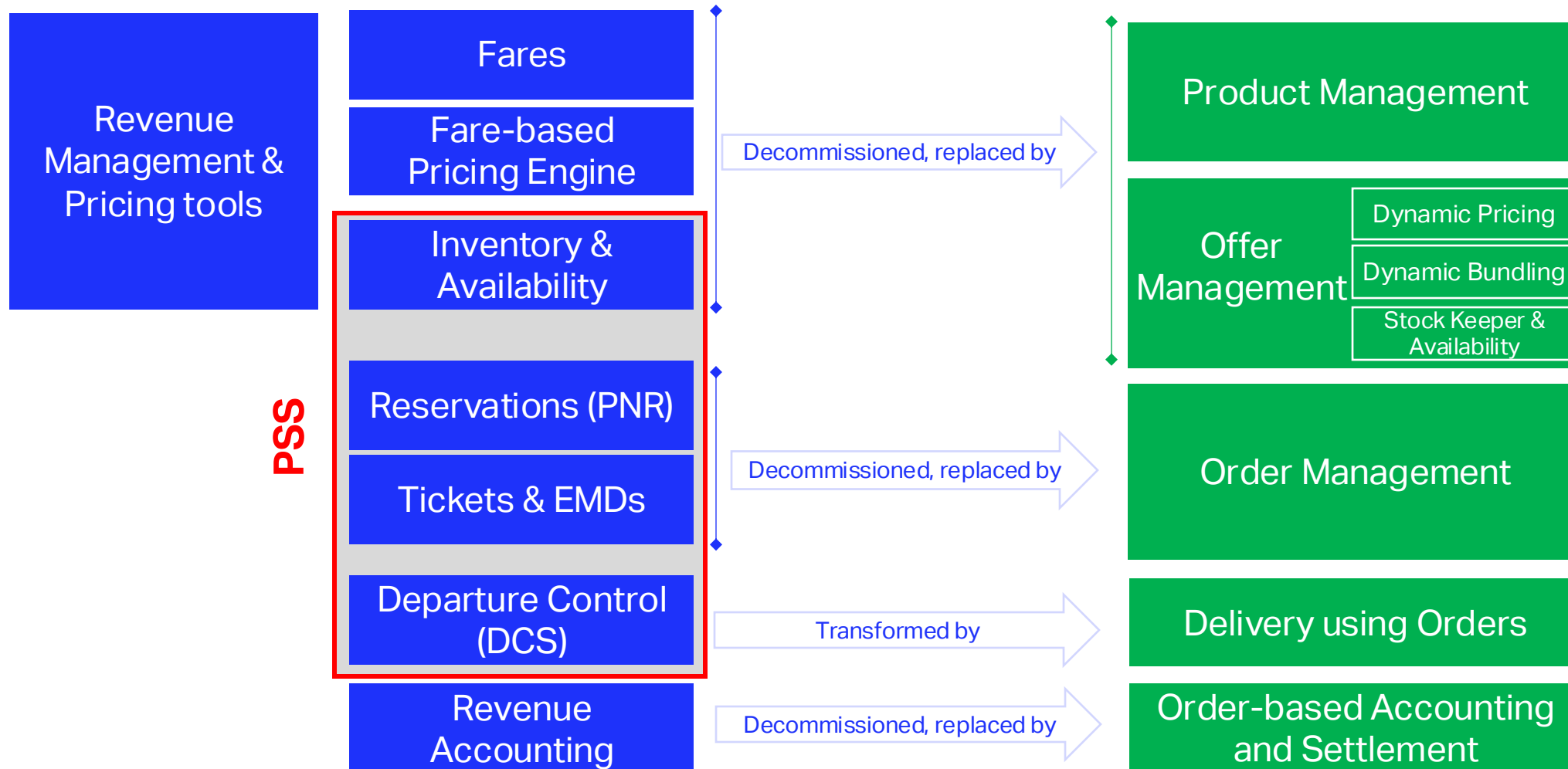
What is the state of IT provider readiness?

Sebastien Touraine
Head Airline Commercial System
IATA

#IATAWPS #IATAWFSWPS

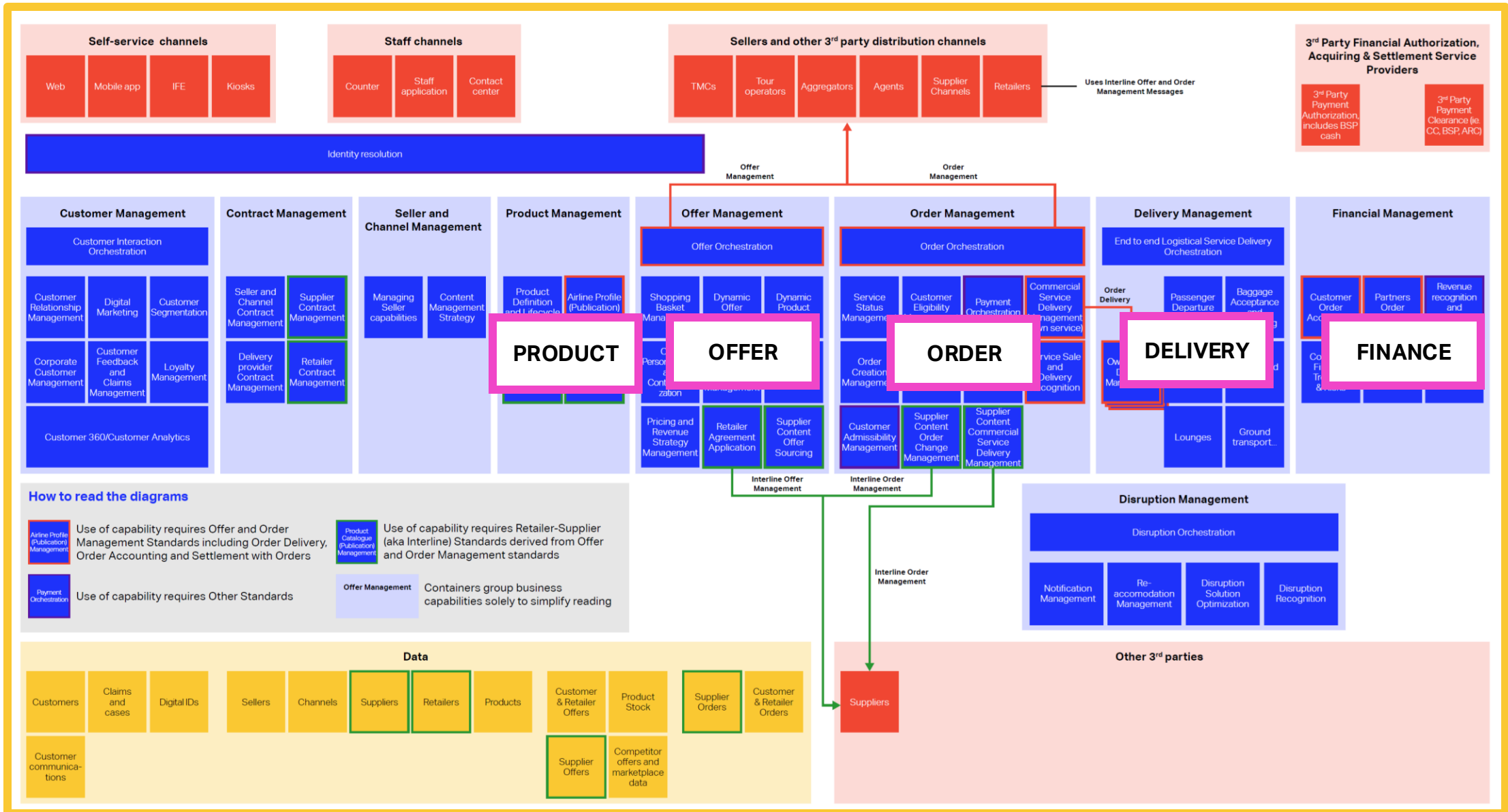


This is a massive airline system transformation

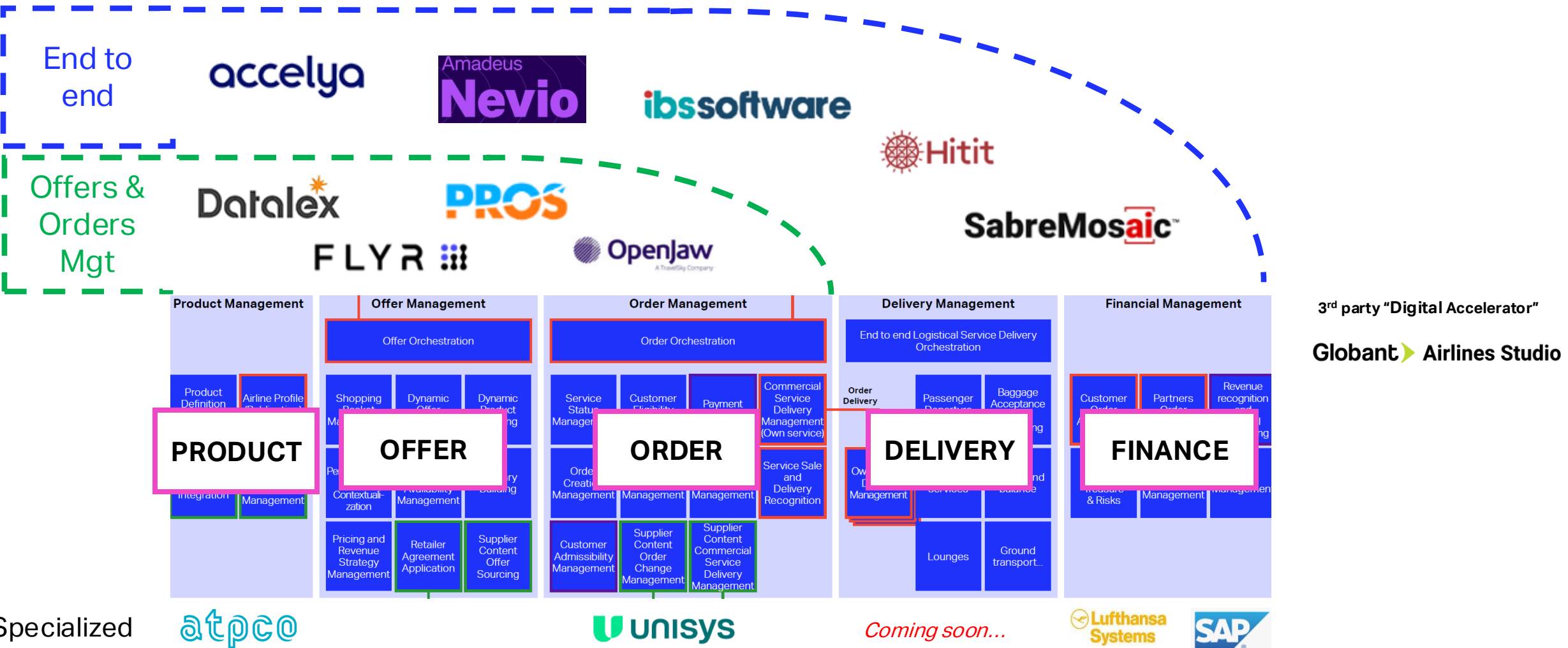


End state scope defined by the industry

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

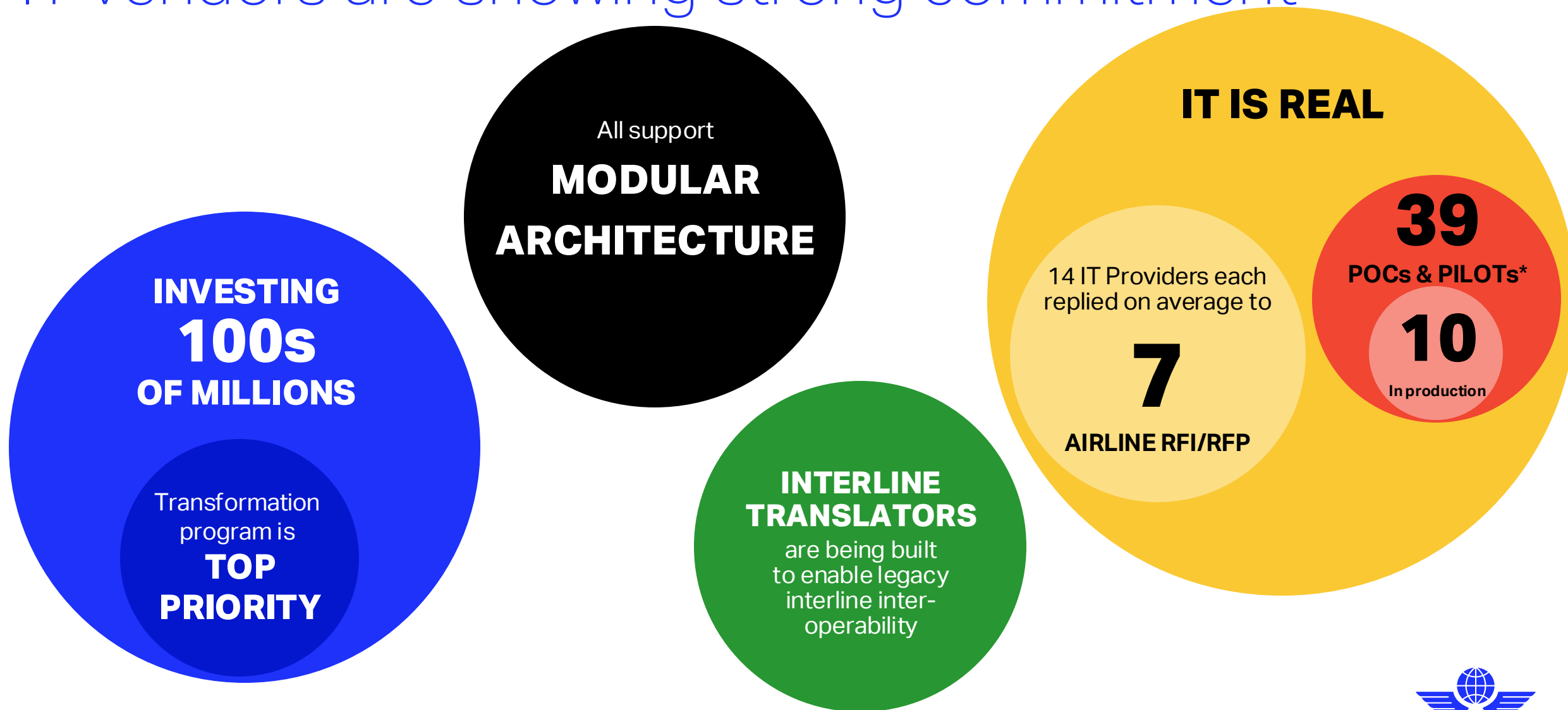


IT Vendors are working on Offers & Orders solutions



This is a non-exhaustive list of IT Providers
Mapping based on IATA Business Reference Architecture RP1786a [iata.org/Reference-Architecture](https://www.iata.org/Reference-Architecture)
Sources: IT Provider Surveys (IATA Consortium- June 2024) or IATA ARM index registry (Order Accounting capabilities) or publicly available information

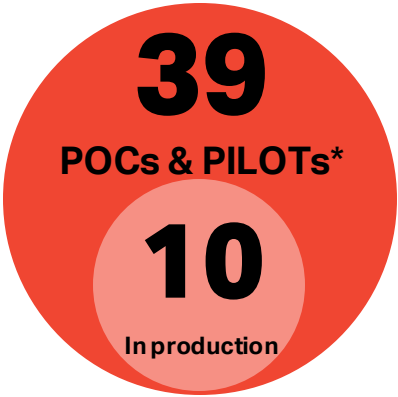
IT vendors are showing strong commitment



2024 IT Provider Survey:

IT vendors are testing core capabilities with leading airlines

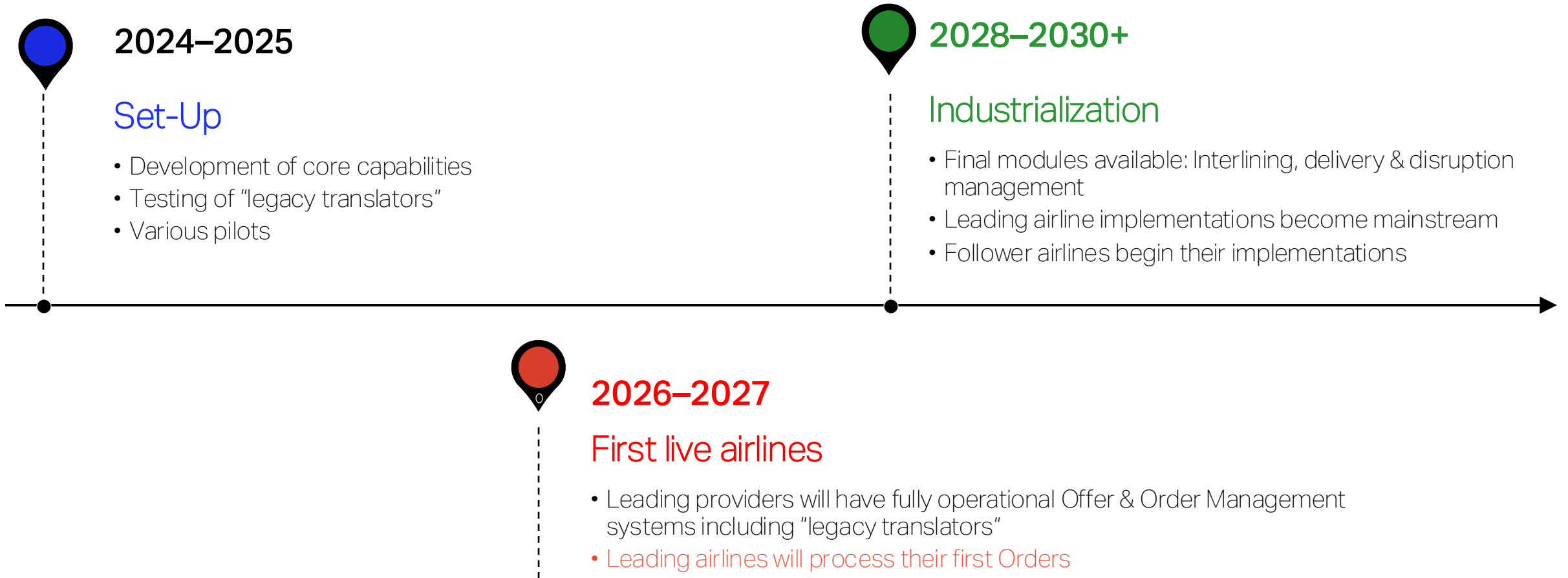
Number of	Product Mgmt.	Offer Mgmt.	Order Mgmt.	Offers & Orders-based Interline	Financial Mgmt. (Order accounting)	Delivery Mgmt. (Future of DCS)
Non-production Airline POCs & Pilots	5	13	15	11	11	< 3
Airline Pilots in Production	< 3	7	3	-	< 3	-



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



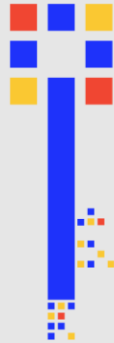
2024 IT Provider Survey:

Access the full document

September 2024

Modern Airline Retailing

IT Provider Readiness and Roadmap to 100% Offers & Orders



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Thank you

