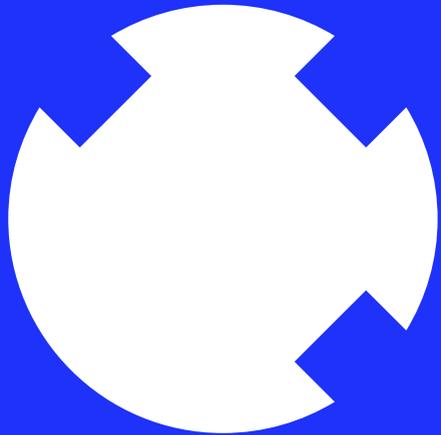
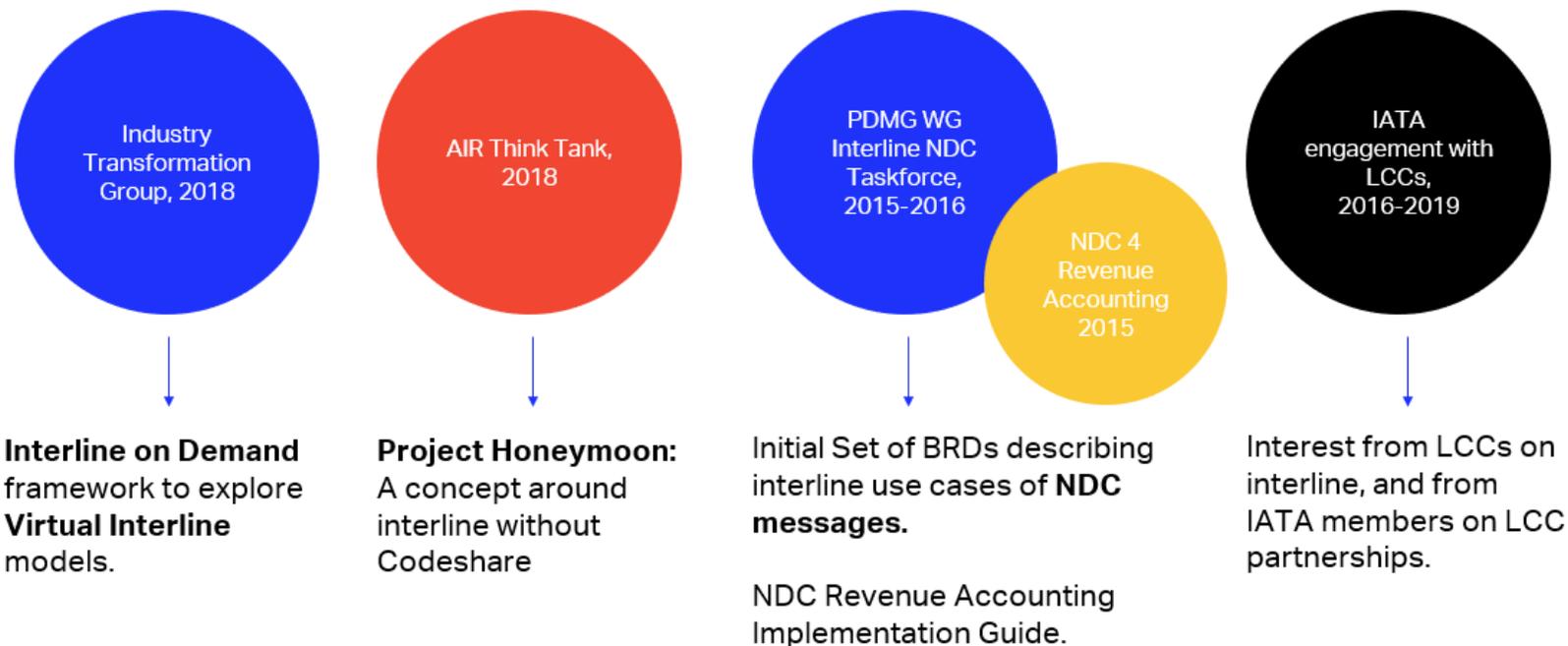


Future of Interline Overview



Context and background

- Today, there are a couple of challenges and limitations around:
 - Interlining between ticketing and ticketless/LCC carriers
 - Cross selling of ancillaries, due to the iEMD deployments constraints and limitations
- Interline use case has been identified as one of the key use cases that brings the most of value in the adoption of Offers & Orders (NDC, ONE Order and Dynamic Offers programs) the Interline

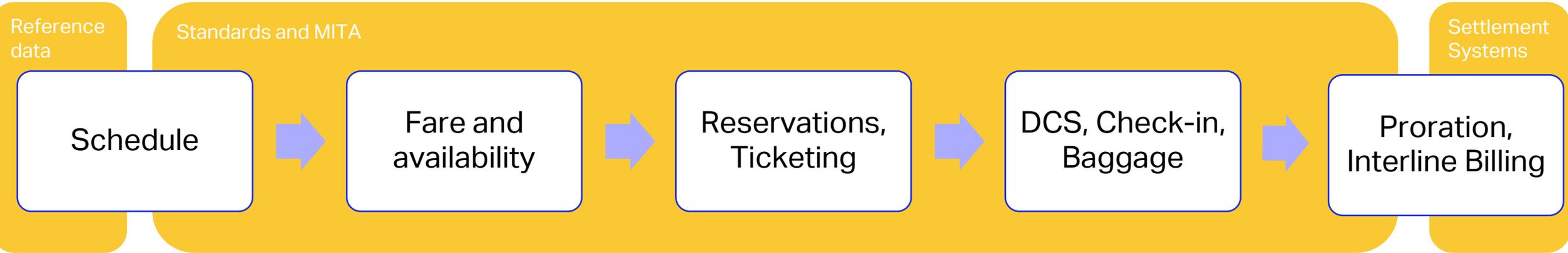




The Future of Interline Vision & Program structure



Why? Challenges with interline today



customer complexity



limited control and data



limited ancillaries



limited partner types



only one framework



What? The future of interline vision



seamless customer experience



full control, real-time data



integrated ancillaries



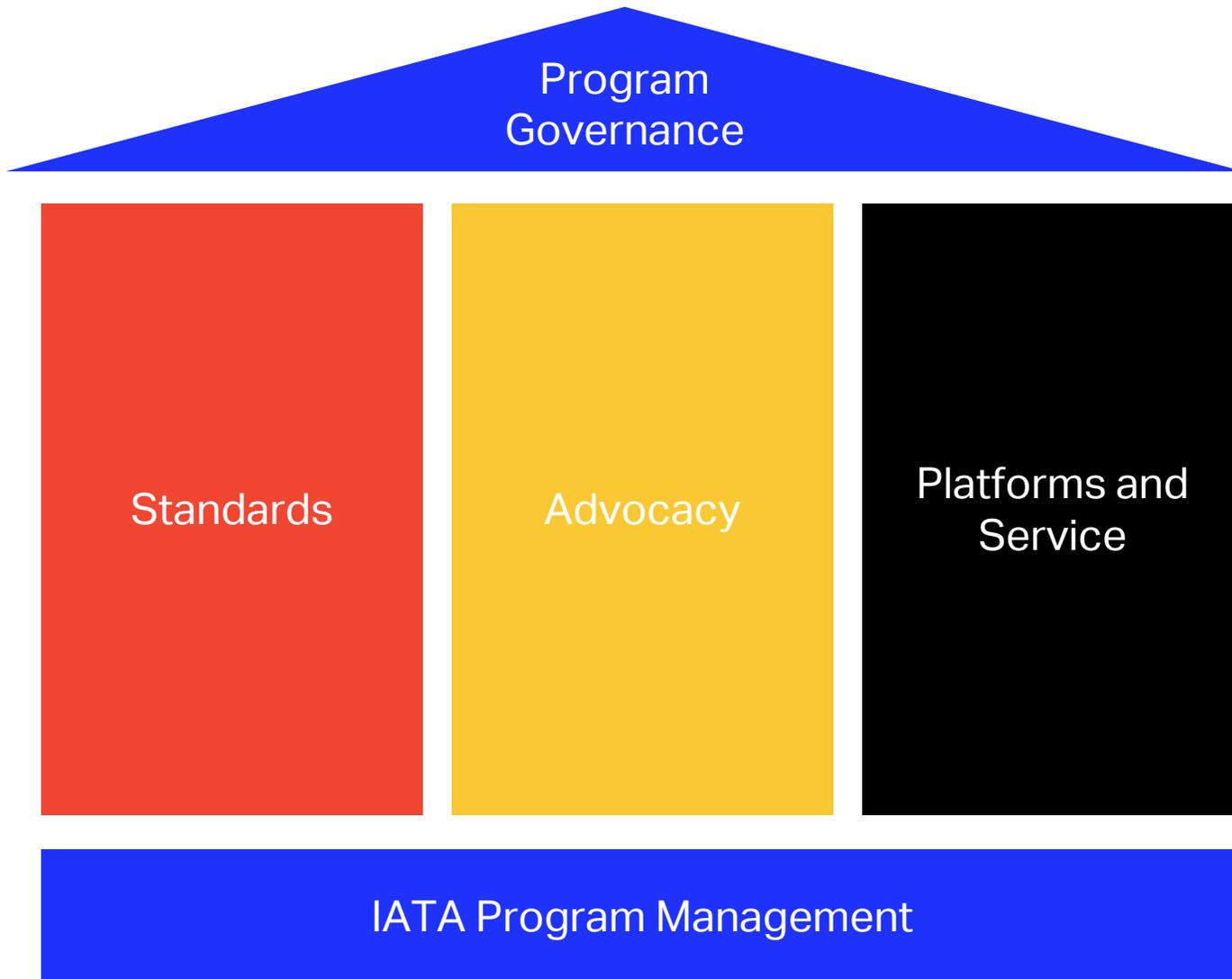
new partners



new flexible framework agreement



The Future of Interline Program

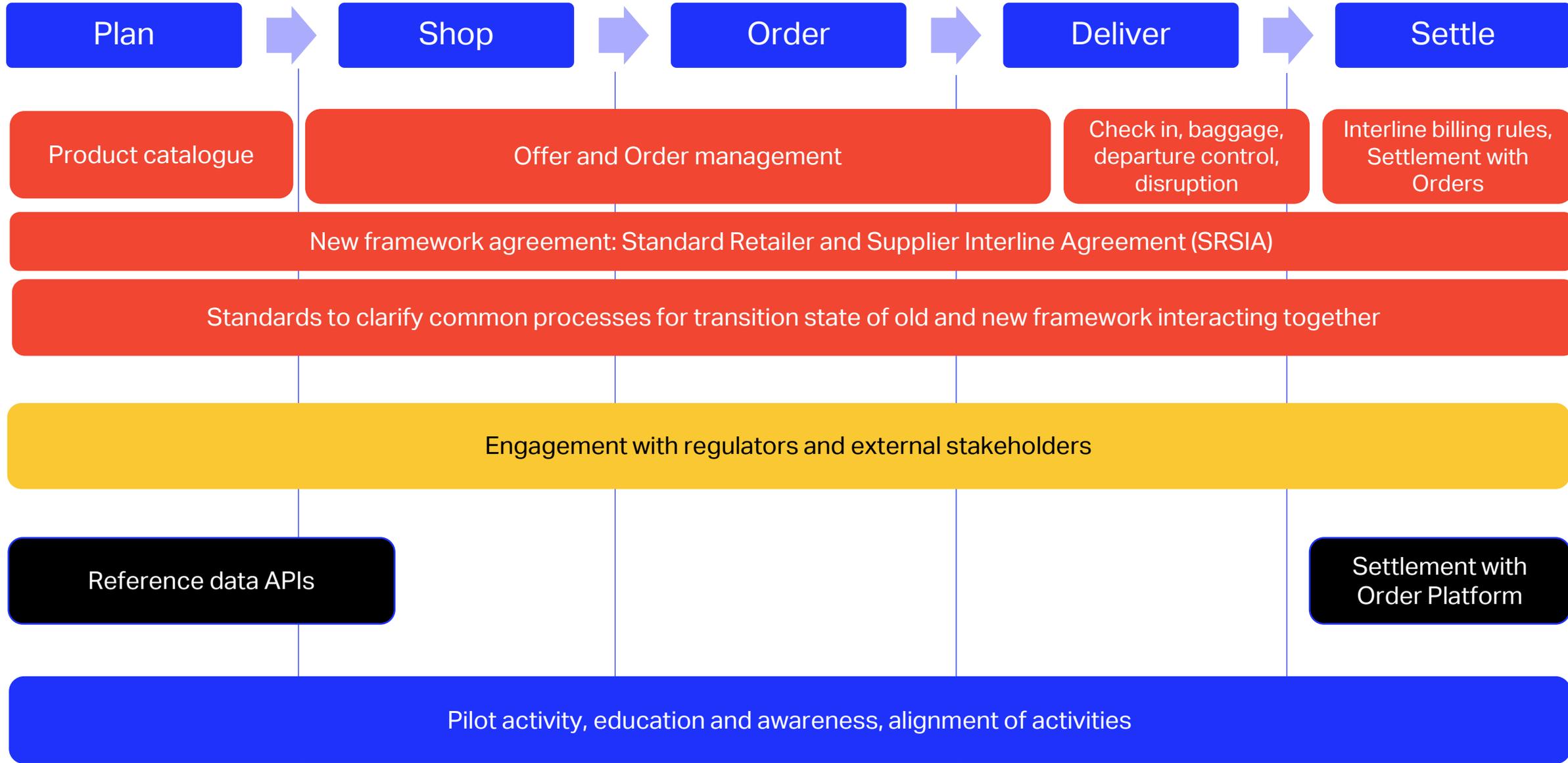


A program of work overseen by the Distribution Advisory Council, supported by the Legal and Financial Advisory Councils.

Exploring a new framework for interline for IATA member airlines.



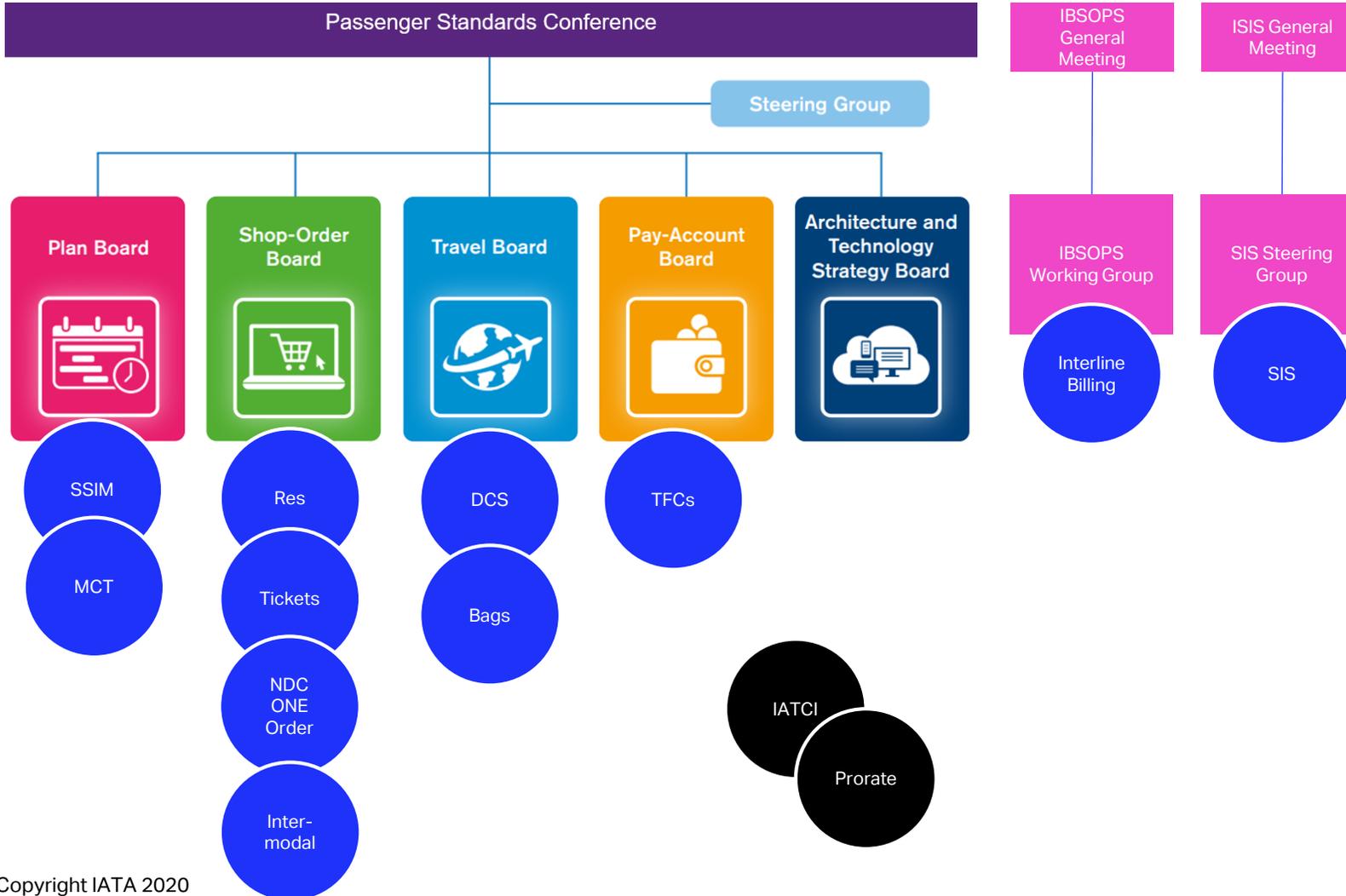
Future of interline end-to-end activities



Interaction with other IATA standard groups

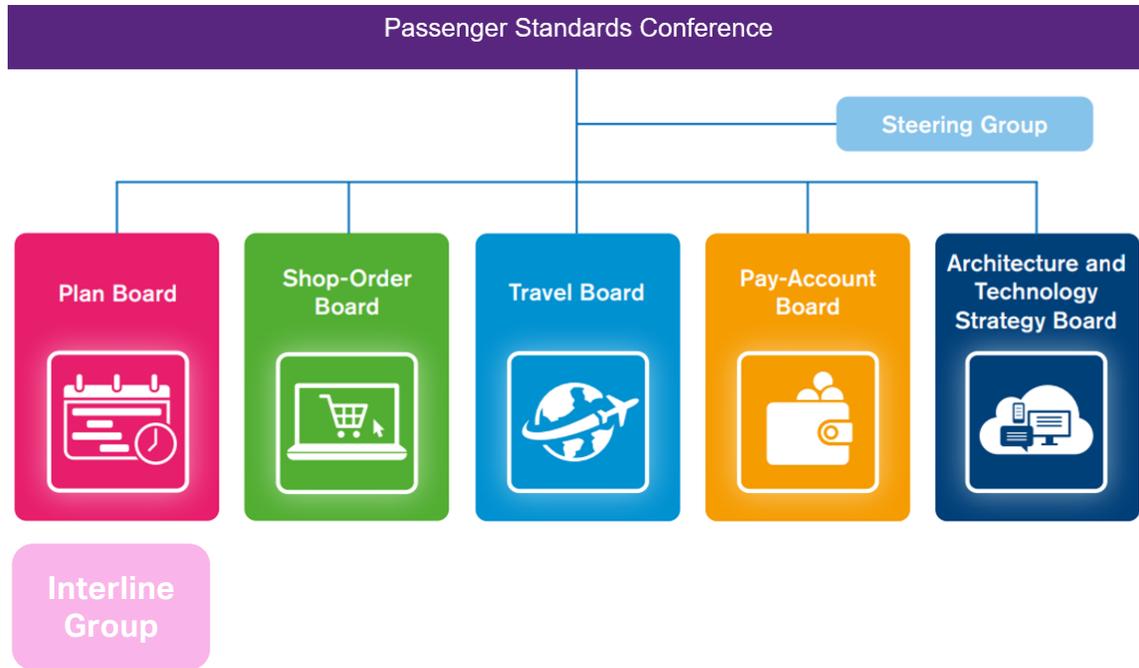


Many different standards support interline



Many other standards support interline processes

The Interline Group



Reporting to the **Plan Standards Board**, with a mandate to..

“deal with matters concerning the interline system, and multilateral interline agreements...

Explore changes to the interline system ...”

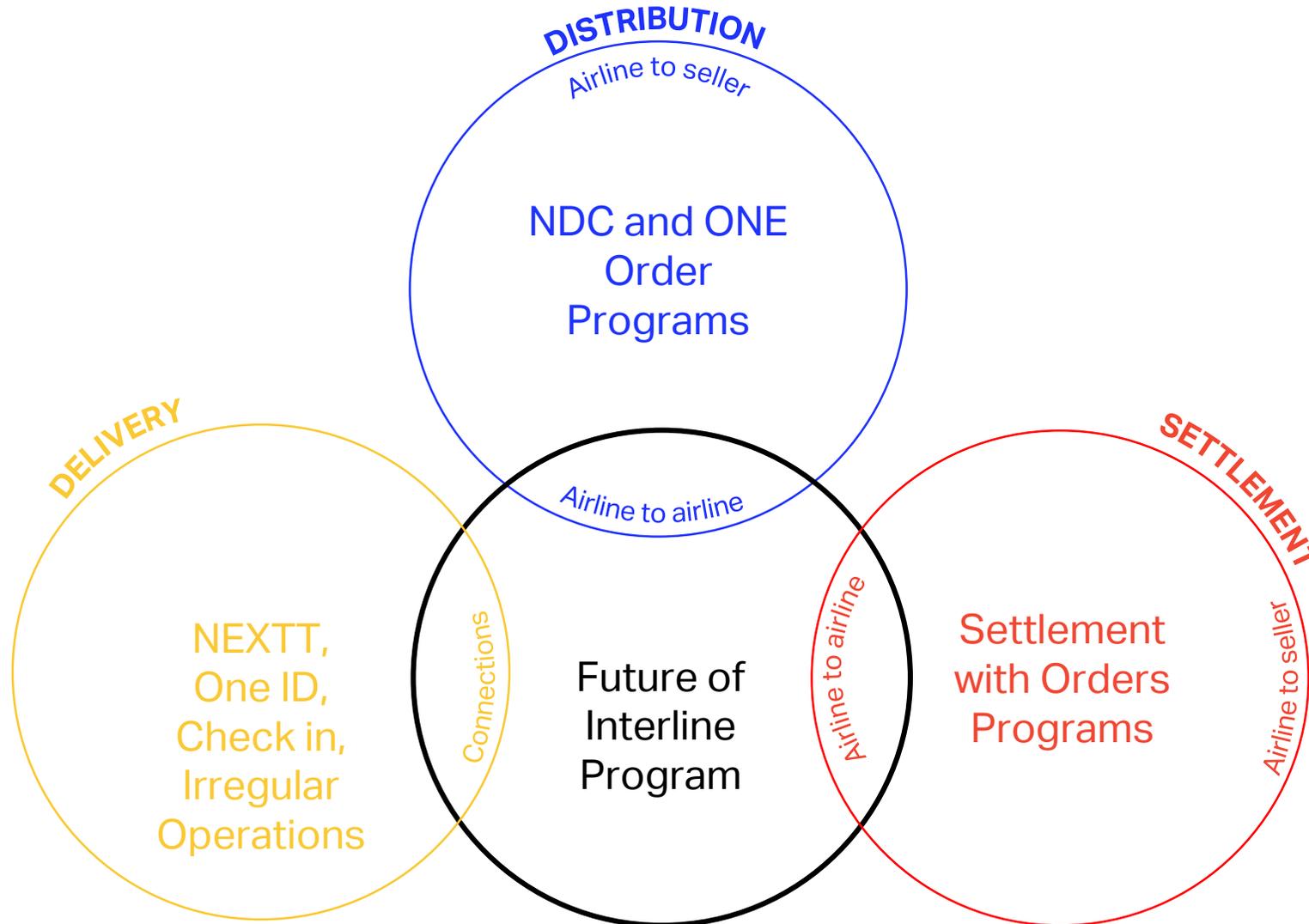


Future of Interline group working approach

- The Interline group is the business owner of:
 - Interline framework
 - The end to end Interline business requirements, business flow and prioritized Interline Use Cases
- The Interline Group will interact and work closely with the other standards groups on:
 - The list of priorities use cases
 - The detailed business requirements and business flow
 - Have joint agenda and discussions items where relevant (e.g. Product Catalogue shared with Offers Group, Delivery shared with the Orders and Travel Board)



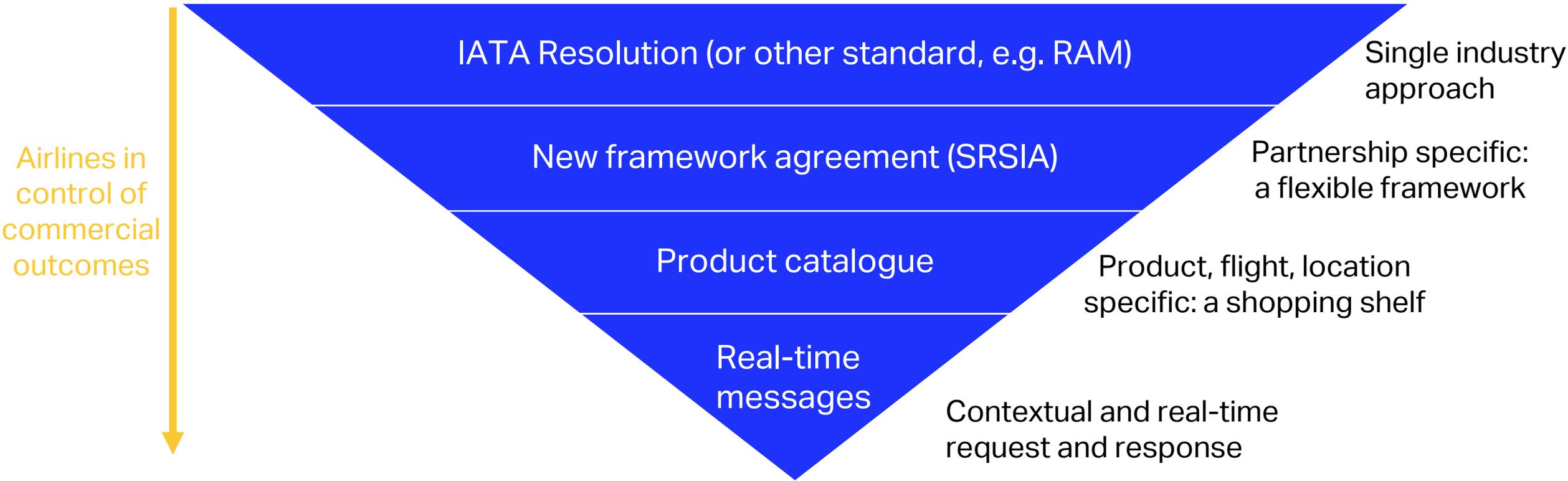
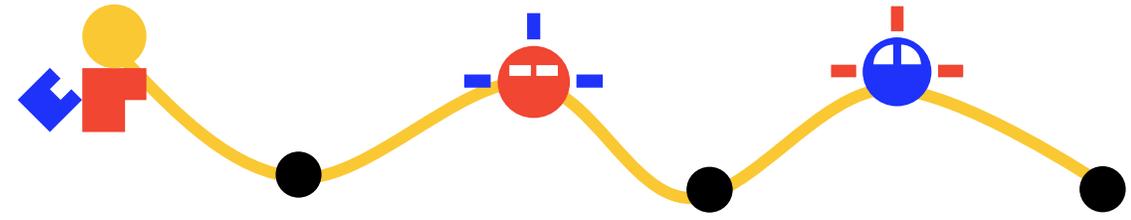
Interaction with other IATA programs



New framework agreement



Commercial control framework



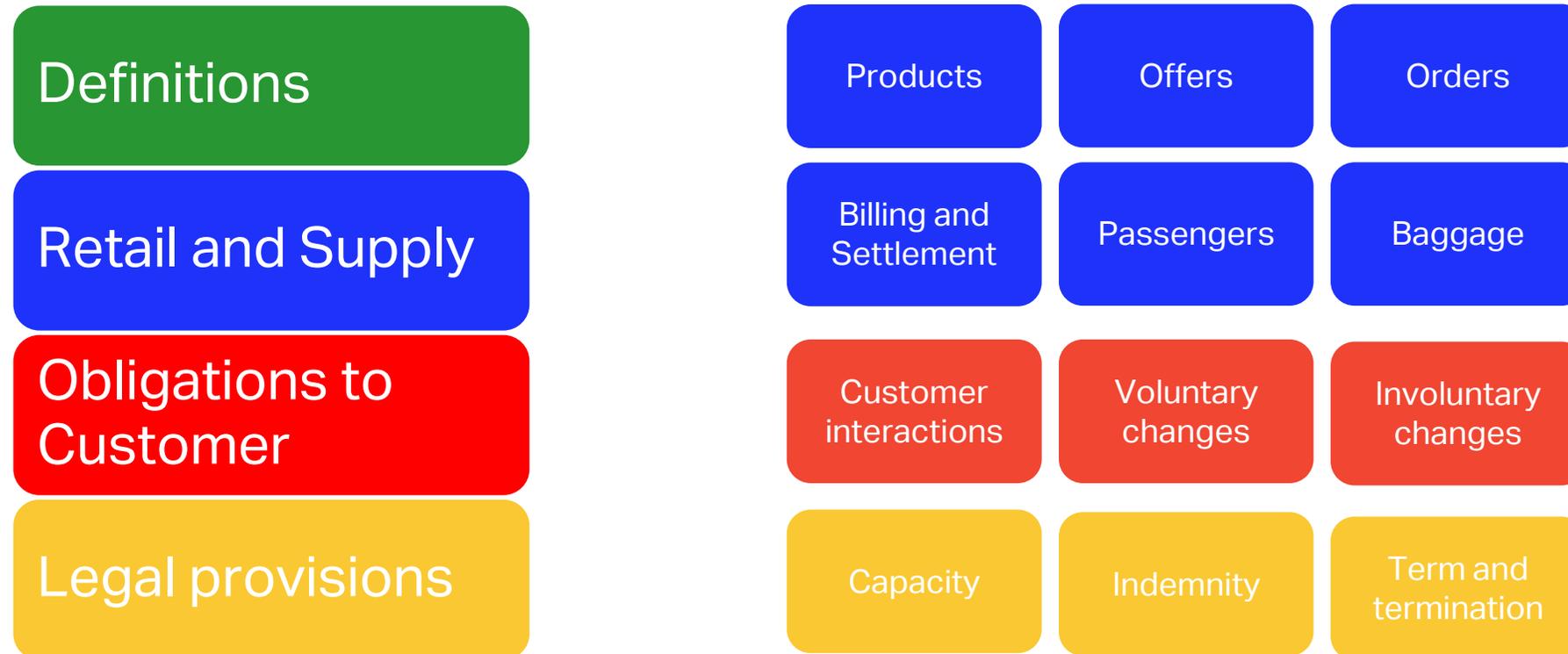
The new Standard Retailer and Supplier Interline Agreement (SRSIA)

- Standard agreement. Parties agree to a **main agreement**, and then a la carte terms in **annexes**
- Flexible. Supports many models. Supports LCC, intermodal relationship and non-travel
- Removes the burden of many bilateral agreements
- Parties and concurrences are **not** managed and published by IATA. Airlines are in control of constructing itineraries
- **Exists in parallel to current MITA**



The new Standard Retailer and Supplier Interline Agreement (SRSIA)

Main agreement + Defined options



Example of defined options: Baggage

4. Carriage of checked baggage

Party 1 as Retailer, Party 2 as Supplier	Party 2 as Retailer, Party 1 as Supplier
(Strike any provisions that do not form part of agreement)	(Strike any provisions that do not form part of agreement)
<p>A. Supplier does not support carriage of checked baggage, all baggage accepted is as cabin baggage, and is loaded and unloaded by the passenger. This would, for example apply to a rail service where the passenger loaded their own baggage into a storage compartment within the passenger carriage in which they will travel.</p> <p>B. Supplier does support checked baggage, under the provisions described below in all subsequent sections of this Annex.</p> <p>C. (Insert details of alternative procedures as agreed between parties).</p>	<p>A. Supplier does not support carriage of checked baggage, all baggage accepted is as cabin baggage, and is loaded and unloaded by the passenger. This would, for example apply to a rail service where the passenger loaded their own baggage into a storage compartment within the passenger carriage in which they will travel.</p> <p>B. Supplier does support checked baggage, under the provisions described below in all subsequent sections of this Annex.</p> <p>C. (Insert details of alternative procedures as agreed between parties).</p>

Source: Annex 6 of SRSIA Current Draft as approved by Plan Standards Board, September 2019. Under development and not yet endorsed by Conference.



Example of default option: Settlement currency

6. Settlement Currency

Party 1 as Retailer, Party 2 as Supplier	Party 2 as Retailer, Party 1 as Supplier
(Strike any provisions that do not form part of agreement) A. Settlement will occur in the currency in which the Supplier's offer was made and accepted. B. (Insert details of alternative billing and settlement procedures as agreed between parties).	(Strike any provisions that do not form part of agreement) A. Settlement will occur in the currency in which the Supplier's offer was made and accepted. B. (Insert details of alternative billing and settlement procedures as agreed between parties).

Source: Annex 4 of SRSIA Current Draft as approved by Plan Standards Board, September 2019. Under development and not yet endorsed by Conference.



Thank you

