



---

**Company profile**

---

**Founded in** 2016

**Head Office** Berlin – Germany

**Countries with offices** Berlin

**Main activities** “NDC Aggregation, and other NDC-based products”

**Number of employees** 6

**Countries with operations** 4

**Global revenues** -

**Main references in airline industry** Partnership with SITA

---

**Intended positioning on the market**

---

“

NDC aggregator leader thanks to a Direct Connect approach, strictly through NDC, Full Real-Time.

”



### Product name :

“NDC Gateway”

### Addressed clients :



- Travel Agent : TMCs, OTAs and Consos
- Targeting global market

### Current NDC offer

- NDC Gateway is a full-NDC aggregator platform for online travel agents.
- NDC Gateway has a Direct Connect approach, using its deployment partners API : Farelogix, BA and IB.

### Value proposition

- For travel agents, NDC Gateway is an unique integration point to connect the airlines, with a clearer message and more feature than GDS, thanks to NDC (ancillaries, pricing, personalized shopping). It will offer servicing features (ticketing, modification ...)

### What differentiates this solution

- Full NDC
- Full real-time aggregation (no caching)
- API agnostic ("we can integrate anything")
- A fast time to market

### NDC Roadmap

- Personalization
- Ancillaries possibilities
- It will mainly depends on airlines objectives. AirGateway has a fast time to market and can rapidly develop new features according to their client needs.

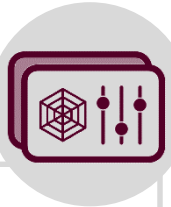
### NDC perception

#### (!) Modules bringing most value

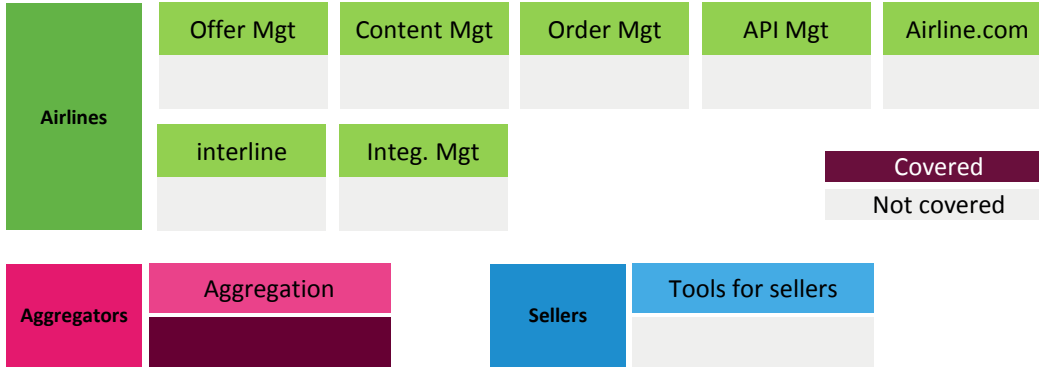
- Personalization
- Dynamic pricing
- Air ancillary services

#### (!) Main pain points heard from industry

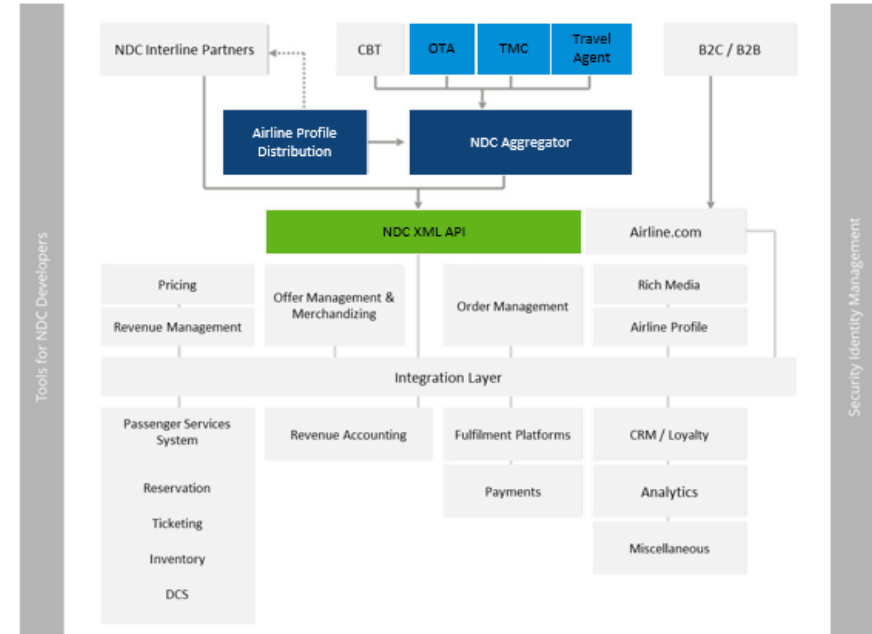
- Airlines do not have a clear view on how to transition
- Airline's relationship with their PSS provider
- Lack of funds for NDC



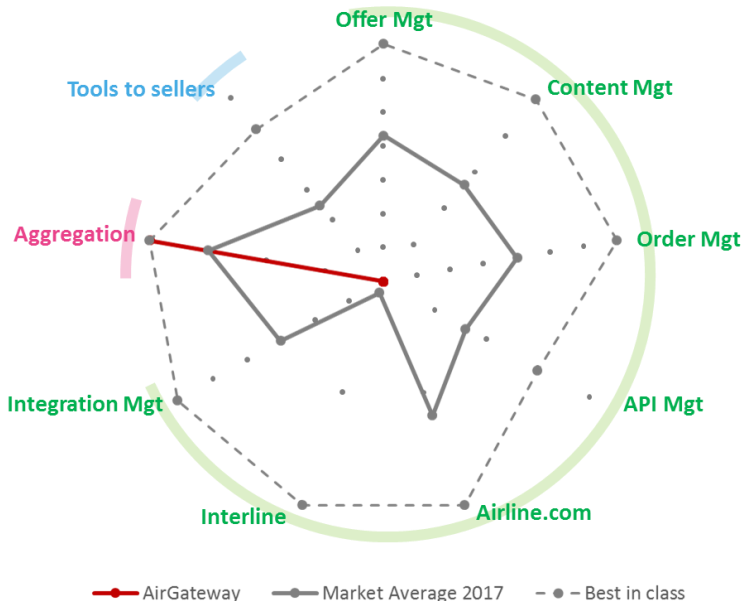
## Value chain



## Architecture



## Functional coverage



## Market presence

12 airlines

5 sellers

## Engagement

<10 working on NDC

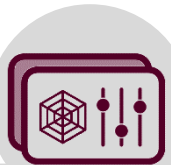
100% NDC bookings

>200% in next 2 years (target)

100% in 2 years (target)

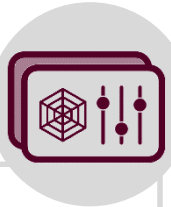
## Key points

- Aggregation platform for Online Travel Agents
- Full-NDC & Full Real Time
- Adaptive solution



### Functional coverage

		Functional coverage						Covered	Not covered
	Use cases	Functional items							
	Airlines	Offer Mgt	Air ancillaries	Non-air ancillaries	Personalization	Dynamic pricing	Rich media	Affinity shopping	New offer logic
Content Mgt		Reference in NDC message	Text	Video	Picture	Multi-language			
Order Mgt		Order creation	Post-booking ancillaries	Order change	Order cancellation	Payment	Order repository	One Order	
Airline API Mgt		Direct connect Integration	Aggregators Integration	Airline Profile	Network				
Airline.com		B2C web site and mobile app	B2B web site and mobile app						
Interline		Offer Interlining	Order Interlining						
Integration Mgt		CRM integration	Loyalty integration	PNR synchronization	Analytics	RMS integration	CMS integration		
Aggr.	Aggregation	Offer messages	Order Messages	Rich media	Airline Profile (not used)				
Sellers	Tools for sellers based on NDC messages	Travel agency solutions	Self Booking Tool	TMC solutions	OTA solutions	MSE solutions	Two-way translation		



### Architecture

