



Company profile

Founded in	2017
Head Office address	USA (Tysons Corner, VA)
Countries with offices	Global presence (over 70 countries)
Main activities	DXC Technology (DXC) is a global IT and services provider with a dedicated vertical for travel & transportation solutions. In this vertical, DXC supplies solutions to airlines in all operational aspects above and below the wing. DXC supplies Passenger Solutions to carriers, including: core PSS fares, inventory, retail availability and a merchandizing solution geared in the IATA NDC vision of Order Management.
Number of employees	150 000
Countries with operations	Global presence
Global revenues	25 Bil USD in 2017



Main references in airline industry United, COPA, Lufthansa Group and many more

Intended positioning on the market



Leading with a well functioning NDC ecosystem across the global airline market





Current NDC offer

Product name :

- DXC NDC Adapter

Addressed Clients :

- Airlines, Aggregators, OTA, distributors, CBT, MSE

- DXC created a NDC Adapter which behaves as an orchestration and translation layer that can sit against any OOMS, IBE or PSS (system-agnostic) and allows airlines to talk their consumers in NDC in one common language. DXC provides a technology that narrows the NDC standard to one unified dialect across all platforms and systems.
- DXC offers different configurations depending on airlines' needs:
 - 1/ DXC's NDC Adapter can be implemented atop an existing architecture to make the whole NDC-compliant. Most business rules, especially related to offer and order management, remain in the back end system.
 - 2/ DXC can implement an airline's PSS as well as the NDC Adapter layer.
- DXC provides an NDC API which is currently used by a couple of aggregators including Travelfusion."

Value proposition

- "DXC's core value is the fact they can make any system NDC-compliant and that the Adapter unifies multiple dialects to one common NDC language allowing the industry standard to be narrowed and used by a wider ecosystem in an effective manner"

What differentiates this solution

- "The NDC Adapter is system-agnostic, extremely cost effective and easy to implement. It comes as a standalone application or pre-integrated with a full function Offer and Order Management System.."



Currently in production with

Several airlines are currently evaluating the opportunity of integrating with DXC to be NDC-compliant.

NDC Roadmap

- DXC's core value is the fact it can make any system NDC-compliant. In terms of ongoing development, DXC is investing into a merchandising solution which would already have the translation layer built into it.
- DXC can help airlines perform real-time analytics to do real-time personalization.
- In order to bring more value to customers, DXC is investigating the opportunity to provide solutions able to handle a large array of ancillaries, thus alleviating a pain point of corporate buyers, as well as integrating inventory from rail and car.
- Further NDC deployments will largely depend on the choices made regarding One Order. DXC is determined to stay aligned and almost ahead of the One Order resolution.

NDC perception

⚠ Modules bringing most value

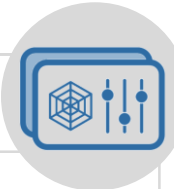
- Personalization
- Interlining
- Integration with legacy

🔄 Areas of innovations

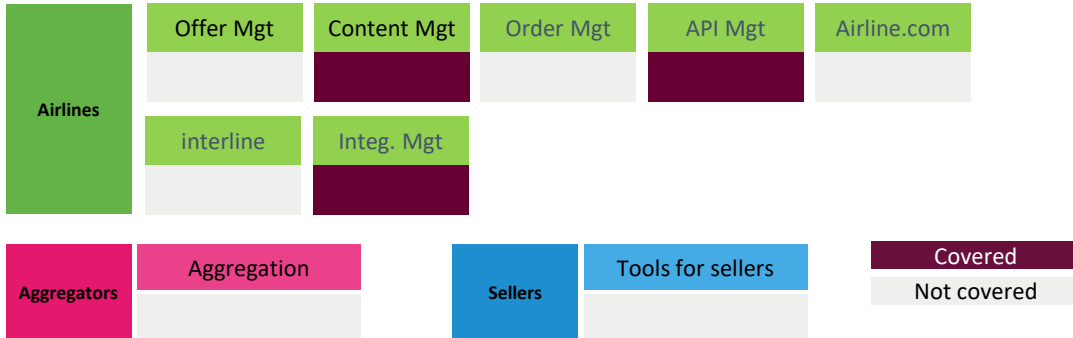
- Merchandizing capabilities
- Implement Interline
- One Order
- Order Management

⚠ Main pain points heard from industry

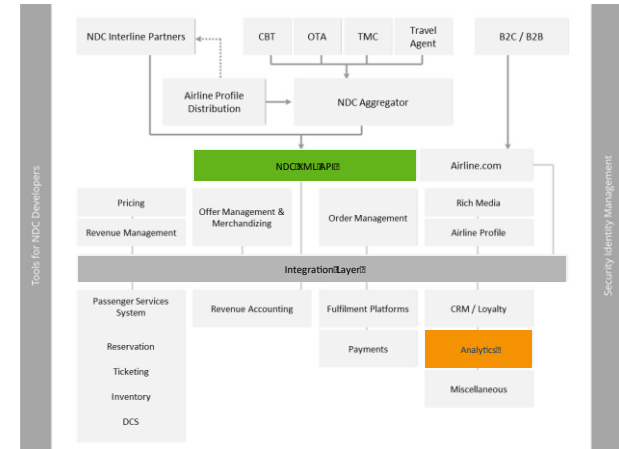
- Business case for NDC was not made
- Airlines lack a clear view for transition
- Lack of funds for NDC



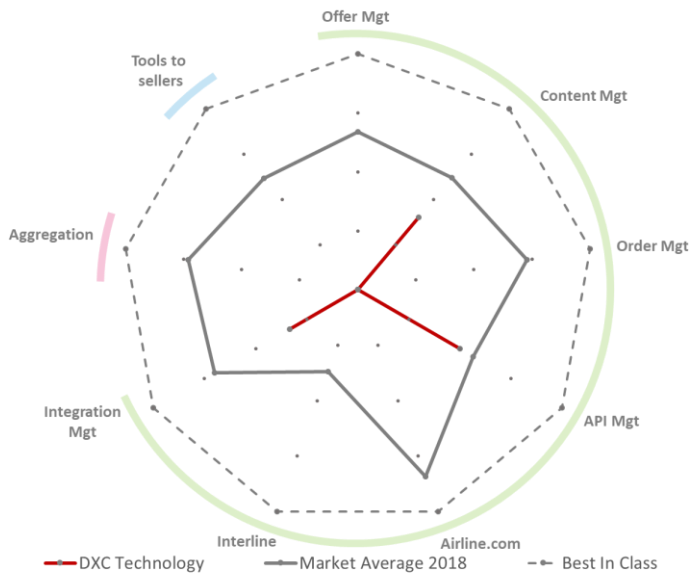
Value chain



Architecture



Functional coverage



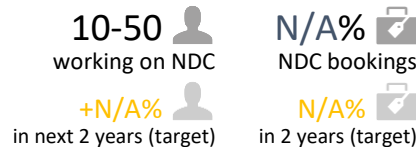
BRD NDC use cases coverage

- 39% BRD use cases covered**
- 100% Shopping
- 88% Booking
- 71% Payment & ticketing
- 0% Airline Profile
- 0% Interline

Market presence



Engagement



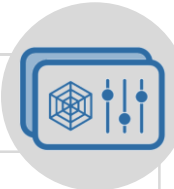
Key points

- Deployed in the environment of aggregators such as TraveIfusion
- Agnostic to the airlines systems : DXC NDC Adapter interfaces Offer and Order management systems
- Provide reporting tools



Covered	Not covered
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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			
Sellers	Tools for sellers based on NDC messages	Travel agency solutions	Self Booking Tool	TMC solutions	OTA solutions	MSE solutions	Two-way translation	



Architecture

