InteRES GmbH

IT Provider **Aggregator**

Company profile

Founded in	1997
Head Office	Germany (Darmstadt)
Countries with offices	1 country (Germany)
Main activities	"Solution provider for air travel distribution. Products for airlines, tour operators, travel agencies and content aggregators."
Number of employees	**40**
Countries with operations	16
Global revenues	**N/A**
Main references in airline industry	Swiss, Eurowings, Condor, LH CityLine

Intended positioning on the market

"

As a company, we will leverage our deep and broad knowledge to enable airline retailing across the value chain and for the benefit of all parties involved. Our airline solutions division will continue to be a leader in next generation airline retailing, fully and natively leveraging NDC and ONE Order. We will enable all kinds of airlines to adapt internal workflows as well as their system architecture to modern digital retailing.

"

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Current NDC offer

Product name :

For airlines : Arline Retail Engine

For distributors : Mercado

Addressed clients :

Airlines (LCC and FSC, small and large), aggregators, sellers

- We are experts in air content distribution. International airlines, tour operators, travel agencies and content aggregators have been relying on our German-engineered solutions for over 20 years.
- We deeply understand the distribution value chain. Our durable software solutions enable our customers to grow their business: booking- and pricing engines, mark-up and rules engines, a multi-source agency desktop and our flight aggregation platform linked to a large number of GDS, direct connect and NDC interfaces.
- Our airline solutions division has developed a next generation offer- and order-management system, truly native to NDC and ONE Order, that helps airlines to take back control of their own marketing.

Value proposition

- The solution is completely native to NDC and ONE Order
- It has been developed from scratch but based on 20 years of experience with traditional booking and pricing engines (e.g. www.swiss.com) - it is not an addon nor and enhancement to the original -legacy- booking or pricing engine
- It delivers fascinating flexibility and speed to market
- Its native NDC API can easily be implemented for any point-of-sale - no individual complexity, no augmentation points etc.
- It supports technological and organisational transition

What differentiates this solution

- It is the only pure NDC and ONE Order solution, that can be integrated with any existing PSS to support transition.
- No other solution is built as consequently around retailing principles, fully abstracted from traditional airline distribution processes.
- We believe that saying "no" to requirements that we consider incompatible with modern e-commerce will largely benefit the airline and lead to joint success. No other supplier have designed their solution as strictly from an end-game-perspective, rather than adding capabilities to the existing.

⏻ **Currently in production with 0 customer. Product ready to go live.**

NDC Roadmap

As an aggregator

- InteRES will be integrating more and more airlines, using their respective direct / NDC APIs and make their content available to our tour operator and travel agency customers.

As an airline IT supplier

- We will continue to add retailing functionality, strictly according to the vision of NDC and ONE Order, around product engineering principles as suggested by IATA StB White Paper. We can implement with airlines of any type, size and geographic location. We are fully committed to leverage NDC and ONE Order, i.e. to support newer versions and features.

NDC perception

Modules bringing most value

- Order management
- Air and non-air ancillary services
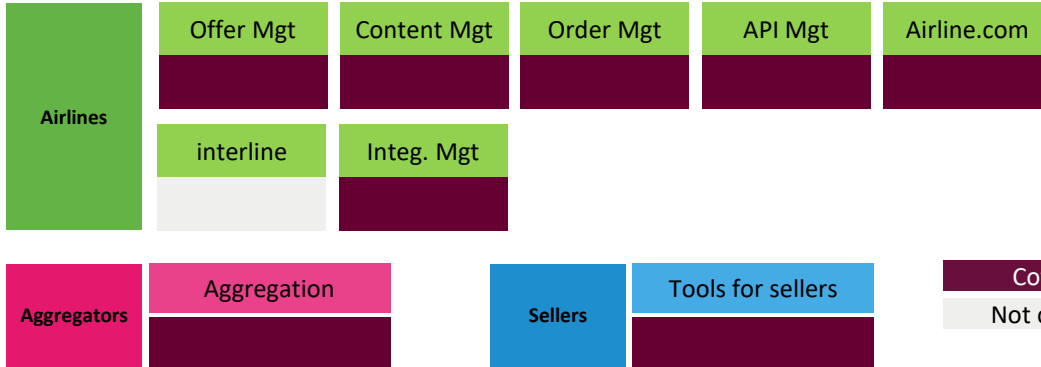- Rich media

Main pain points heard from industry

- Relationship with their PSS provider
- Airlines were not aware of NDC
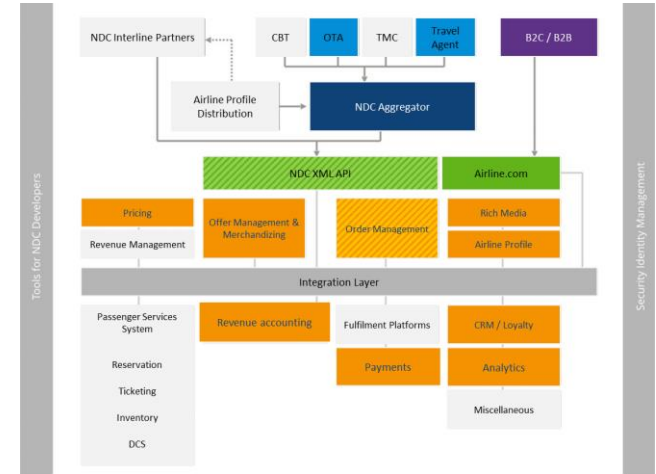- Airlines do not have a clear view on how to transition

Areas of innovations

- More emphasis on solutions, setups, implementations that follow the vision of NDC, i.e. no ATPCO, no RBDs, product engineering approach, retailing analogy, fully integrated NDC/ONE Order etc.
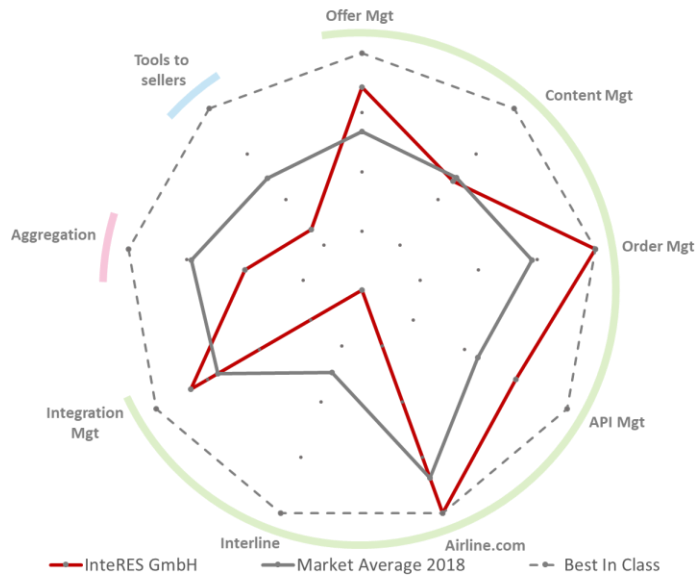
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Value chain

Airlines
| Offer Mgt | Content Mgt | Order Mgt | API Mgt | Airline.com |

| interline | Integ. Mgt |

Aggregators
| Aggregation |

Sellers | Tools for sellers |

Covered
Not covered

Architecture

Functional coverage

— InteRES GmbH   — Market Average 2018   --- Best In Class

Offer Mgt, Content Mgt, Order Mgt, API Mgt, Airline.com, Interline, Integration Mgt, Aggregation, Tools to sellers

BRD NDC use cases coverage

32 % BRD use cases covered

|		
82	%	Shopping
69	%	Booking
71	%	Payment & ticketing
0	%	Airline Profile
0	%	Interline

Market presence

0 airlines   0 aggregators   >10 sellers

Engagement

10-50 working on NDC   N/A NDC bookings

Up to + 100% in next 2 years (target)   N/A in 2 years (target)

Key points

- Solution is NDC-native, ONE Order-native and cloud-native
- Solution fully supports modular or best-of-breed system architecture and is designed to work not just with the PSS; but with very different systems and components, e.g. inventory, RM, taxes & fees all from different suppliers
- Solution is designed for transition and ultimate dismissal of legacy systems and procedures

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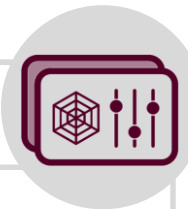
	Use cases	Functional items						
Airlines	Offer Mgt	Air ancillaries	Non-air ancillaries	Personalization	Dynamic pricing	Rich media	Affinity shopping	New offer logic
	Content Mgt	Reference in NDC message	Text	Video	Picture	Multi-language		
	Order Mgt	Order creation	Post-booking ancillaries	Order change	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 📅 Roadmap	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	