



Company profile

Founded in 2004
Head Office Brazil (Rio de Janeiro)
Countries with offices 1 country (Brazil)

Main activities "Development of corporate travel and expense management solutions"

Number of employees 50
Countries with operations 1
Global revenues Not specified



Main references in airline industry Not specified

Intended positioning on the market



Leadership in corporate travel and expense management solutions in Brazil and Latin America.





Current NDC offer

Product name :

- Reserve

Addressed Clients :

- TMC and Customer Companies

“Reserve serves medium and large companies and corporate travel agencies by aggregating NDC and non-NDC messages and presenting results to them. NDC messages are obtained from airlines directly, for instance from American Airlines and Lufthansa via Farelogix and from Gol via Navitaire. Non-NDC messages can be retrieved from GDS such as Sabre, Amadeus and Travelport.”

Value proposition

“Reserve serves medium and large companies and corporate travel agencies by aggregating NDC and non-NDC messages and presenting results to them.”

What differentiates this solution

"Enhanced shopping experience and future-proof solutions."



Currently in production with American Airlines

NDC Roadmap

Reserve NDC Roadmap is currently as follows:

- American Airlines: in production and in enhancement process
- Gol: development of full NDC supported mobile solution
- Lufthansa: starting development
- NDC XML/API: starting development

NDC perception



Modules bringing most value

- Affinity shopping
- Air Ancillary services
- Airline profile



Areas of innovations

- Integration of Loyalty
- Untie from PSS
- Implement Interline
- Expand scope of offer (hotels, etc.)

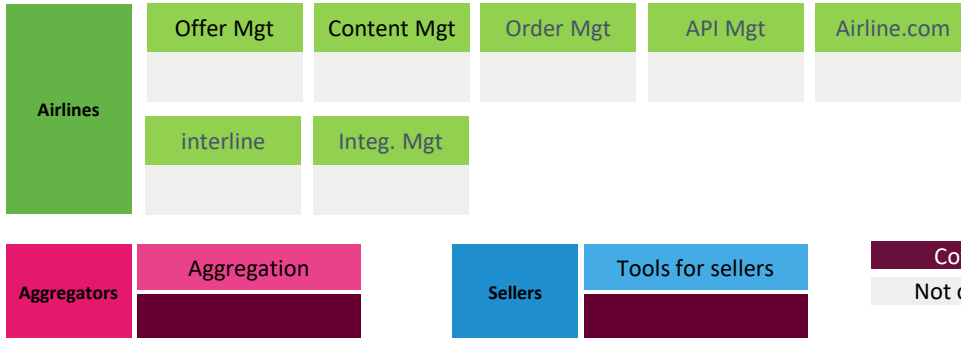


Main pain points heard from industry

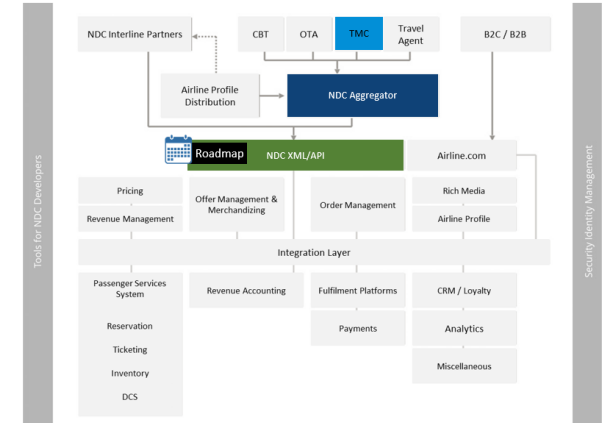
- Relationship with their current IT provider(s)
- No clear view on how to transition



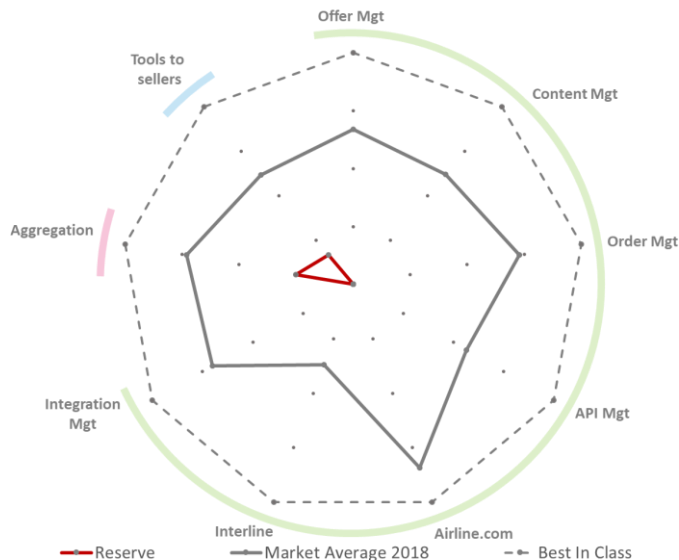
Value chain



Architecture



Functional coverage



BRD NDC use cases coverage

- 8 % BRD use cases covered
- 55 % Shopping
- 0 % Booking
- 0 % Payment & ticketing
- 0 % Airline Profile
- 0 % Interline

Market presence

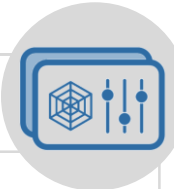
1 airlines, 0 aggregators, N/A sellers

Engagement

<10 working on NDC, +0 to 50% in next 2 years (target)
 10% NDC bookings, 50% in 2 years (target)

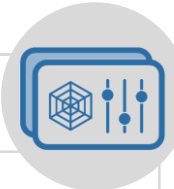
Key Points

- Focus on travel agencies in a corporate travel market.
- Cover mainly the shopping part.
- Rich content is not yet managed, as partner airlines do not send rich content yet.
- Connected to AA (via Farelogix) and GOL (in progress via Navitaire) and Lufthansa (starting via Farelogix).



| | |
|---------|-------------|
| 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 | | | |
| Sellers | Tools for sellers based on NDC messages | Travel agency solutions | Self Booking Tool | TMC solutions | OTA solutions | MSE solutions | Two-way translation | |



Architecture

