Strategic Partnerships Program Benefits

**NETWORKING**
- Access to over 400 airline executives at the Annual General Meeting
- Access to airline representatives and Subject Matter Experts at IATA working groups
- Valuable insight and knowledge related to industry needs
- Opportunity to contribute to the development and implementation of standards
- Business data and industry statistics updates
- Collaborative relationships with IATA Regional Offices’ representatives

**MARKETING**
- Exclusive usage of the IATA Strategic Partner Recognition Stamp
- Recognition as a valuable supporter of IATA and the air transport industry
- Inclusion in the IATA Strategic Partnerships online directory
- Promotion through the quarterly Strategic Partnerships Newsletter, distributed to over 10,000 aviation industry contacts
- Priority booth location and selection at IATA events
- Opportunity to participate in panel discussions and presentations at IATA events
- Promotion through social media

**DISCOUNTS**
- IATA Conferences, exhibitions and delegate fees
- Advertising in IATA publications and Airlines International Magazine
- Discounts on selected IATA publications / web downloads
- Partners may attend, at a reduced fee, IATA training courses. Strategic Partners may receive a 55% discount on the first 2 seats per year to any IATA classroom course (subject to availability)
- Multi-year contract discounts