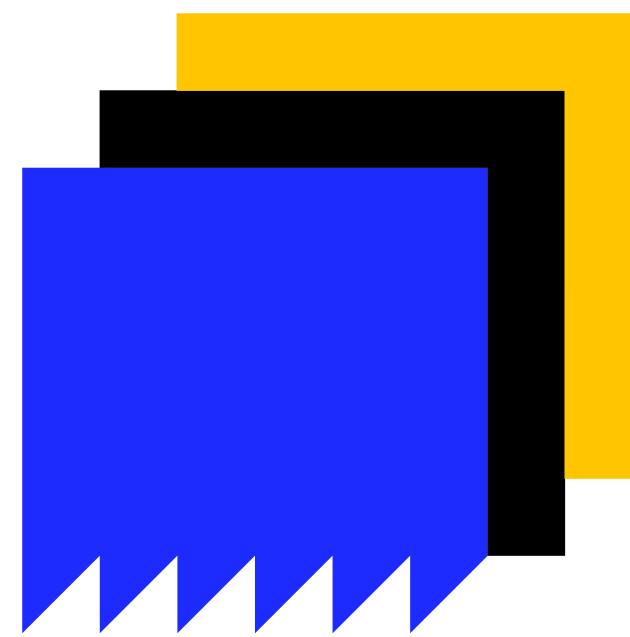


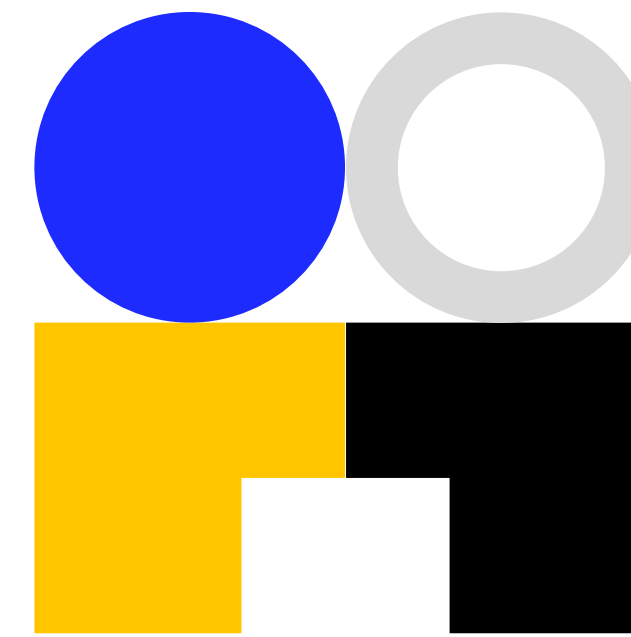
Boost travel agency BSP sales with IATA Global Net Remit 5



Improve your indirect distribution strategy

Despite offering standard incentives to travel agents, your indirect sales via the BSP are not improving. Rewards to your partners are delayed by the post-billing process. Your relationship with them is not always as privileged as you would like. Finally, other offerings may be more attractive and provide immediate compensation. In short, keeping travel agents motivated can be a challenge.

Additionally, the post-billing administration of your incentive program is complex. Travel agency input errors prevent accurate calculation of supplementary commissions. Your people must be extra diligent in auditing reported entries. And accounting reconciliation is complicated. Most frustrating of all, it is hard to know what impact your incentives are having and use that information to plan and adjust your future efforts.



Strengthen your relationship with travel agents

IATA Global Net Remit 5 (NR5) is an upfront agency incentive management solution that simplifies supplementary incentive calculations and awards and enables you to track the effectiveness of your incentive efforts. With NR5, agents do not have to wait to receive their commissions, and are relieved of the burden of capturing information correctly. The control you gain over your entire incentive program, from strategic plan to monitoring and adjusting, enables you to identify the agents who respond well to your offers, and reinforce your partnership. By eliminating the administration required by backend, post-billing solutions, you also remove friction in your dealings with agencies.

IATA Global Net Remit 5 enables you to:

Automate computation and settlement of incentives

The expert team at IATA's partner Accelya set up your travel agency incentive agreements for you, ready-to-go.

The NR5 engine automatically identifies eligible tickets and calculates the value of the supplementary commission based on the recorded set of incentives.

Safeguard knowledge of your incentive tactics

The details of your agreements with individual travel agents, and the changes in tactics you introduce, are strictly between you and the agent, not public information that can be used against you.

Set incentives are accessible in the records of your company to reuse at any time.

Access to powerful Business

The results of the supplementary commission calculations are included in the daily HOTs for airlines and reported in the periodical billing analysis and statements.

Make the incentive doubly attractive

Calculations are carried out daily and deducted from the BSP remittance. Travel agents therefore benefit from incentives in real time.

Strategize with ease

NR5's in-built BI function lets you visualize and analyze the performance of your incentive tactics, by agency and by group (e.g. region, worldwide), to evaluate the effectiveness of any changes, and inform your strategic thinking.

"This incursion into the BSP is accompanied by an attractive commercial plan of preferential commissions. The full automation avoids manual calculation and percentage errors in the commission, simplifies the work for travel agents and helps strengthen the airline-travel agent relationship."

Octavio Hernandez,
Sales Manager, Singapore Airlines, Mexico

Contact us at

GlobalNR5@iata.org

to better understand how IATA Global Net Remit 5 can help your airline boost its travel agency BSP sales or

Follow these three simple steps to get started:

1

Subscribe to NR5

Contact us through the Customer Service Portal: www.iata.org/cs.

2

Share your agent incentive agreements with us

A team of experts will set them up on the platform

3

Start managing your incentive program

The NR5 engine does the calculation work for you so you can concentrate on your strategy

GNR5

Powered by:
accelya



Billing and Settlement Plan