Travelport Net Fare Manager™

Be fast with fares.
Be first with customers
Agenda

• The challenges of fare management
• Get on the fast track
• The elements of success
Facing the challenges of fare management

Keeping tariffs and rules up to date
• Don’t know when new fares have been added or existing fares are amended by the carrier

Managing, marking-up/down and distributing tariffs and rules
• Complex and time consuming
• Manual process

Cat 25 and 35 fares
• Need the ability to mark-up/down all private fare types available in my country today
Get on the fast track

Travelport Net Fare Manager

- **What is it?** - Web-based tool for smart, simple and fast fare changes
- **Who’s it for?** - For agencies who have Net Fares filed by the airlines
- **How can it help you?** - Manage, mark-up/mark-down and control the onward distribution of fare tariffs and rules
Do more – and do it better

Increase Efficiency
- Automated end-to-end process
- Latest airline fares and rules direct to the desktop
- Single screen to mark-up/down fares
- Distribute net fares faster and more efficiently than ever before
- Intuitive fare status codes to accelerate your workflow
- Integrated within Travelport Agency Private Fares or standalone

Boost Profitability
- Profitable mark-ups with up-to-the minute intelligent fares
- Offer the best fares; increase customer satisfaction and profits
- More time to focus on new sales
- Through automation reduce your cost per booking

Power Productivity
- Confidence that you access a complete range of available fares and rules in a single inbox
- Unrivalled flexibility gives you control through keyboard commands
- Use as few as 4 screens, 80% time saving
See it from every angle

- Access new, updated and discontinued tariffs and rules filed by the airlines with ATPCO and SITA to your pseudo city code / subscriber ID
- View carriers; minimum and maximum selling ranges; routing and booking classes, accounting and passenger type codes
- Identify fares not approved for mark up
- View applied fares set to expire within 30 days
- Perform end-to-end processing from a single screen
- Apply multiple mark-ups and discounts to a wide range of travel elements
- Distribute fares to your agents swiftly

Make every step quicker and slicker
Accelerate access to latest tariffs and rules

Inbox

- Displays the number and details of new, updated and discontinued net tariffs and rules
- Tariff and rule types are easily identified by the status code
- Save Time - Highlights fares that you have permission to mark up/down and distribute

Increase Efficiency - The latest airline fares and rules direct to your desktop
Increase agent productivity

Global Selling Level
- Automated end-to-end process enables users to mark-up/mark-down
- Distribute multiple rules and tariffs from different carriers from a single screen

Reduce Costs - Automated changes with no time wasted - up to 80% time saving
Mark ups made easy

### Detailed & General Selling Level

- Apply multiple mark-ups to a wide range of travel elements and speed up the data loading process.
- Apply different mark-up values for each route, manage multiple tariff and rules via keyboard commands – mouse-free!

#### Increase Revenue - Unrivalled flexibility and control using only keyboard commands
React rapidly to market changes to retain competitive edge

Cat 25 and 35 fares

• Ability to mark-up/down CAT25 fare by rule net fares
• Same process for CAT25 fares as that of CAT35 (Specified fares)

Improve Profitability - Up to the minute Intelligent fares insight (new and amended fares) on one screen
Be inspired...

Demonstration
• Located within the Travelport Agency Private Fares GUI.
• Choice of a standalone product or within Travelport Agency Private Fares.
The search screen displays the screens within Travelport Net Fare Manager that you can access.

- Definition of the categories e.g. All, new, updated, existing selling levels, deferred, no update authority, expiring - either as a green bubble or as bullet points here.
The primary screen showing all the available Category/Tariffs/Rules.

For a Category/Tariff/Rule to be returned it must be loaded as NET and given the PCC/SID with the authority to update and redistribute.

<table>
<thead>
<tr>
<th>No.</th>
<th>CXR</th>
<th>Tariff</th>
<th>Description</th>
<th>Status</th>
<th>Selling Level</th>
<th>PTC</th>
<th>Acct Code</th>
<th>Tour Box</th>
<th>Tkt Design</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The status code shows the life cycle:

- **NEW** – A new Category/Tariff/Rule loaded that the customer has not applied a selling level to.
- **UPDATED** – Displays when an airline makes a specific change to the Category/Tariff/Rule that the customer has a selling level already applied to it. This can be a new/change fare, change of account code for example.
- **DISC.** – Displays when the airline discontinues the Tariff & Rule.

Minimum/Maximum Selling Levels:

This will display to customers the minimum and maximum mark up they can apply to the tariff & rule set by the airline.

The PTC (Primary passenger type code), Account Code, Tour Box and Ticket Designator are displayed for customers to be aware of what the airline loaded and used for informational purpose.

Customers have 2 methods to apply a markup to the net fare and redistribute to other PCC/SIDs:

- **Global Selling Level & Detailed Selling Level**
- **Customer Accrual Code**

Customers can ignore an UPDATED Category/Tariff/Rule to delete if no work is required from the airline update.
Global Selling Screen

- **Apply a mark-up to a single or multiple Categories/Tariffs/Rules.**
- **On a single screen, create multiple scenarios of mark-ups to distribution groups.**
- **Apply different mark-ups by cabin type, passenger type code and account code.**
The summary box displays what you have built up on the global selling screen.

You can edit or delete any option built.

Once completed, just click the “Commit” button and the data is sent.
Detailed selling Screen

The Detailed Selling Screen gives you a different approach to applying selling levels.

You will be shown from a singular Category /Tariff /Rule the data loaded, enabling you to apply separate markets to more specific data. For example LON – NYC 5% / LON – LAX 10%.

Displaying this data, all you now have to do is add the mark-up value to the selling level box or General Selling Level area.

Before the screen becomes activate customers must add the distribution group being used.

Opening the magnifying glass on a row will display the fare and any footnotes, routings codes, and account codes applicable to the row. Updates will display more detailed updates made by the carrier to the specific row.
Apply dates that over write the airline filed dates, apply an account code, add free format text, apply the distribution group and whether both the selling and net fare are sent or just the sell fare.

Add a default selling level to apply to any new fare added if no match can be found from the main screen.

This means you have selling fares available at all times.
Detailed Selling Screen

- Split into 2 areas: the Detail Selling Level and General Selling Level.

- The General Selling Level allows you to build your requirements based off the data shown and pre-fill a number of lines (notified by the grey shadow box).

- You can also apply a different mark-up to each row displayed and add an amount, percentage or both to any row.

This mark up value has been taken from the first General Selling Level row below.

Customers can create a General Selling Level by Fare Basis, Routing, Cabin, OW/RT and PTC. Once applied NFM will automatically assign the mark up value to the rows within the Detailed Selling Level.
Row 4 has been expanded and LHR, LGW rows created off this so customers can apply separate markup levels.

Row 1 has been expanded by the PTC so the Adult and Child mark ups can differ.

- Unrivalled flexibility - included on top of NFM displaying key data the airline loaded and the ability to create your own requirements.

- Ability to take a city code LON loaded by a carrier and turn this into two separate lines as airport codes (meaning, for example, LHR can have a different mark-up to LGW).

- PTCs can also be expanded so you can apply different mark-ups for adult, children, infant.
Detailed Selling Screen
CAT25

• Screen displays a CAT25 loaded private fare.

• There is less data displaying, due to how airlines file CAT25 over CAT35 fares.

• D* indicates any fare basis starting with D.

Opening the magnifying glass on a row will display the formula used by the carrier to create the CAT25 fare. In this example they took 10% off the published fare.
A list of the other screens that are available in NFM are the Existing Selling Level results:

- Deferred Results,
- No Update Authority,
- Expiry.

The Expiry Results lists any C/T/R that are within 30 days of the expiry. This expiry is the customer selling fare which they can load for up to 3 years.
Detect and effect fare changes automatically

To be first, you must be fast

Increase Efficiency
- The latest fares accessible from a single screen to mark-up and distribute

Boost Profitability
- Profitable mark-up with up-to-the-minute intelligent fares insight

Power Productivity
- 80% time saving, apply mark-ups using only keyboard commands
Automate multiple rule and tariff changes

From a single screen to save time and money on every booking

Be fast with fares. Be first with customers.
Notes About Examples
All screen examples and other inserts associated with system output are provided for illustration purposes only. They are provided as illustrative examples of system functionality and are not meant to represent actual screen responses, rates, etc.