

navitaire
an amadeus company

New Skies®
Customer-centric reservation and distribution system





New Skies

Customer-centric reservation and distribution system

Ready to lead the airline industry of tomorrow?

It's been called a New World Order for airlines, and your business is right at the heart of it. Your formula: achieve high growth, streamline operations, tap new revenue sources, and compete with low-cost carriers. New Skies is your ticketless "ticket" to success. Whether you're a start-up, a fast-growing established airline, or a transforming hybrid carrier, New Skies provides the integrated, in-demand features you need to be a leader in the travel industry of tomorrow.

Benefits

Maximize the Internet and Augment with Other Distribution Channels

Leverage the world's leading Internet direct sales engine and gain access to highly efficient call center tools, traditional and enhanced GDS connectivity and codesharing. Facilitate third-party partnerships and seamless opportunities to generate significant non-flight revenue.

Outsmart Your Competition

Instantly deploy fare sales, special promotions, discounts, electronic vouchers and other competition-beating options.

Capture Profitable Ancillary Revenue

Sell travel insurance, car rentals, hotel rooms, merchandise and activities/tours through the optional integrated "shopping cart" capability via your website or call center.

Lock in Customers

Use New Skies to create customized experiences for all your distribution channels.

Slash Your Costs

Operate as a true ticketless carrier and receive the dramatic financial benefits that ticketless provides, yet trade easily with partners who e-ticket conventionally.

Take Advantage of Innovative, Low-Cost Payment Options

Immediately settle and recognize revenue with a variety of payment systems and rapidly introduce new payment types worldwide.

Expand Services and Scale Easily

Implement Navitaire's hosted technology used by over 50 of the world's most innovative and successful airlines. Navitaire helps you keep up with changing needs, enabling you to focus on managing your business.

Be the Most Operationally Efficient Airline in Your Market

Conveniently access all the tools you need to plan, schedule, set fares, price, book and check in passengers, plus create real-time reports on every facet of your business.



New Skies

Customer-centric reservation and distribution system

Features

The Industry's Leading Distribution System

- Internet Booking Engine (IBE) — achieve the highest percentage of online reservations sales in the industry and leverage ancillary revenue opportunities with Navitaire's proven, highly scalable IBE
- Web Services — connect to third-party distributors and vendors to integrate with customized booking applications, avoid GDS fees and enable extensive passenger self-service options
- Call Center — attain complete functionality with the lowest possible overhead
- Traditional and Enhanced GDS Booking — support multiple GDS participation levels, instant direct credit card settlement, optional e-ticket database integration and agency account options
- Advanced Distribution Controls — perform real-time fare audits; control distributor access and pricing via custom rules, journey and segment controls and automated fee collections
- Codeshare Booking — expand your network through codeshare and airline partnerships, including inter-airline through check-in and interline baggage check options
- Travel Commerce for Ancillary Revenue Generation — combine New Skies with Travel Commerce to leverage your brand and boost revenues by offering customers additional external source services, such as travel insurance and car rentals, directly integrated into your Internet booking flow

Exclusive Integrated Travel Shopping Cart

- Offer upsell of ancillary services at any point during the booking process and support standalone component bookings, such as onboard meals and wi-fi, with our integrated shopping cart
- Capitalize on a strong web presence via a complete travel storefront offering integrated sales of car rentals, hotel rooms, travel insurance and activities/event bookings
- Facilitate integrated customer service from a single call center user interface via New Skies Super PNR
- Direct connections to suppliers provide maximum efficiency and fast connections
- Configurable payment options allow selection from wide-ranging business terms that include collecting funds at the time of booking, passing the payment info to the supplier and booking-only models

Customization Puts You in Complete Control

- Easily support multiple languages to create customized websites to target new customer segments
- Develop fully customizable interfaces using our standard toolset

Tap into new technologies to create innovative reservations services via mobile applications, SMS, or voice recognition and check-in through cell phones, tablets or kiosks with New Skies Web Services





New Skies

Customer-centric reservation and distribution system

True Ticketless Travel Streamlines Operations

- Reduce costs for personnel, training, systems integration, messaging, communications and distribution
- Customize direct settlement with partners
- View integrated, consolidated passenger, financial and flight information to improve customer services and support
- Improve irregular operations handling through streamlined rebooking processes that avoid traditional ticket re-issue hassles

Advanced Payments Engine and Value-Added Services Reduce Costs and Increase Flexibility

- Uses real-time payment processing with direct links to credit card networks
- Easily add new payment types using simplified payment setup
- Align with CISP, AIS, SDP and PCI industry compliance standards
- Supports 3DS Secure processing for American Express, JCB, MasterCard and Visa
- Take advantage of optional dynamic currency conversion (DCC) capabilities and other value-added payment services
- Integrate with select fraud prevention tools

Enhanced Travel Agency and Corporate Booking Distribution

- Establish and customize agency charges and commissions
- Facilitate negotiated allotments and private fares for travel agencies and tour operators, allowing tighter control of bookings
- Support consolidator/sub-agency bookings, including private fares for individual outlets

Capture new revenues through ancillary services, automatic fee collection, web check-in, online seat selection and more





New Skies

Customer-centric reservation and distribution system

Integrated planning,
scheduling, fares, airport
check-in and reporting

Fare Manager

- Create O&D-based fares — any combination of city and airport
- Follow ATPCO standards for rules and restrictions
- Import/export fare data
- Create or modify fares en masse
- Establish instant or future release of batch fare/rule changes
- Support multi-currency fares

On-Demand Reports and Optional Data Store

- Support finance/accounting, marketing, business analytics, sales tracking, operations and more with comprehensive, real-time reports and optional Data Store
- Effortlessly export report data in Excel, CSV, PDF or HTML formats and schedule timing and delivery options
- Feed data to your third party or custom reporting, data warehouse, financial or other systems using optional Data Store

Schedule Manager

- Enter schedules and inventory manually or via industry standard SSIM file
- Easily configure aircraft and schedules through MS Windows-style interface
- Perform “what-if” analyses using multiple preliminary schedules
- Immediately synchronize schedules with inventory
- View schedule history
- Create enhanced seat maps
- Support pre-sell of block space to third parties with negotiated allotments

Management Console

- Instantly set preferences for sales, fares, booking, scheduling and other policies
- See changes reflected immediately
- Manage currencies, taxes, agents, vouchers, promo codes and more from one screen

Airport Check-In

- Implement with minimal training via an intuitive user-specific menu, using simple one-step commands
- Accommodate flexible check-in data access through Navitaire check-in interface, or standard feeds for common-use or multi-use airport environments, and third-party departure control systems
- Publish real-time flight status for the web, call center and airport through flight following (FIDS)

Additional Services

Navitaire offers a full suite of complementary, integrated services that save you time and reduce complexity when delivered from a single supplier, including:

- Hosted SkyPrice® price optimization system to enhance revenue generation
- Navitaire dotREZ Mobility, a comprehensive mobile application, available on iOS and Android, offering trip planning, reservations, booking management, check-in with mobile boarding pass functionality, and ancillary sales opportunities
- Navitaire Loyalty to attract, serve, retain and reward repeat customers. The solution enables carriers to recognize customers across all touchpoints, to post real-time accruals to customers and help generate ancillary revenue through integrated program partnerships
- Navitaire Travel Commerce to capture an increased share of the traveler spend by integrating *ancillary* services from third-party suppliers *directly* into the online booking path or via the call center
- Hosted SkyLedger® revenue accounting system to track sales and recognize revenue
- Navitaire Interline AsSISt supporting clients' IATA SIS compliance requirements for electronic review and settlement of interline transactions
- Navitaire Professional Services to support quick deployment and augment project or IT teams to meet business goals

Navitaire delivers industry-leading technology services that help enable growth, profitability and innovation to more than 50 airlines and rail companies worldwide, including many of the world's most successful airlines. Navitaire offers a full suite of proven solutions to help clients grow their business, reduce costs, capture new revenue sources and readily connect with digital customers and business partners.

Suite 1700
333 South Seventh Street
Minneapolis, MN 55402-2443 USA
+1.612.317.7000 phone
877.216.6787 USA toll-free
www.navitaire.com
navitaire.contactus@navitaire.com

Copyright © 2016 Navitaire LLC. An Amadeus company.
All rights reserved.

Navitaire and its logo are
trademarks of Navitaire.