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Gaining Speed with Navitaire Rail
A full-service digital platform





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To compete with low cost travel options, rail carriers must offer convenience, value and a superior travel experience. In an increasingly liberalized and competitive market, Navitaire Rail helps you improve the travel experience, integrate with partners and boost ancillary revenue.

Navitaire Rail is an end-to-end integrated suite of digital sales, distribution and operations services that provides built-in scalability and flexibility. Delivered in a managed services environment, it can help rail companies provide a competitive, differentiated and superior customer experience, more fully integrate with travel partners and generate profitable ancillary revenue.

Features

Planning

Get on-demand, real-time access to critical operational data and metrics for faster and more efficient business analytics and better decision making. Use rules-based tariffs and pricing capability for train configurations and schedules, as well as create or modify tariffs for any combination of origin and destination.

Sales, Distribution and Inventory Management

Use Navitaire's comprehensive digital platform to provide cost-effective, customer-centric online and mobile reservation and virtual ticket distribution services. Our highly configurable system lets you integrate with external systems, conduct real-time fare audits, manage pricing, inventory and collect fees automatically. Quickly create and deploy new offers as your business needs change.

Marketing and Customer Relationship Management

Deliver a differentiated customer experience at high levels of efficiency and flexibility. Use centralized customer profiles and behaviors to recommend more customized offers and build loyalty. Our open, flexible platform enables integration with third-party loyalty, CMS and CRM systems.

Day-of-Departure and Station Services

Purchase tickets and issue boarding documents using mobile devices, kiosks or websites. Supports on-board servicing for operational and upsell opportunities.



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Benefits

Improve Customer Experience

- Offer sales anytime and anywhere via web, mobile, kiosk, GDS, travel agencies, tour operators and more
- Deploy sales, special promotions, discounts and electronic vouchers quickly
- Enhance customer retention and build loyalty through tailored experiences based on business rules
- Accept a variety of payment options, including digital wallets, bank transfers, Apple Pay, Android Pay and more
- Differentiate environments or experiences by rail car (interactive, social, food, quiet zone, etc.) to meet travelers' needs

Improve Revenue and Profitability

- Sell upgrades, merchandise and other ancillary services
- Dynamically optimize tariffs, fees and ancillaries through our customizable pricing engine
- Reduce time-to-market with our software development kits (SDKs) and sample apps – to develop online and mobile app sales channels

Scalability and Flexibility

- Leverage cloud-hosted digital endpoint solutions to improve operational visibility and manage sales spikes
- Use our managed services to gain advanced capabilities without the overhead and resource commitments associated with in-house service management.
- Benefit from the Navitaire community software model through ongoing system enhancements and improvements

Integrate with Business Partners

- Expand offers through travel agencies, tour operators and other third-party partners
- Incorporate multi-modal travel options and bundled services from different providers and geographies
- Cross sell partner products and services

Navitaire delivers industry-leading technology services that help enable growth, profitability and innovation to more than 60 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.

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