

Welcome

Webinar: Intelligent airfare management

Our Panel



James Filsinger
Yapta



Norman Gage
Mystifly



Liza Lewis
American Express GBT

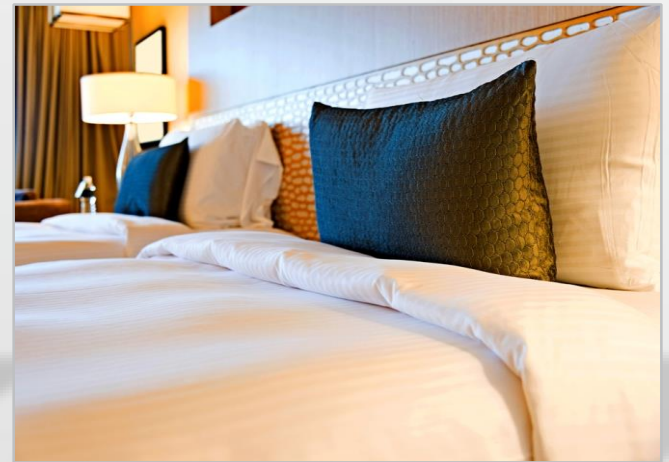
If you have a question for our panel, ensure this symbol is blue and fill the box to the right of your screen





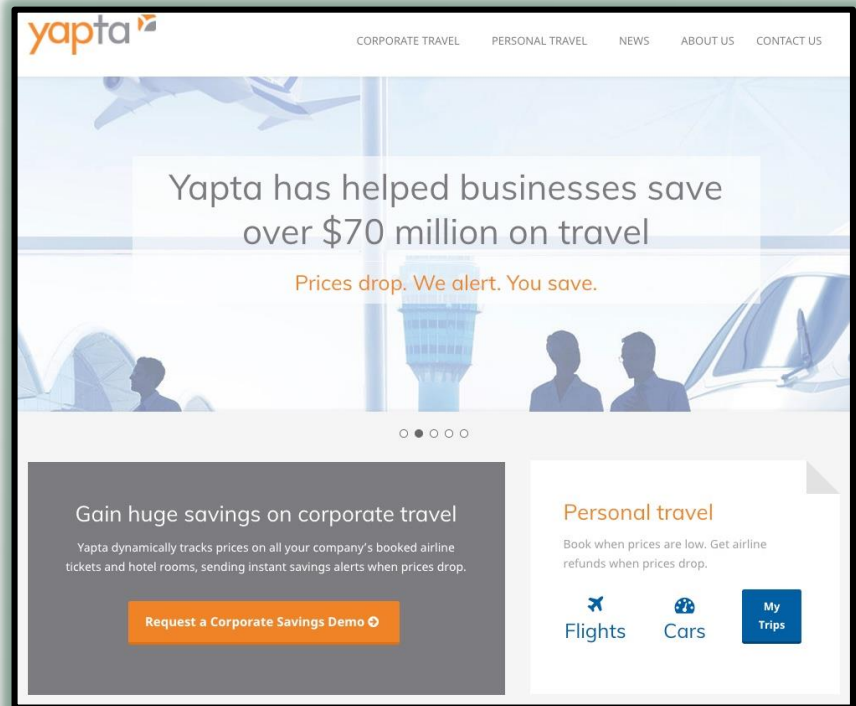
James Filsinger
Yapta

Prices Drop | We Alert | You Save



About Yapta

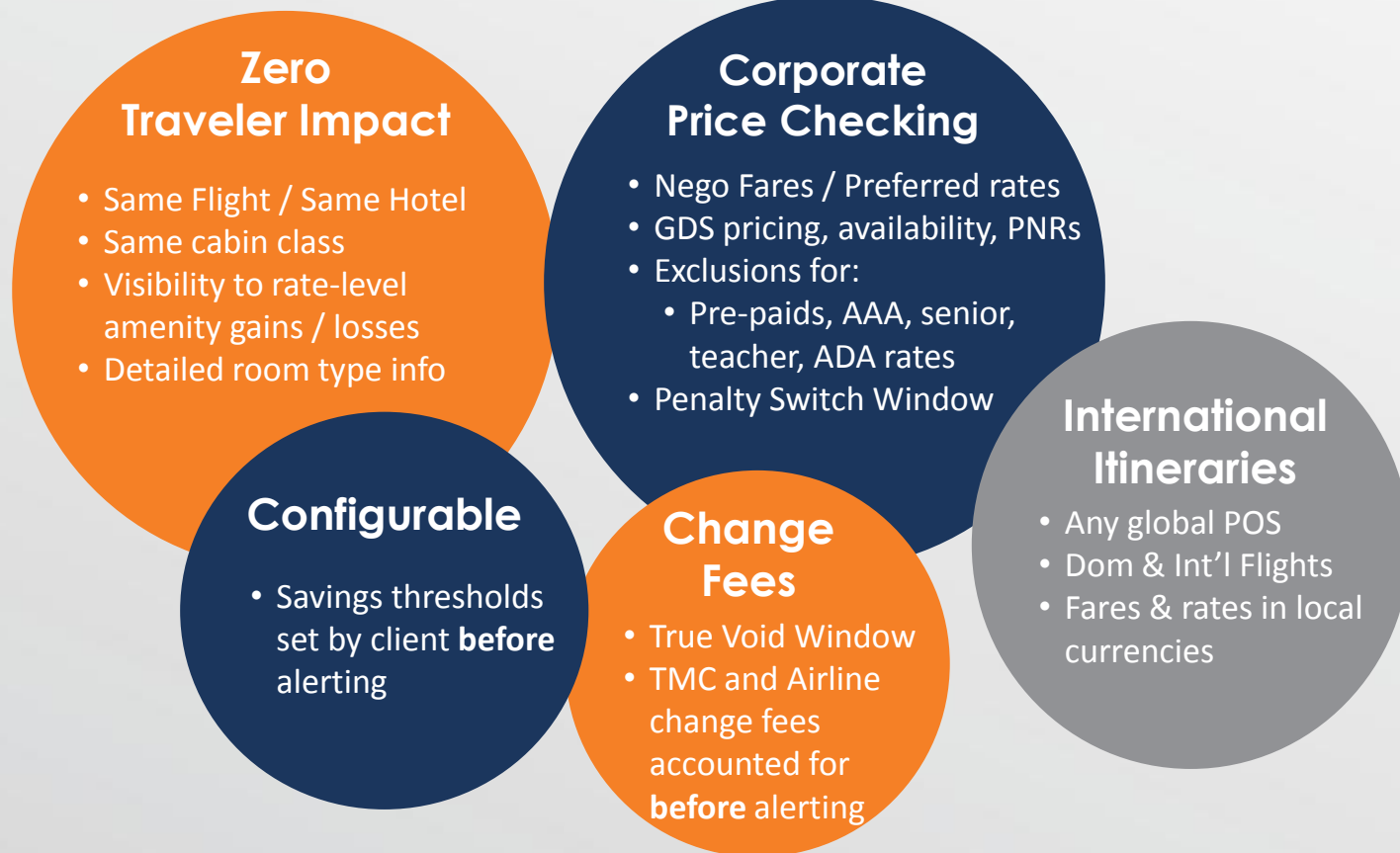
- In corporate price assurance and data analytics
- Globally monitor and alert on airfare and hotel rates for **6,000+ enterprise clients**
- **FareIQ** in July 2012 and **RoomIQ** in January 2015
- Distribution agreements with 13 of the top 20 TMCs
- Backed by **Concur** and **Amadeus**



Bottom Line Savings



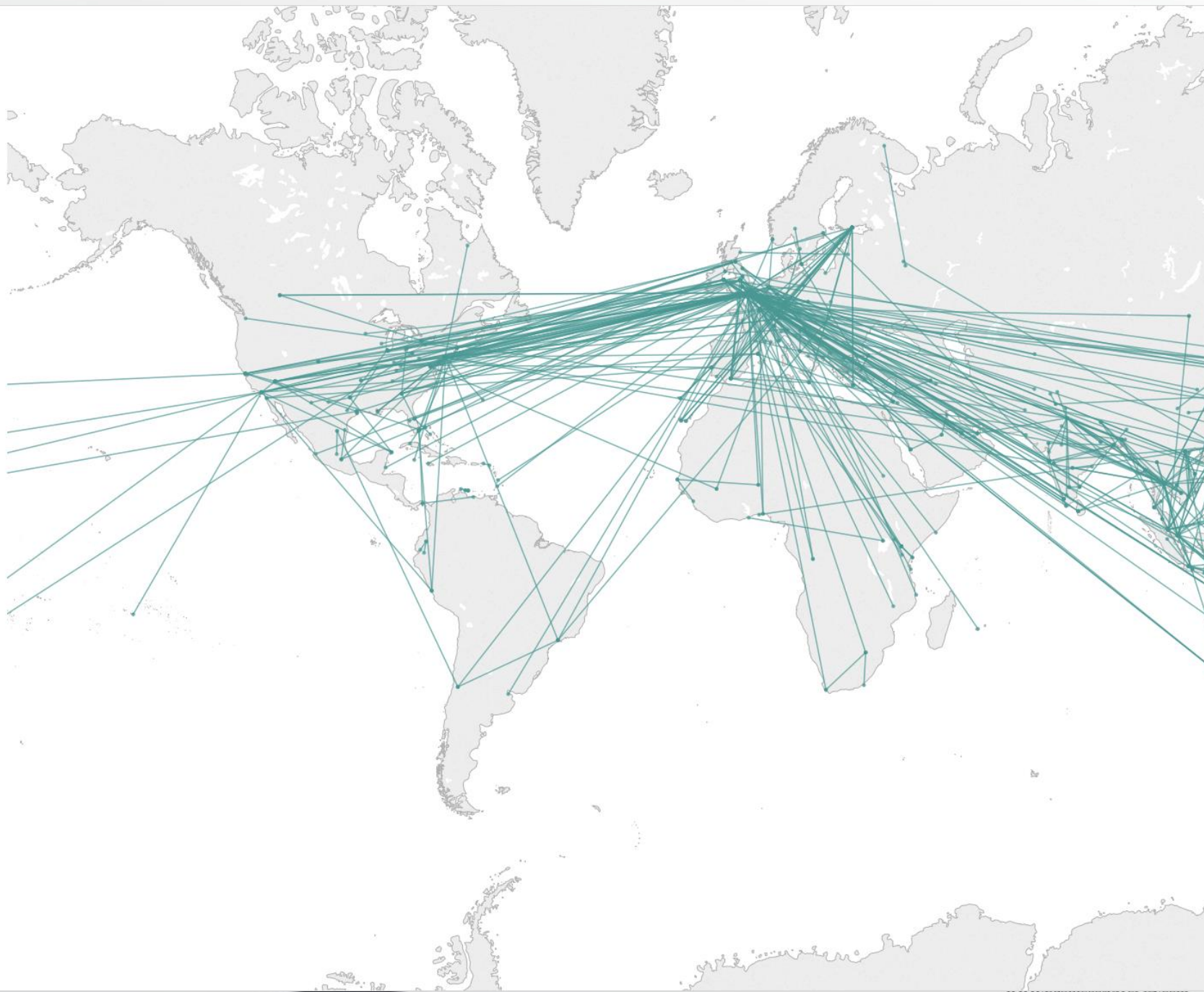
Built for Corporate Travel





Norman Gage

VP Sales and Marketing Europe,
Mystifly/MyFareBox
norman@myfarebox.com





Advanced search

Flights

Accounts

Queue

Administrator

One Way

Round Trip

Multi Destination

R.I.P

From

(SIN)Singapore,Changi,Singapore

To

(KUL)Kuala Lumpur,Kuala Lumpur Ir

Depart

1 Nov 2015

Return

10 Nov 2015

Time

12 PM

Time

Any Time

Preferred Airline

e.g:AA,BB or CC(Maximum 5 Airlines)

Exclude Airline

e.g:AA,BB or CC(Maximum 5 Airlines)

☒ All Flights

☐ Direct Flights

☐ One Stop

Fare Type

☒ Regular Fare

☐ International Traveller Fare

☐ Laborer Fare

☐ Military Fare

☐ Sea Man / Marine Fare

☐ Senior Citizen Fare

☐ Student Fare

Adult

1

Child

0

2-12 yrs

Infant

0

0-2 yrs without seat

Class

Economy

☐ Refundable flights only

Search

Simple Search

24/7 SUPPORT

PAYMENT IN LOCAL CURRENCY

AIRFARES FROM 900+ AIRLINES 70 COUNTRIES

PRIVATE, PUBLIC MARKET SPECIFIC LOCAL AIRFARES

SAVINGS UPTO 40%

LOWEST SOTO/SITI AIRFARES

SIX WAYS TO MULTIPLY YOUR CHANCES



Liza Lewis
American Express
Global Business Travel



GLOBAL BUSINESS TRAVEL

AIR RE-SHOP EXPERT

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ARE YOU GETTING THE BEST AIRFARE RATES?

MAXIMIZING AIRFARE SAVINGS CAN BE A CHALLENGE



Travelers can find it difficult and time consuming to find the lowest airfare



Travel managers can struggle to drive savings without negatively impacting travelers



Travel buyers can find it hard to prove they're delivering savings to the organization



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AIR RE-SHOP EXPERT

AUTOMATED RATE ASSURANCE FOR AIR TRAVEL



AUTOMATED SAVINGS

- › Dynamic price check functionality finds lower airfares in the same cabin, class and dates / times (“like for like”)
- › Fully automated re-booking and ticketing allows for immediate savings as price fluctuations occur



GREATER CONTROL & ACCESS

- › AIR RE-SHOP EXPERT is available in the US (Sabre™) and will expand throughout 2017-2018
- › No dependency on travel counselor and / or service hours



MORE BANG FOR YOUR BUCK

- › Reporting illustrates lower airfares searched and rebooked to show savings value
- › No additional transaction fees for automatic re-booking and / or re-ticketing



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A SEAMLESS SAVINGS EXPERIENCE

A SIMPLE, AUTOMATED PROCESS FOR BETTER AIRFARE

EXPERIENCE



Traveler books ticket through standard process, online or offline



Traveler receives an invoice with a new lower fare for same itinerary



Traveler is on their way and your business benefits from the savings

PROCESS



The search and re-booking process begins automatically



An updated invoice with the new lower fare is sent to the traveler



The travel manager and travel buyer receive insightful reports



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SAVE, COMMUNICATE, REPORT

RECEIVE UPDATED INVOICE AND ACTIONABLE INSIGHTS AUTOMATICALLY

TRAVELER



Traveler automatically receives an updated invoice showing lower airfare details

- ✓ Updated invoice, trip id information
- ✓ Re-shop details and savings information
- ✓ New ticket number and confirmation that the same flight was re-booked

TRAVEL MANAGER



Reporting covers transactional and overall program performance metrics

- ✓ Traveler & trip details
- ✓ Airfare & savings details
- ✓ Company & program details



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START SAVING TODAY

YOUR ACCOUNT MANAGER WILL REVIEW ACTIVATION OF AIR RE-SHOP EXPERT



PRE-NOTIFICATION

- › You will be sent a notification Letter to activate AIR RE-SHOP EXPERT (no Addendum required)
- › You account manager will complete configuration based upon an re-shopping exclusions you decide (i.e. exclude groups of departments / divisions)



ACTIVATION DATE LAUNCH

- › Send internal announcement to travelers reminding them to review invoices of itineraries for AIR RE-SHOP EXPERT savings



POST-IMPLEMENTATION

- › Review monthly reporting for gain share savings contributions



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Questions

@BizTraveliQ #btiqlive

Thank you

Our Panel



James Filsinger
Yapta



Norman Gage
Mystify



Liza Lewis
American Express GBT

Visit www.businesstravel-iq.com for more.

Our next webinar

Looking ahead to the
2018 hotel RFP season



**Wednesday 26th July at
11am BST/1200 CEST**