Payments are Key to Airline Retailing: Uber revolutionised their product with easy payment – learn how you can copy their approach!

❖ George Khairallah, President, JR Technologies
❖ Patrick van der Knoop, Head of Sales - Airlines & Travel, Ingenico ePayments
IATA publishes resolution 787

NOV 2012

OCT 2013

JUN 2014

NOV 2014

SEP 2014

DEC 2014

DEC 2015

MAR 2017

Elected to the DDX Steering Group

NDC pilot with Air New Zealand

NDC transformation layer converting the Navitaire New Skies API to NDC schema version 1.1.3

First NDC order management system

NDC based corporate booking tool for IATA

Level 3 NDC Certification

NDC related software for IAG (BA, Iberia, Aer Lingus, Vueling)

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JR TECHNOLOGIES
IN A NUTSHELL

Locations
- Innovation Center
  Chania
  Greece
- Global Sales
  Athens
  Greece
- R&D
  Dublin
  Ireland

Certifications
- NDC CAPABLE
- IATA LEVEL 3
- IATA Strategic Partner

Partnerships
- ingenico
  ePayments
- UNISYS
- Lufthansa Systems
- SWITCHFLY™

Key projects
- IFG
  IATA Financial Gateway
- IAG
  INTERNATIONAL AIRLINES GROUP
- SKY BIRD
  TRAVEL & TOURS
- InselAir
  Reaching Higher

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INGENICO EPAYMENTS
IN A NUTSHELL

Global footprint with 150+ payment methods

Experienced Travel Team serving Airlines, OTA, Hotels over 6 continents

Innovation & technology at the core

Dispute management & Foreign Exchange

24/7 multi-local support and professionnel services

Why they choose us

• One integration
• Global Full Service Capabilities
• Platform performance
• Consultation and professional services

€59bn
yearly processed flow

99.999999%
availability

65.000
customers

500
TPS

348ms
processing time

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RICH CONTENT & MERCHANDISING SYSTEM (RCMS)

Vendor X ID: xxx-59
Vendor Y ID: xxx-60
Vendor Z ID: xxx-61
Vendor E ID: xxx-62

API

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RICH CONTENT & MERCHANDISING SYSTEM (RCMS)

Edit rich content

Display language

Search

API

Vendor X
ID: xxx-59

Vendor Y
ID: xxx-60

Vendor Z
ID: xxx-61

Vendor E
ID: xxx-62

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RICH CONTENT & MERCHANDISING SYSTEM (RCMS)

Manage rule sets

Create Service Rules

Service

Rule Set Name

Status ACTIVE

Add rule set tags here:

You can fill in any of the following you wish:

API

Vendor X ID: xxx-59

Vendor Y ID: xxx-60

Vendor Z ID: xxx-61

Vendor E ID: xxx-62

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RICH CONTENT & MERCHANDISING SYSTEM (RCMS)

Manage rule sets

Create Service Rules

Rule Sets Overview

Athens - Doha, February to March, Ticketing Policy

Status: Active

- Passenger Type Codes (PTC) = ADT
- Frequent Flyer Level = Gold
- Fare Types = Fare Code U| FF Free | UI2|AE2| Economy Flexible
- Flight Number = BA 421
- Dates = From 29.02.2017 To 15.03.2017
- Departure Days = Monday

API

Vendor X
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When (seasonality)

Field: 
Operator: 
Value:

- Departure Date
- Departure Time
- Departure Day
- Time To Departure
- Booking date
- Booking time
- Booking Day
- Length of Stay
- Flight Duration

API

Vendor X ID: xxx-59
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Vendor Z ID: xxx-61
Vendor E ID: xxx-62

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HOW THE MONEY FLOWS
PAYMENTS CONSULTANCY
TRAVEL VERTICAL

• We know travel is a highly specialized vertical with massive volumes, covering all regions and channels, with many touch points (CNP & POS)

• We have integrations with a number of distribution platforms, products and channels which will help unlock your payments choices

We have a dedicated cross-functional Travel Team with specific expertise and experience

Product (Management / Marketing)  Travel (Professional Services)  Sales (AM/BD)

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360° PAYMENT ACCEPTANCE

Check-in Kiosk
On board Sales
Excess Baggage

Connected Screens

Smart Terminals

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Each marketplace airline receives the funds corresponding to the paid orders on their account in Ingenico, and assigns the various amounts to the other seller airlines.

/movements/transfers (method: POST)

```json
{
  "gatewayReference":"6TR0IX_1611231201",
  "gatewayMerchantId":"MarketplaceAirline1",
  "wallet":"322000000230",
  "amount": "98.5",
  "currency":"EUR",
  "communication":"First transfer",
  "reference":"XX11XX11"
}
```

(a positive reply status means that the money is already reconciled; a failure makes it necessary to retry the same transfer in 12/24 hours)

Ingenico Marketplace environment
Payout Management

The order management/NDC platform sums up all the orders for the same seller airline and triggers the payout.

```
/movements/payout (method: POST)
{
    "wallet": "322000000230",
    "amount": "180.5",
    "currency": "EUR",
    "communication": "Interline ancillaries payout – December 12th 2016",
    "reference": "XX11XX11"
}
```
Whatever the currency or the payment method, we’ll help you manage your needs.

For example, if a consumer buys services through the Travel Marketplace for $100 and pays with a credit card, Ingenico ePayments will process the transaction in USD and then automatically convert the amount into the sellers’ and Marketplace operators’ desired currencies, which in this case is Euros.
QUESTIONS / COMMENTS?

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