



# ***AIRLINE DISTRIBUTION AND RETAILING UPDATES***

***Weeks 49 & 50, 2024***

**This edition contains news on:**

- AirJapan
- American Airlines
- Arjet
- Cathay Pacific
- Emirates
- LATAM
- Oman Air
- Saudia
- ARC

# Oman Air deploys EDIFACT surcharge

Oman Air has begun implementing a Distribution Cost Recovery (DCR) surcharge, effective 04 December. Bookings made via Direct Connect and NDC channels bypass this surcharge.

Earlier in the year, Oman Air furthered its NDC journey by entering into a partnership with Accelya for distribution and retailing, and integrating with ARC Direct Connect.

## Oman Air DCR details

**10 USD per segment**

**charged globally and across all GDSs**

## **LATAM signs NDC deal with Amadeus (1A)**

LATAM has renewed and expanded its distribution agreement with Amadeus, including access to NDC content. Terms and conditions, as well as a go-live date of LATAM NDC content on Amadeus have not been announced.

## **Saudia extends 1A distribution relationship**

Saudia and Amadeus have expanded their distribution relationship, with the carrier's NDC content and dynamic fares scheduled to go-live via Amadeus in Q1 2025.

Saudia has a long-time tech relationship with 1A, being a user of Amadeus Altéa NDC and PSS. In 2023, the carrier was announced as one of the first customers for Nevio.

# Cathay Pacific renews with Travelport

Hong Kong-based carrier Cathay Pacific (CX) has signed a multi-year extension of its multi-source distribution agreement with Travelport. CX had previously signed a distribution agreement with Travelport, including NDC access in 2021.

According to the GDS, go-live of CX's NDC content on Travelport+ is expected in a few months.

## CX's recent GDS announcements

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### November 2024

CX expands technology partnership with Amadeus to grow NDC and retailing capabilities

### December 2024

CX extends its multi-source distribution agreement with Travelport, with NDC go-live expected in 2025

# **American Airlines extends technology partnership with Sabre; settles fee dispute**

American Airlines (AA) and Sabre have announced a multi-year renewal of their technology relationship which includes the SabreSonic PSS and the PRISM corporate travel monitoring software. AA is currently collaborating with Sabre on a Sabre Mosaic proof-of-concept.

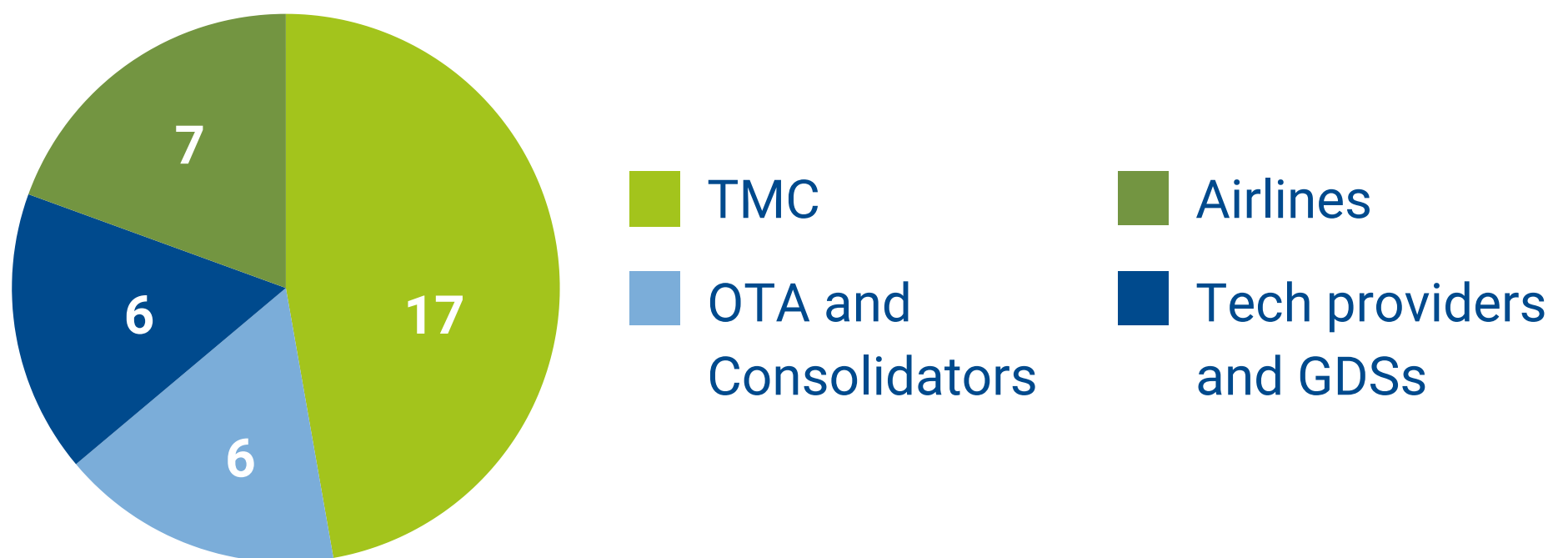
Additionally, the two parties have now resolved an open dispute regarding 139 million USD in outstanding court fees from an antitrust litigation dating back to 2011.

# ARC's NDC Advancement Working Group publishes set of NDC best practices

The set of 20 best practices aims to increase NDC adoption and standardize servicing capabilities. The practices cover many NDC topics including change management and improving processing efficiency.

Airlines Reporting Corp. (ARC) created the working group in late 2023 to make headway in NDC and define recommended industry best practices.

**The group comprises of a mix of various industry stakeholders**



## More industry updates

**Emirates' (EK)** NDC content has been launched on **Sabre**. In November, the carriers NDC content first went live on Travelport. Amadeus is the only GDS currently not distributing EK's NDC content.

**Arajet's** “flight packages, offers and services” are now bookable via the **Sabre** GDS, two months after the airline and GDS signed a long-term distribution agreement.

**AirJapan**, a low-cost carrier part of the ANA group, has announced its integration with travel aggregator **Verteil**. The modern retailing integration will go live in Q1 2025.

# NDC GDS integrations with tech companies

**Serko's** booking tool, Zeno, has integrated with **Amadeus'** NDC content, with the connection expected to go live by H1 2025. Zeno connected to Sabre's GDS NDC content in April. Corporate travelers can book NDC content and retain TMC servicing capabilities.

**Atriis** will distribute **Amadeus'** NDC content from Q1 2025, with Uniglobe Travel Netherlands as the launch customer. Atriis connected to Sabre NDC earlier this year with Altour as the first customer.

**TTS** will be integrating **Travelport's** NDC content into its TTS corporate booking tool in 2025. While the full launch is expected in H1 2025, TTS will be testing the NDC connection with a select group of customers in Q1 2025.



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