

THE TANGIBLE BENEFITS OF NDC FOR CORPORATE TRAVEL



Corporates still ask: “what’s in it for us” and “show us the tangible benefits”



Today:

- No talk about the future
- Features available in our solution *today*
- Benefits you have *today*

If you like what you see, speak to your agent about getting it. We work with many agency tech providers; our latest deal with the Amadeus GDS should accelerate your access.

NDC allows corporate travellers to add a la carte services and products to their bookings through their chosen agency or OBT



Today, the BA NDC solution allows you to:

- ✓ Shop by cabin, schedule, negotiated fare, aircraft type and much more
- ✓ Hold a seat for 24 hours
- ✓ Reserve seat in advance
- ✓ Purchase additional baggage
- ✓ Add or purchase special meals
- ✓ Recognize the corporate or frequent flyer for better offers
- ✓ Upsell to another fare family
- ✓ COVID: travel vouchers and refundable products are supported

And more to come...

More info:



Passengers booking through NDC are

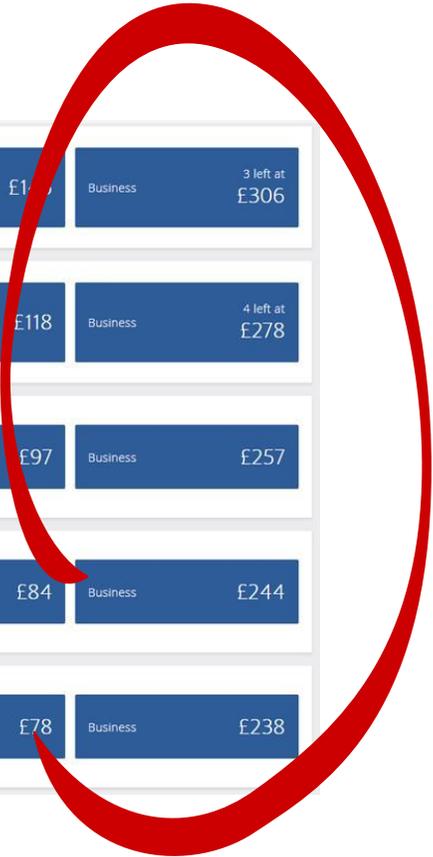
100x

as likely to add an additional product/service to their booking

BA's additional price points (APPs) in NDC will lead to cost savings to your corporate travel program



Additional price points sit in the traditional fare ladder



10:50 LHR — 14:00 BCN British Airways Non-stop 2h 10m FLIGHT DETAILS	Economy £179	Business 3 left at £306
12:55 LHR — 16:05 BCN British Airways Non-stop 2h 10m FLIGHT DETAILS	Economy £118	Business 4 left at £278
14:30 LHR — 17:40 BCN British Airways Non-stop 2h 10m FLIGHT DETAILS	Economy £97	Business £257
17:20 LHR — 20:30 BCN British Airways Non-stop 2h 10m FLIGHT DETAILS	Economy £84	Business £244
18:55 LHR — 22:00 BCN British Airways Non-stop 2h 5m FLIGHT DETAILS	Economy £78	Business £238

Misconception: APPs are not about increasing fares but about better spreading demand

90%

of corporate travel programs* will see cost savings when they get access to shorthaul APPs



Thank you

More info:

