

IATA - “Airlines in the lead - Development of new products & services in a world of airline retailing”

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The Vision for the Qantas Distribution Platform



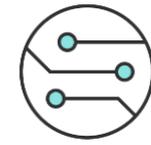
Enhance and streamline servicing capabilities to ensure an exceptional sales experience.



Enable Travel Agencies to access our most compelling products and services.



Deliver personalised experiences to our customers via their preferred channel.



Accelerate innovation through technology.

We've developed the QDP for our Agents, Buyers and Flyers, focusing features in three core areas.



Servicing



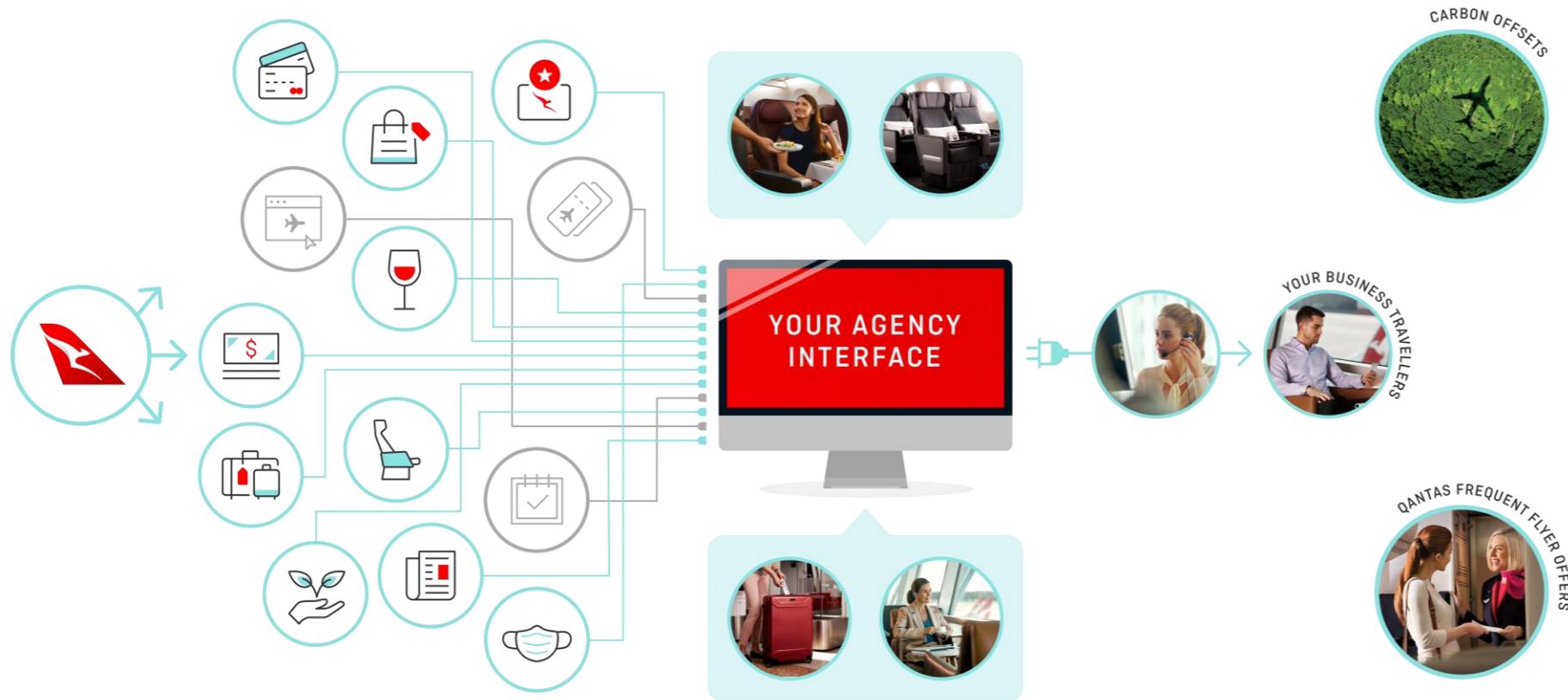
Customer Recognition and Value



Ancillary Products

QDP will modernise the retailing experience for our indirect partners and corporate customers.

QDP Features



Fly Carbon Neutral

- Launched November 2020
- Allows customers to buy carbon offsets when buying their flight.
- Qantas Frequent Flyers earn 10 Qantas Points for every dollar spent.

Qantas Frequent Flyer Offers

- The ability to offer bonus Qantas Points and Status Credits to Qantas Frequent Flyers.

Road to Retail Champion

Experience

Richer information brought to life visually at the point of sale. Better for sellers, buyers and flyers.

Personalisation

Tailored offers for customers.

Transparency

Ancillary products booked in one place.

