An unprecedented crisis

COVID-19 - An unprecedented crisis

Tremendous impact to Airlines

- Collapse of sales
- Historical records of refunds
- Cash flow issues
- Uncertainty on rebound
- Resources reduction

Restart is fundamental
An unprecedent crisis

COVID-19

Your travel agents

... an important distribution channel ...

Interface with your passengers

Promote your destinations and offers

Guide them (CANX, Refund/exchanges)
How GNR5 can help you?

When “incentive” is an option - Airlines need simple solution:
- No additional manpower
- End to end solution – control of conditions
- No input from Travel Agents
- Instant rewards – stimulate Travel agents and relationship

IATA can help you in the recovery process by managing incentives to:

- Stimulate Travel Agency Sales
- Incentivize vouchers & reissued tickets
- Boost your preferred form of payment
- Encourage use of preferred distribution
What is IATA Global Net Remit 5?

IATA Global Net Remit 5 (GNR5) is an upfront agency incentive management service.

- Automate calculation of supplementary commission to TA
- Instantly pay incentives through BSP settlement cycle.
- You set your conditions and the application manages the entire lifecycle of incentives for you.

+$190M SPAM paid/year

+3800 Travel agents

+9M incentivized tickets

Active in 80 BSPs

+64 Airlines
GNR5 Services

Incentive Analysis, Configuration, setup

- Deals set for you
- Many options available
- Deals per agents/groups

Eligibility, Processing & Computation

- Each ticket checked
- Daily calculation
- Paid through BSP settlement
- Details available on BSP outputs

Reporting and Analytics

- Online Access to KPIs & analytics
- Access to contract (deals)
- Extract reports
GNR5 Services - What we propose?

- Special module to handle incentives on **vouchers** and **reissued tickets**
- A dedicated team to assess your needs
- Flexible charging offer
- Quick implementation
THANK YOU

Q&A

Need more information? Contact us at globalnr5@iata.org
https://go.updates.iata.org/globalnetremit5