

Amadeus Long Haul Availability is an industry-unique revenue maximisation tool that enables you to apply basic network revenue management principles directly in our system in order to tailor availability information based on origin and destination (O&D). It helps you optimise availability for your higher-yield connecting passengers, improving your long-haul load factor as a result.



With our extensive route network we quite simply cannot do without an effective O&D process. In the absence of an O&D Revenue Management in Iberia, the Long Haul channel based O&D controls serve us well as a valid alternative for our inventory distribution through Amadeus

José Arribas Moro
VP Commercial Logistics, Iberia

Customise your offer based on booking value

In order to maximise revenue, you need to manage your network as a whole. Not all bookings have the same value and being able to customise your offer based on O&D could be business critical. If your internal systems do not have the capability to manage booking requests based on O&D, you can create and manage O&D controls directly at the channel level using Amadeus Long Haul Availability. You will be able to customise your offer at the time agents display availability, in a way that shows more favourable availability for your short-haul flights in order to keep more spaces for your higher-yield connecting passengers.

Influence availability posting levels for connecting flights

Using Amadeus Long Haul Availability settings, you can influence the way availability posting levels are shown to agents for flights sold in connection. You define your flight connections directly in our system, establish flight 'dominancy' and attach rules governing their posting levels. This can be done in two ways:

- > **Capacity dominancy:** allows you to sell your short-haul flight against the availability of your long-haul flight so as to maximise your chances of selling the entire connection.
- > **Limit sales dominancy:** allows you to remove Limit Sales restrictions applicable to your short-haul flight, and sell against the capacity assigned for the given booking class instead.

As a result, when an agency attempts to sell a connection, our system compares the posting levels of a given booking class for both the non-dominant and the dominant flight that form part of the connection, and then, depending on the type of dominancy you have chosen, the posting level of the non-dominant flight will be adjusted accordingly.

With Amadeus Long Haul Availability you can:

- > Create and manage O&D rules directly in our system*
- > Apply rules based on capacity dominance whereby posting levels of 'dominant' flights will override posting levels of 'non-dominant' flights
- > Apply rules based on limit sales dominance whereby posting levels of 'non-dominant' flights will be replaced with their respective capacity AVS
- > Instantly deploy new or edit existing rules in line with market requirements

*graphical user interface is under development

Technical requirements

Amadeus Long Haul Availability can be applied with no special technical requirements other than access to the Amadeus system

Iberia & Amadeus

Iberia has been the first to deploy Amadeus Long Haul Availability in order to manage distribution of seats from an O&D perspective and as such have been using the Long Haul O&D controls for many years now.

“With our extensive route network we quite simply cannot do without the ability to distribute inventory based on origin and destination. Although we are now preparing internally for a deployment of an O&D-based revenue management system, Long Haul Availability served us well all these years, helping us tailor availability posting levels in Amadeus based on the itinerary that a travel agency is asking for.

We are using the 'Limit sales dominance' rules whereby we open up availability of our short-haul flights when they are sold in conjunction with long-haul. These rules reside directly in Amadeus and trigger a real-time response for the agency without the need to query our own system.

We use this feature in conjunction with Amadeus Married Segment Control in order to prevent partial cancellations of connecting flight segments by agents after a preferential availability has been provided on the short-haul sector. This is absolutely crucial in a successful O&D process; what you do not want to do is make your last seat available on a high load factor domestic flight for a passenger you believe will travel all the way to South America, only to find out that all the agency really wanted was to secure a seat on the domestic flight. As a consequence your expected revenue has diminished in a question of seconds.”

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To secure more high yield long-haul bookings, call your account manager today or go to

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