LCCs & Hybrids: Taking distribution to the next level

Low-cost and hybrid carriers (LCCs) are reaching new heights... but face new complexity & competition

As the lines continue to blur between low-cost and full service models, the world’s leading LCCs are engaging in new and diversified strategies to secure future growth and profitability. See how they’re making travel agency distribution work for them.

1. GET REAL RESULTS

Higher revenues
- Up to 60% higher fare per passenger
- Up to 80% attachment for ancillaries
- 20M+ business trips booked on LCCs

New partnerships
- World’s largest agency network
  - 195+ countries
  - 11,000+ corporations & top TMCs
- 19% of LCC volumes are interline / codeshare

Better customer experience
- Connect your brand to travellers
  - in ALL channels
  - at ALL phases of shopping
- Anytime, anywhere with mobile and cloud booking technology

2. DISTRIBUTION, YOUR WAY

Easy: Connect to existing systems
Flexible: Maintain or evolve as you need
Choice: Unique light ticketing technology (new generation XML) or Ticketing Full distribution capabilities

3. STAY LOW COST

Low cost customer acquisition
Improved efficiencies from transactional business model
Retain business processes
Maximum ROI across all channels

Let’s build on your success and re-imagine new ways of working together profitably