

Have you audited the impact of NDC on your managed travel program?

We Have!

Partnership Travel Consulting (PTC) has had a unique airfare audit program going back a decade focused on international business class airfare discrepancies between negotiated corporate discount fares and fares issued.

Our initial audits uncovered millions of dollars of overpayments, but neither the airlines nor the TMCs would agree to reimburse our corporate client for these overpayments. That audit process was fondly named “**Corporate Hindsight**” as an intentional play on Corporate Insight, the Continental Airlines/Prism data management tool.

PTC retains the domain www.corporatehindsight.com, but we are intentionally keeping this “under the radar.” We recently completed an NDC audit for a corporate client and found significant differences in ticketed fares vs. published fares on airlines’ websites. This was not limited to just NDC or just one carrier. In some cases, the difference in fare was over \$3,000.00. The top 10 fare differentials had an average of \$2100.00

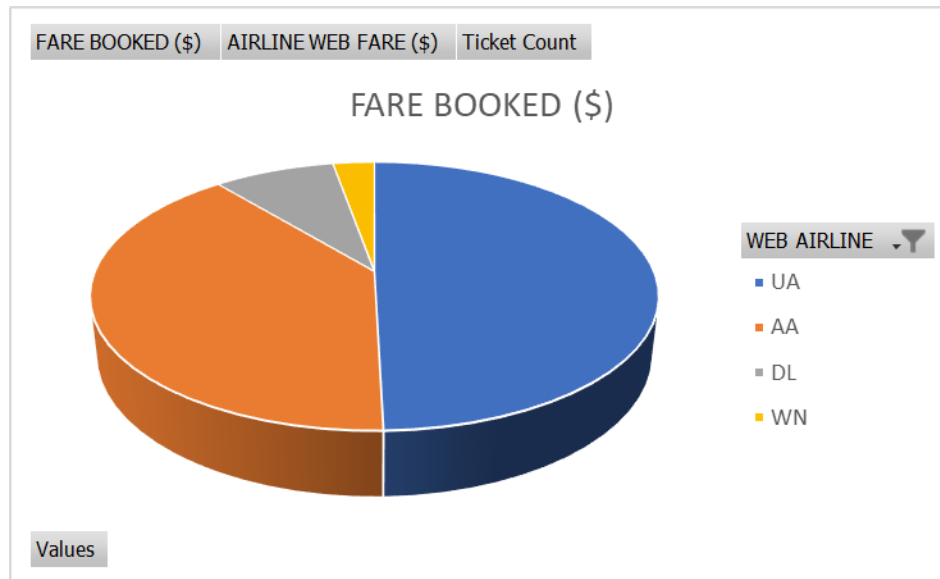
This document is not published on PTC’s website, nor will we publicize it via travel media or LinkedIn. We are instead sending this document to PTC’s existing travel buyer contacts, which is why you received this email.

The Corporate Hindsight audit is managed by PTC, with customized audit technology from Cerebri AI.. The pricing depends on the reporting frequency (hourly, daily, weekly) and the number of records being audited. The ROI can be validated in the first week of the audit, and we recommend a minimum 3-month audit period. There are discounts for audit periods of up to one year.

We would be happy to chat privately with you to share additional information and provide a quote based on the type of audit you may require. We are recommending a US point-of-sale initially, and we can support all three GDS.

Feel free to email us at audit@partnershiptc.com or contact our CEO, Andrew Menkes via email at andy@partnershiptc.com to set up an informal initial chat. If you want to learn more about this program in person, join us at the PTC Conference in Chicago in May (invite-only, no TMCs, no Trade Press) at www.ptcconference.com





The above chart represents the airline web fare differentials over GDS/Edifact as a % of total airfare savings. The top 10 bookings had an average of \$2100 in lower fares on the airline’s own website. PTC’s assessment of the impact of these NDC fares to be ~ 14% lower than fares paid by Corporate accounts including their negotiated discounts.

PRICING OPTIONS (3 Month Audit)

1. **Hourly:** PNRs are audited in < 1hr of receipt; fare differences >\$200 (domestic), \$900 (international) are “bounced back” to the TMC in time to void and reissue
2. **Daily:** PNRs are audited in < 4hrs of receipt; all fare differences are provided in a daily report to the client by 6pm local time
3. **Weekly** PNRs are audited on a daily basis within 8 hrs. of receipt and reported after every 5 business days

The audit fee is a combination of a monthly setup fee and a per/PNR fee. Both fees decrement proportionate to the number of tickets being audited (the higher the number of tickets, the lower the fee).