

The race is on to get to Airline OSS-version 3.0

Who will get there ? (NDC kick-off in 2012 !)

One-Stop-Shopping (OSS)	Version 2.0	Version 2.1	Version 3.0
Platform based	GDS	GDS	"Open Source"
Order based on	PNR	PNR	"Neutral Order"
GDS content	YES	YES	YES
No. Of NDC	0	5-10 (*)	40+
No. Of LCC	2-5 (*)	5-10 (*)	150+
Most major airlines - NDC Retailing (E.g.: Lufthansa, AF/KL)			Ready Now
Aggregators (E.g. AARON GROUP)			Ready Now
OBT - Next Gen (E.g.: Symphony Corporate)			Ready Now
Back-office solutions			Ready Now
Payment systems			Ready Now
SME/Mid-size travel agencies - Ready for system change			Now-5 years
Many Independant TMCs (Regional/local)			Now-5 years
Upcoming/New entries - Global TMCs			2-5 years
Global TMCs - 360 degree system change			5-10 years
GDS - Next generation			5-10 years ?
GDS (Edifact based)	Ready Now	0-2 years	Never
Global TMCs (GDS and PNR dependant)	Ready Now	0-2 years	5-10 years ?
SME/Mid-size travel agencies - Not ready for system change	Ready Now	0-2 years	5-10 years ?
Current OBТ - GDS/PNR Based			
Cytric	Ready Now	0-2 years	Never
GetThere	Ready Now	0-2 years	Never
Concur	Ready Now	0-2 years	Never
Neo	Ready Now	0-2 years	Never
Other TMC OBТs	Ready Now	0-2 years	Never

(*) Depending og GEO region and GDS version

Where do you want to be with your corporate travel program in the future – Short term/long term?

“Open Source” or “TMC Fortress”

