

Prevent Revenue Leakage at the Point of Sale Travelport Fare Verified™



- > **Protect and increase revenues** with fully automated pre- and post-ticketing auditing
- > **Ensure accuracy** of fares, rules and taxes prior to ticketing
- > **Receive immediate notification** of ticketing errors and identify agent behaviour through real-time Web reporting
- > **Interrupt ticketing** at the point of sale when the correct amount is not being collected
- > **Eliminate future ticketing mistakes** through timelier employee training
- > **Make better decisions** by knowing the true impact of waivers and favours on your bottom line
- > **Ensure profitability** with an exclusive solution that truly stops revenue leakage

You're doing everything right – so what's undermining your profitability?

Your airline has invested in the latest market and network planning tools. You apply the most effective revenue management techniques, and use every competitive advantage to structure pricing for maximum yield. You analyse reams of market data that indicate a market should be wildly profitable. Yet every month, results defy your solid planning and forecasts. Why are revenues lower than they should be? What is eroding the bottom line?

“Fare Verified has become one of those products we now wonder how we could have ever done without. It validated our assumptions, helping us uncover and stop significant revenue loss. We now consider Fare Verified an essential component of our operation.”
– Delta Air Lines



Incorrectly priced tickets – it's hard to control what you can't see

In today's competitive environment, Travelport encourages airlines to look closely at how incorrectly priced tickets may be negatively impacting profitability. Mistakes and fraud associated with under-collection of fares create a revenue drain that's broader than most airlines realise. In fact, airlines lose millions of dollars annually due to under-collection of fares. How can you address this critical issue?

Stop revenue leakage before it occurs with Travelport Fare Verified

Today, Travelport Fare Verified makes it possible for you to conduct comprehensive fare audits, take preventive action to stop leakage and return to profitability. As the industry's first and only combined pre- and post-ticketing fare audit solution, Travelport Fare Verified allows you to cast the broadest net around your fare audit process and prevent revenue loss at the point of sale – before ticketing occurs.

Find out exactly how much of your revenue is at risk – and why

Auditing of post-ticketed fares does not tell the whole story. Fare Verified indicates when, where, why and by whom incorrect fares are being ticketed during real-time audits. Immediate, detailed Web reporting drills down to specific locations and agents, which helps you distinguish fraudulent activity from mistakes, improper discounts, manual data entry errors and more.

How research shaped the best fare audit solution for airlines

Travelport conducted in-depth research to find out how we could help airlines resolve issues associated with fare data integrity. Fare Verified is the innovative, customer-driven solution created from our findings. The cornerstone of Fare Verified technology is our global fares and pricing system, known for its accuracy and reliability.

Travelport Fare Verified tackles the following issues:

- **Industry Issue:** Revenue loss from under-collection of internally issued tickets falls primarily in these areas:
 - Fraudulent ticketing activity
 - Fare basis codes cannot be found
 - Fare amounts are invalid
 - Errors associated with taxes, fees and advanced purchase
 - Abuse of waivers and favours

Solution: Fare Verified eliminates revenue loss in all of these areas.

- **Industry Issue:** Ticketing errors and ticketing fraud are identified long after the ticket has been issued.

Solution: Fare Verified stops revenue loss before it occurs.

- **Industry Issue:** Airlines are unable to identify the causes of revenue leakage – where and why it happens – and which agents are responsible.

Solution: Fare Verified's real-time reports provide details to pinpoint revenue loss so that airlines can take preventive action.

As a powerful stand-alone tool, or integrated into your sales processes, Travelport Fare Verified gives you the innovative technology and flexibility you need to rise above these challenges and protect valuable revenues.



Airline

Return to profitability through fare data integrity

For more information about Travelport Fare Verified and our other leading solutions for protecting airline fare data integrity, contact your Travelport representative or send an e-mail to Travelport Airline IT Solutions™ at: airline.marketing@travelport.com