



## **Marco del Transporte Aéreo en Europa y su comercialización**

Javier Gallego Alonso  
Head of European Service Center  
**International Air Transport Association**



to represent, lead and serve the airline industry



# Summary

- IATA – Who we are
- Where we are: leading an changing industry
- Where we go: challenges



# IATA – Who we are

to represent, lead and serve the airline industry



## IATA - Facts

- Founded in 1945
- 265 Airlines comprising approximately 94% of all network international traffic
- IATA's global reach extends to 150 nations through 101 offices in 79 countries
- A collective voice for the airlines

# IATA – Mission and Vision

**MISSION:** Represent, lead and serve the airline industry

**VISION:** To be the provider of global leadership and solutions to ensure a successful air transport industry



# IATA – Where we are. Leading a changing industry

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# IATA Settlement Services

**BSP/CASS is the worldwide IATA system that centralizes the sales, reporting, remittance and settlement between airlines and agents**

## **Benefits:**

- Worldwide network of accredited professional sales agents
- Ticket sales reported to ONE Central point.
- Reduced accounting, distribution & administration costs
- Better financial control and risk management



## BSP/CASS Worldwide - Key Facts 2005

### BSP (Passenger traffic):

- **US\$ 171.000 Million** Gross Sales
- **370 Million** Tickets
- **79,000** Agents

### CASS (Cargo traffic):

- **US\$ 18.000 Million** Gross Sales
- **15 Million** Air Waybills
- **10,839** Agents

# BSP/CASS in Europe - Key Facts

**28** Field offices serving **39** countries

## Passenger

- BSP Gross Sales **US\$ 71,000 Million**
- **150 Million** tickets
- **34,000** Travel Agents

## Cargo

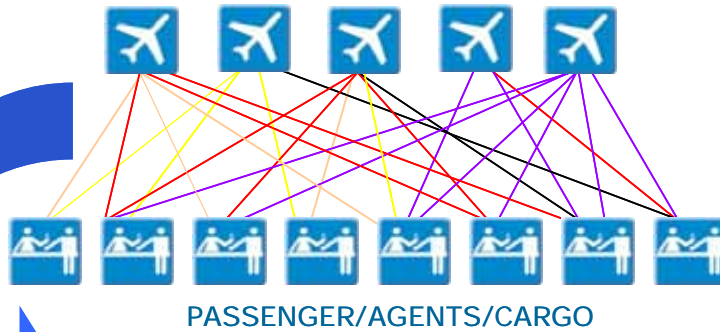
- CASS Gross Sales **US\$ 7,500 Million**
- **8 Million** Air Waybills



# BSP/CASS Consolidation

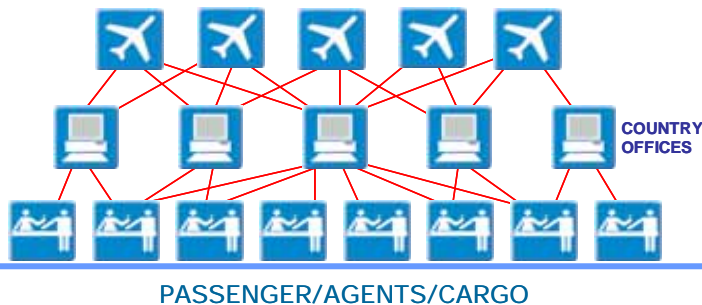
Before BSP/CASS

AIRLINES



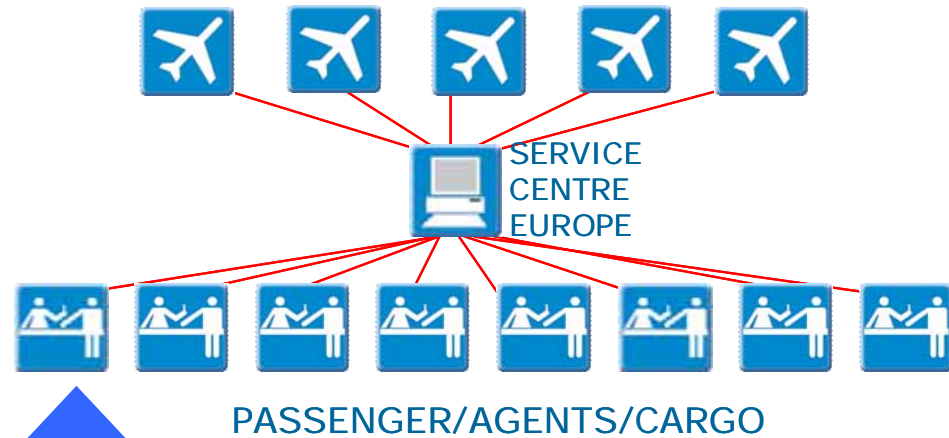
After BSP/CASS

AIRLINES



After Service Centre Europe

AIRLINES



# BSP/CASS in Europe

## Current facts.

- **PSAA** as cornerstone of current relation between airlines and agents
  - Facilitates airlines and agents tickets sales
  - Global network
  - Simplify back-office tasks
- Evolution of **distribution channels**
  - Agents adding value to tickets sales. Airlines direct sales
  - Agents: From a commission environment to a distributor world
  - Non face to face transactions growing up
  - Simplify/Secure and add value to credit card transactions



# BSP/CASS in Europe

## Current facts.

- Simplifying the business (**STB**)
  - Elimination of paper tickets by end 2007
  - Bar-coded boarding passes (BCBP)
- HUBs consolidation
  - Consolidation of IDFS operations into HUBs
  - European HUB based in Madrid
  - Improve quality of services, efficiency and controls
  - Customer services as key success factor
  - Use best-of-breed Technology





# IATA – Where we go. Challenges

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## We have a clear vision for our future

- As a low cost, environmentally responsible industry
- That safely and securely connects the globe
- That provides value to passengers and travel/ cargo agents.
- That supports global economic development
- IATA will be supporting airline efforts and leading change



# IATA Settlement Systems

## Future challenges.

- New business environment for agents and airlines
- Facilitate airlines tickets distribution. Simplify the business
- Be the key player to facilitate the communication between all stakeholders involved in the distribution process
- Euro/European BSP/CASS
- Expand European model (HUB) worldwide
- Improvement of current governance structure
- **ADD VALUE** to the distribution chain





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