

eu travel tech

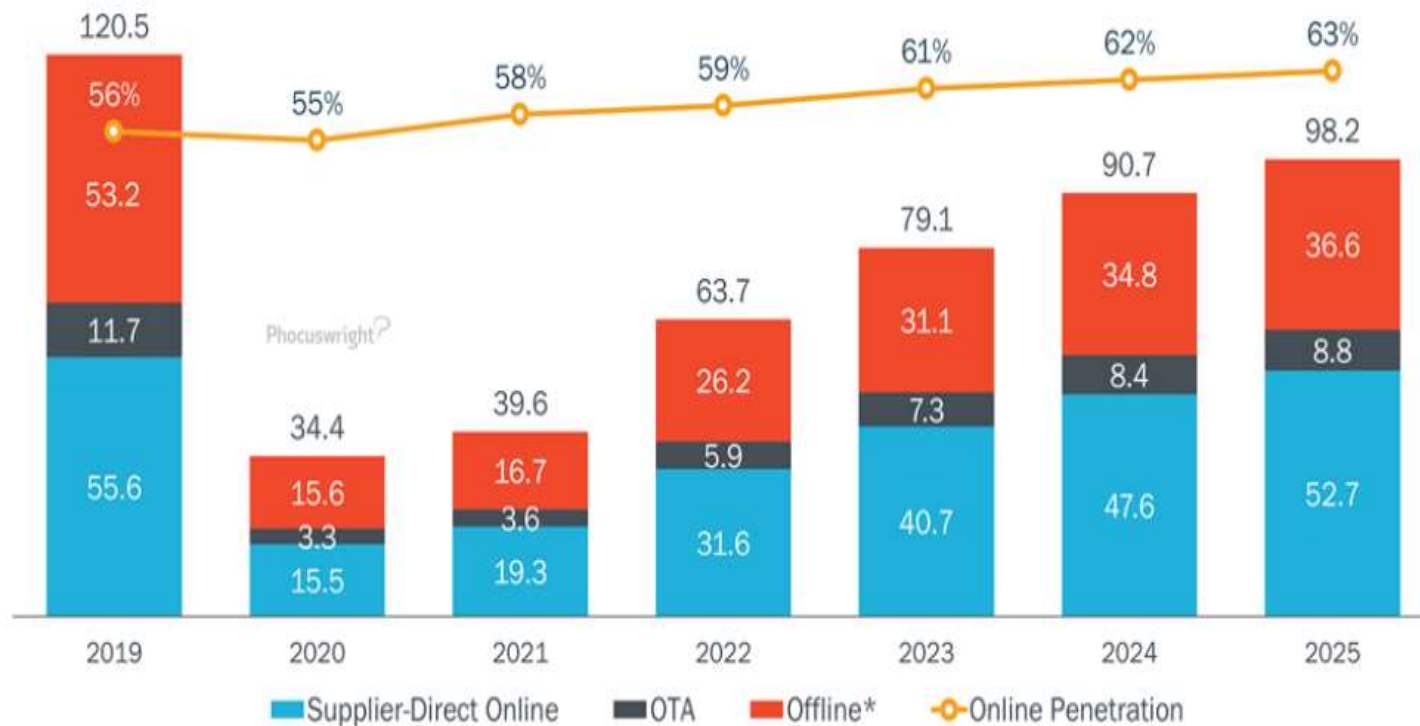
Multimodal Digital Mobility Services in aviation - FRAND

Florence School of Regulation, Florence

10 February 2023

Development of indirect distribution of air tickets

Independent online platforms remain a secondary booking mode



Note: 2021-2025 projected. *Offline includes telephone, walk-in, central reservations and managed corporate travel bookings.
Source: Phocuswright's Europe Travel Market Report 2021-2025

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based on research by trade publication Phocuswright.

Application of FRAND to transport distribution

Reinventing Itself Under Bankruptcy, SAS Readies A Novel Distribution Model



Jay Boehmer October 5, 2022

Scandinavian Airlines plans to launch in March a new distribution model in Denmark, Norway and Sweden, the airline announced to agencies this week. SAS will pay agencies €1 per "fare component" for Go Smart fares, which are nonrefundable economy tickets, and €2.50 per fare component for plus or business fares. It will not offer commissions on its lowest-tier Go Light fares.

Although SAS will not levy a GDS booking surcharge, as so many European airlines have done, there is a clear cost shift. "Any amounts charged to SAS by these providers will be charged back to travel agencies with IATA location in Scandinavia via debit memo," according to the airline.

Also effective March 1, 2023, SAS will withhold worldwide from traditional GDS channels its Go Light fares, making these exclusively available through NDC-based and direct channels.

Swedish Business Travel Association general manager Lotten Fowler highlighted a similar concern. "To a buyer the most important thing is to have access to all rates and to be able to compare," she said. "If this is made difficult or impossible, there will be a reaction."

Didrik von Seth, managing director of Swedish travel agency group SRF, still was reviewing SAS' model change. While SRF has meetings with SAS in the coming weeks, his initial feedback was that the model would result in "increased distribution cost and less transparency for end customer."

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ORGANIZER FINNAIR FLYS ONLINE BOOKING TRAVEL COMPANY TRAVEL INDUSTRY TOURISM
2020-10-30 07:36 Email reporter

The Swedish Competition Authority is investigating whether Finnair inhibits free competition

The Swedish Competition Authority is currently investigating Finnair due to a suspicion that the company does not want OTAs to market discounts on metasearch sites such as

TRANSPORTATION

Lufthansa to Charge Extra for Tickets Booked Via GDS

By Adam Leposa · Jun 2, 2015 01:00am

Flights Running a Travel Agency Travel Industry Research Europe

As part of an overall change in its commercial strategy, the airlines of the Lufthansa Group (LHG) have announced that they will begin charging a "Distribution Cost Charge" (DCC) of EUR 16 for every ticket issued by a booking channel using a GDS.