

# Bridging the Gap Between Tour Operators and Airlines

NAVITAIRE & QUINTESSENCE



## Navitaire has partnered with quintessence to offer an integrated B2B leisure solution to help airlines sell through tour operators.

Airlines looking to grow their leisure travel business rely heavily on tour operator bookings, but existing systems and processes can create operational challenges.

quintessence bridges the airline and tour operator worlds, offering B2B leisure solutions that reduce the operational complexity that can be associated with disparate systems. Its solutions cover the complete leisure life cycle, from product definition, flexible contracting, allotment management, ancillary sales, passenger handling and post-flight invoicing.

With quintessence, airlines enjoy greater visibility into tour operator seat inventory and passenger information. The integration with the Navitaire Airline Platform allows airlines to not only automatically sync negotiated space changes between the solutions, but also offer revenue-generating ancillaries – like seat assignments, baggage allowance and third-party products and services. Improved passenger handling allows carriers to use an integrated single day-of-departure DCS flow including flight and ancillaries.

Learn more at [quintessence.net](http://quintessence.net)

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**quintessence** 

## Simplify working with tour operators

- Flexible distribution process
- Regulate seat inventory
- Improve customer servicing and satisfaction
- Incorporate ancillary sales
- Integrate operational processes
- Manage revenue, commissions, contracts and more

quintessence offers airlines an integrated multi-channel management product portfolio, servicing hybrid, low-cost and network carriers.

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