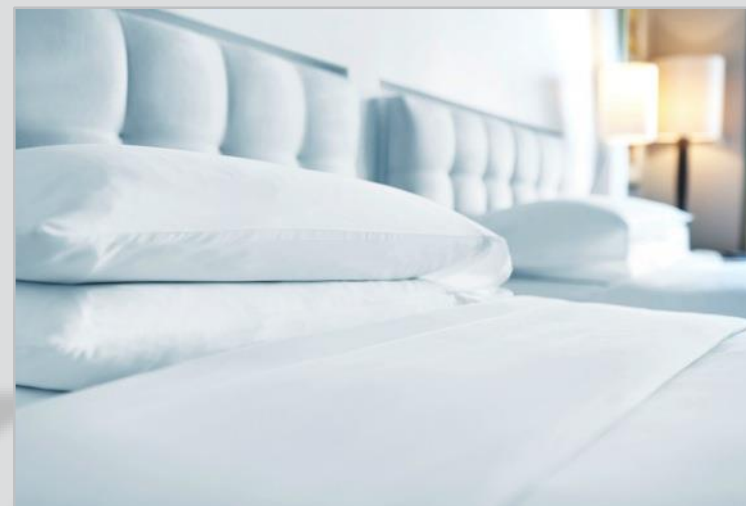


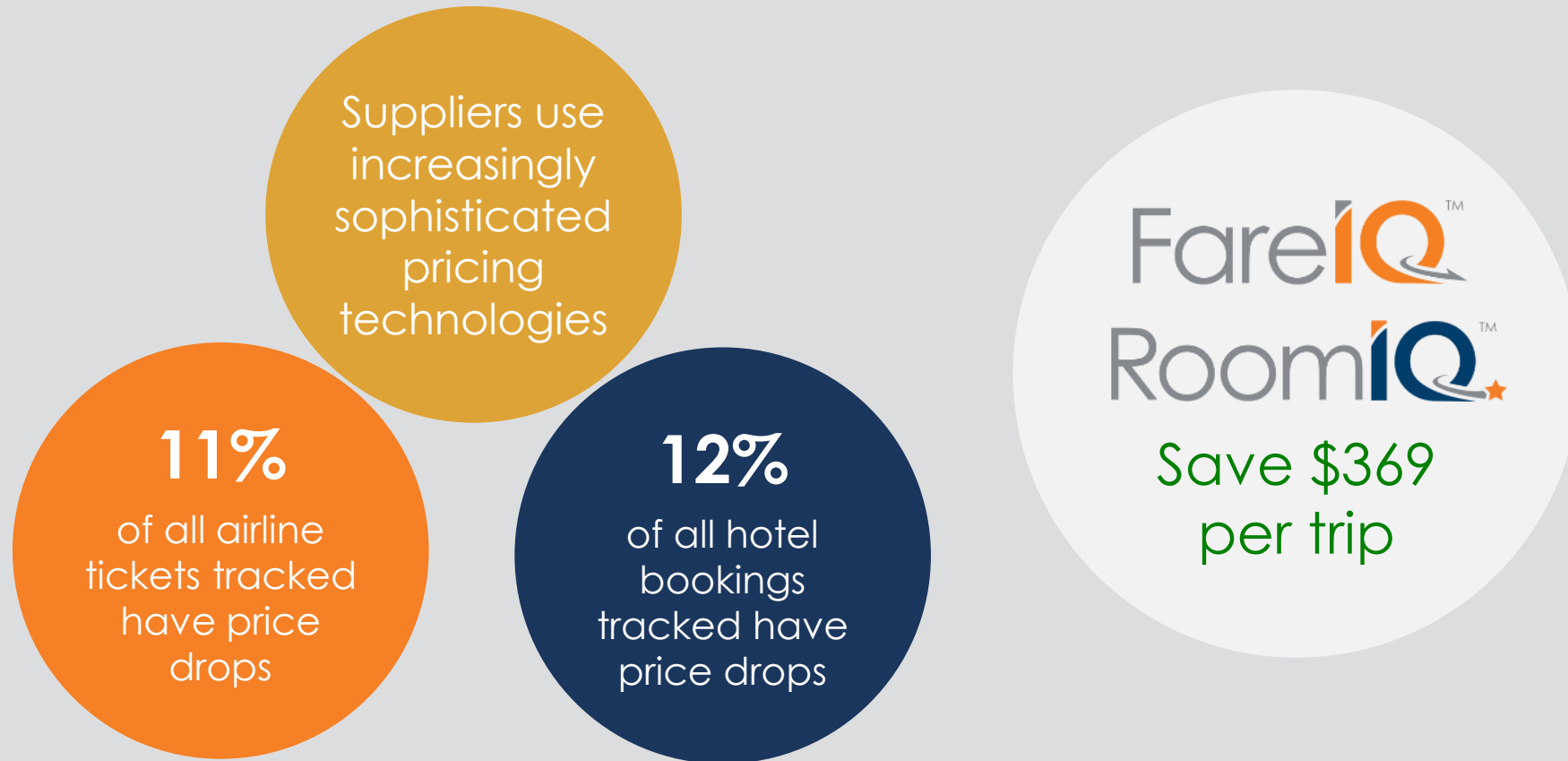
Yapta



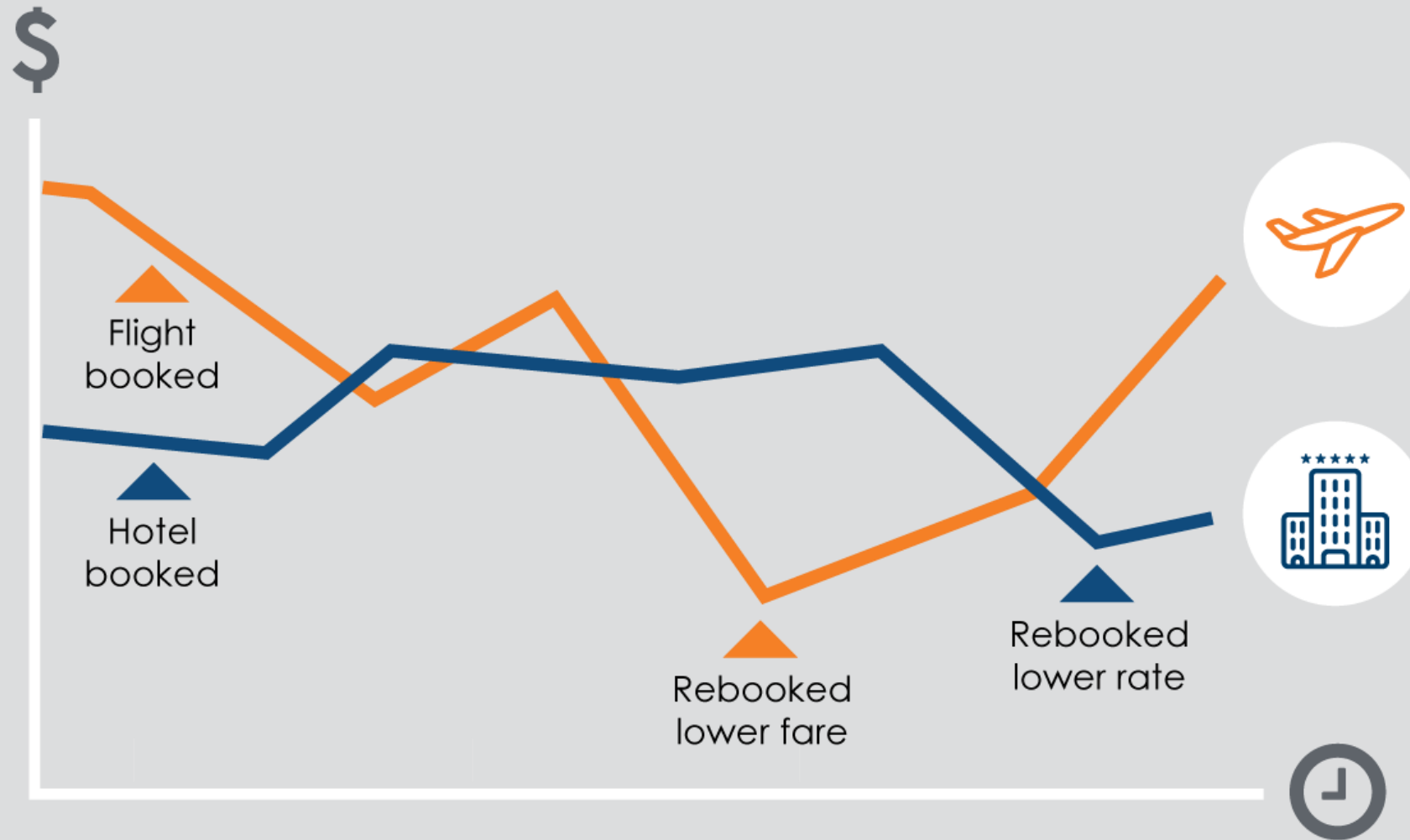
Greg Gustin
Director, Yapta Sales



Pricing Complexity Drives Need for Price Assurance



Achieving Cost Savings from Price Volatility



High Level Process Overview





No Traveler Disruption

- ✓ Same carrier
- ✓ Same cabin class
- ✓ Same departure date and time
- ✓ Same refundability
- ✓ Branded fares (Sabre)- FlexFares (Q4)

Corporate Price Checking

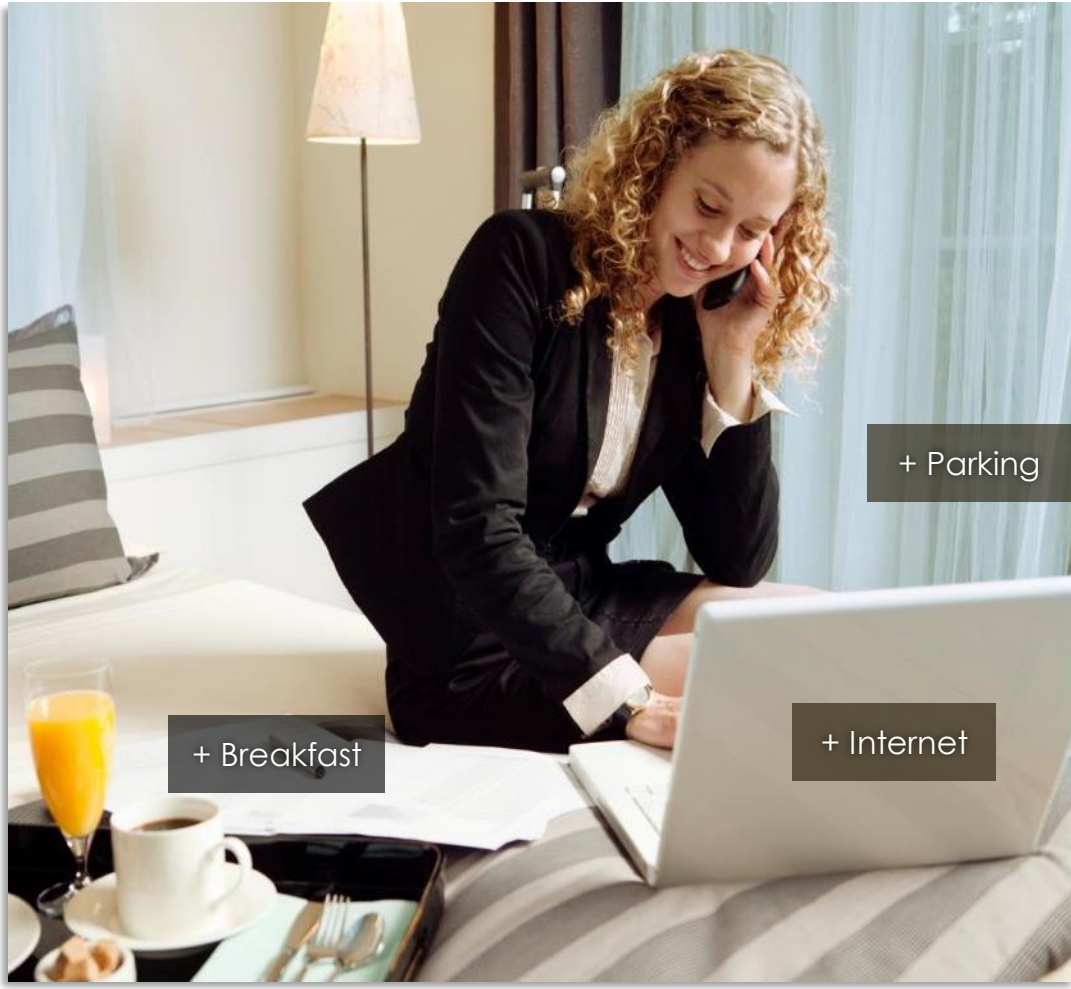
- ✓ Monitor both negotiated and published fares
- ✓ Refundable vs. nonrefundable switch
- ✓ In Void window or 24 hrs before departure

Change Fee Calculations

- ✓ All airline change fees and TMC re-booking fees are factored in **before** alerting

Alerts

- ✓ Savings alert thresholds set by the client are factored in before alerting



No Traveler Disruption

- ✓ Track same hotel only
- ✓ Does not require outreach to traveler

Automated Hotel Rebooking

- ✓ Yapta's technology, in the GDS, in the TMC's pseudo city
- ✓ Not handing clients data to a third party
- ✓ Auto re booking tied to Best Match
- ✓ Sabre (live) & additional GDS's late 2019

Integrated GDS Support

- ✓ Easy access to bookings and updates
- ✓ Negotiated rate access

Rate Level Amenities

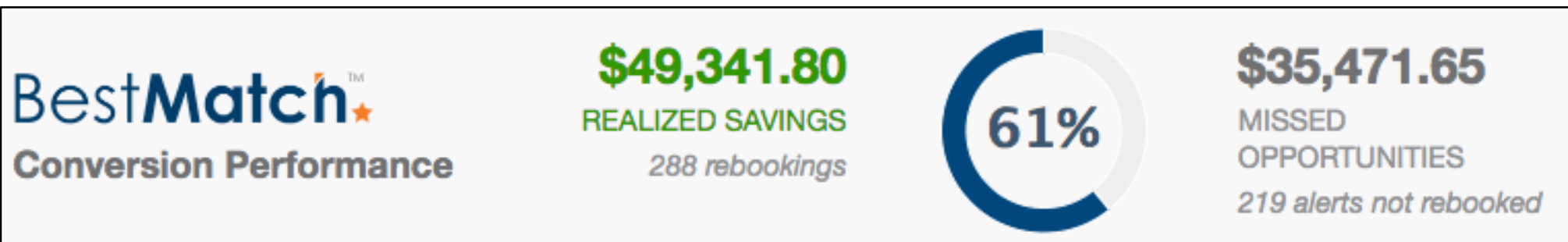
- ✓ Clear visibility into gain/loss of rate level amenities provides view into financial impact of decisions

Helps Agents Optimize Hotel Rebookings

Hotel price drop alerts are prioritized to indicate which rebookings will provide the greatest value based on a company's specific preferences

BestMatch Criteria:

- ✓ Rate Code
- ✓ Bed Type
- ✓ Room Type
- ✓ Cancellation Policy
- ✓ Amenities



FareIQ Savings Notifications



FareIQ alerts to savings opportunities in two ways:
Email and Remarks/Queue Placement. ***Notification is not sent to the end traveler***

Instant Savings Notification Email

Rebook now to save \$436.00
BFVUDN - Acme Co.

FareIQ has identified a lower fare for the itinerary "Newark (EWR) to Barcelona (BCN) on UA". [More details →](#)

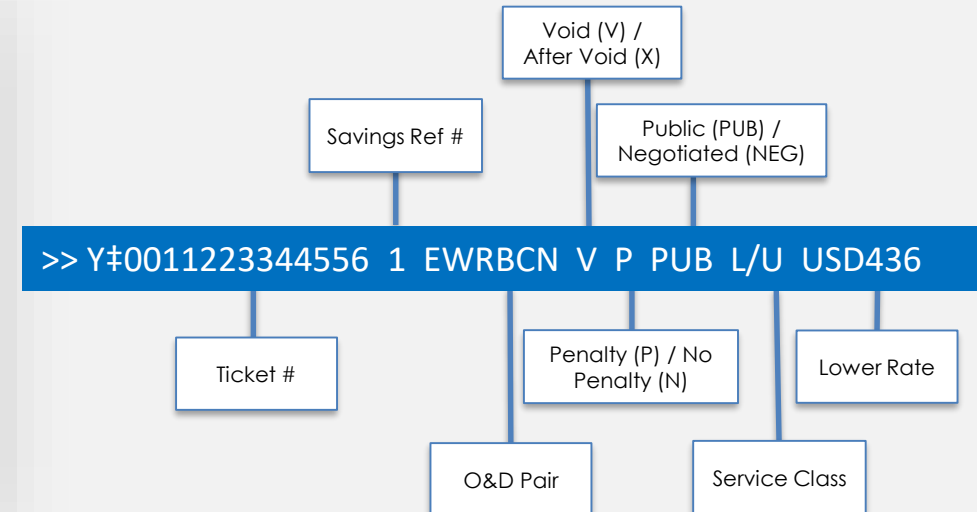
Currently ticketed at: \$1816.90 **In void window**
Ticket #0011223344556 | Economy | L/B | Negotiated | Penalty ([More fare rules →](#))

Lower fare available: \$1380.90	Current ticket: \$1816.90
Economy L/U Published Penalty	Lower fare: - \$1380.90
	Change fee: - \$ 0
	Est. TMC fee: - \$ 0
Savings \$436.00	

Thanks,
The FareIQ Team

If you would like to change or stop receiving notifications, [contact support](#) to change your notification settings.

Savings Remarks (Written by FareIQ)



SAMPLE

RoomIQ Savings Notifications

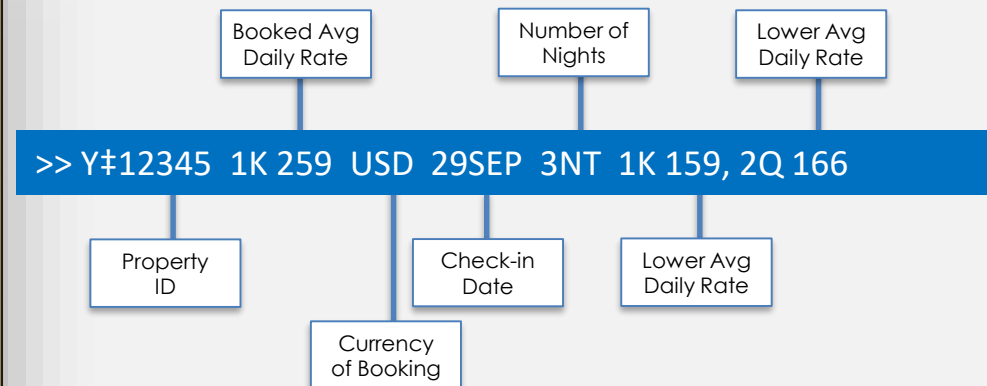


RoomIQ alerts to savings opportunities in two ways:
Email and Remarks/Queue Placement. ***Notification is not sent to the end traveler***

Instant Savings Notification Email

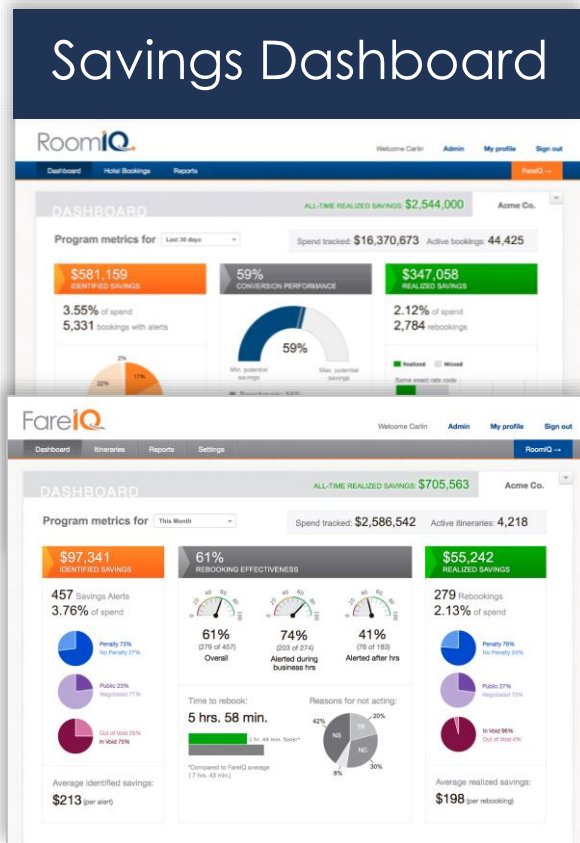
The screenshot shows an email notification from RoomIQ. At the top, it says "Rebook now to save \$2145.82" and "RoomIQ". Below that, it identifies the customer as "UPTWOF – OT Sabre Generic Customer" and states that RoomIQ has identified a lower rate for a room at THE LONDON NYC, NEW YORK NY 10019 (arriving 09/20/2017). The current total cost is \$3330.10 for 1 night at an average rate of \$2899.00. The current booking is for AP1RAC | XO | BEST AVAILABLE RATE, with a cancellation policy of CXL 24H PRIOR TO ARR. A red arrow points to the "BEST MATCH SAVINGS" section, which shows a new rate of \$1029.00 per night, resulting in a savings of \$2145.82. The new booking is for DS1RAC | XO | BEST AVAILABLE RATE, also with a CXL 24H PRIOR TO ARR policy. The adjusted savings is \$2145.82. The email also mentions "Same Amenities" and provides details about the London Storey accommodation.

Savings Remarks (Written by RoomIQ)

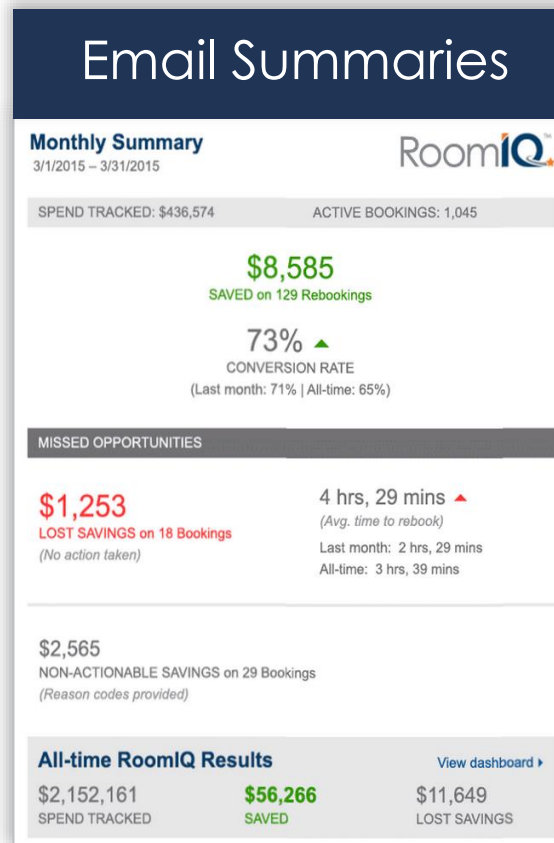


SAMPLE

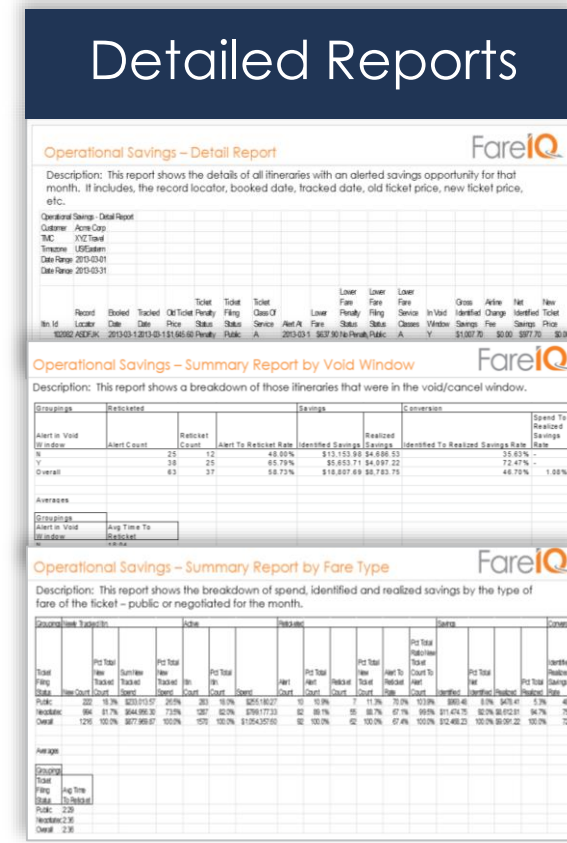
Complete Savings Transparency



Real-time access to spend tracked, identified and realized savings and ADR metrics



Weekly and monthly automated summaries - spend tracked, realized savings, non-actioned savings metrics



Ad-hoc reports showing summary and detailed information re: identified and realized savings

Market Leadership in Price Assurance

We've helped businesses save over **\$250 million** on travel



Yapta serves over
8,100 clients
globally



39 of the Fortune 100
148 of the Fortune 500
40 of the BTN 100



Questions

Thank you

Greg Gustin, Director, Yapta Sales
Yapta, Inc.

Ph: 206-496-0218

E: ggustin@yapta.com