

Contract Solutions

A streamlined workflow to dramatically reduce coding time



Negotiated contracts are a significant source of revenue for the airline industry. Over time, contracts have grown increasingly complex and now require a time-consuming process and extensive training to implement. You need an automated and more efficient way to implement contracts that reduce extensive training and labor costs.

Having the right means to get your contract to market is essential. ATPCO offers three solutions to help distribute your specialty pricing programs.

Fares and Rules

Our traditional and most robust solution, our flagship Fares and Rules systems are valued by expert coders for the comprehensive customizability that allows you to offer many different types of specialty pricing programs such as leisure travel, agency deals, and corporate discounts. Many of these programs use Fare By Rule to dynamically generate new fares in automated pricing systems by using existing fares and rules as a base.

Simplified Rules

Easily and accurately code the provisions of negotiated contracts and Fare By Rule fares in a simplified workflow using one data input screen.

- Increase speed to market as much as 50% by decreasing the time required to create new negotiated contracts
- Reduce extensive training and labor costs by removing complexity from coding negotiated contracts
- Improve accuracy and consistency by applying built-in safeguards to minimize coding errors



Express Contracts is provided in partnership with Volaro

Express Contracts

Express Contracts is the only automated solution that can extract provisions from PDF, Word, or Excel negotiated contracts and standardize them into an ATPCO format that is ready for distribution in as little as 10 minutes.

- Increase speed to market by reducing as much as 95% of coding time to implement a negotiated contract
- Save resources and training costs by automating the coding of a negotiated contract
- Improve pricing accuracy to ensure expected revenue is earned

Which solution will work best for you?

Contact us at expresscontracts@atpco.net

or simplifiedrules@atpco.net.

The ATPCO logo features the letters "ATPCO" in a bold, blue, sans-serif font. Below the letters is a blue swoosh that underlines the text. The logo is positioned in the bottom right corner of the page, partially overlapping a large, light blue graphic of an airplane tail fin that extends from the bottom edge of the page.

Which are right for you?

	Fares and Rules	Simplified Rules	Express Contracts
Type of solution	Comprehensive	Simplified	Automated
Contract volume	All	Medium	High
Level of analyst expertise	Advanced	Intermediate	Intermediate/Novice
Input method	Manual	Simplified manual workflow	Document upload
Create new and maintain existing data	✓	✓	✓
Reference existing data tables	✓	✓	✓
Partner security	✓		Coming 2Q16
Fare Calculation types	All	Fare By Rule Calculated	Fare By Rule Calculated
Sequence (Record 2) Limits	No limit	25 for Categories 25 & 35, 5 for other supported categories	No limit
Tariffs coded simultaneously	1	For new contracts, up to 5 of same type (US/CA or International)	No limit
Supported tariffs	All	All Fare By Rule	All Fare By Rule
Supported categories			
<i>Primary categories for contracts:</i> Fare By Rule Index (Record 8) Fare By Rule (Category 25) Negotiated Fares (Category 35)	✓	✓	✓
<i>Detail categories</i> Eligibility (Category 1) Travel Restrictions (Category 14) Sales Restrictions (Category 15) Other conditions (Category 50)	✓	✓	✓
<i>Summary categories:</i> Flight Application (Category 4) Combinations (Category 10)	✓	✓	Reuse source tariff/rule or Alt Gen
Ticket Endorsements (Category 18)	✓	✓	Coming 2Q16
All categories and fare and rule elements	✓		Reuse source tariff/rule or Alt Gen
Qualifying category support	All	All, when inserting existing table numbers	Category 25 IF Category 1, Category 25 IF Category 4
Sales location support	Categories 15 and 35	Categories 15 and 35	Category 35
User-Created Zones	All	If existing in template	Reuse existing
Fare types available for update	All	Selling Fares (L)	Selling Fares (L)

