

ACH Annual Meeting

ATPCO Presentation



Modern Airline Retailing: A Journey from Silos to Integration

Luis Velazquez – ATPCO | Revenue
Accounting Transformation

Setting the context



The Industry has a Plan

- Modern Airline Retailing World defined by industry leaders
- Adoption is a long-term journey, based on each airline's strategy
- Technology and service partners support the transition asynchronously

From Concepts to Practice

- Initial understanding of NDC, Offers & Orders
- Transition from concept to practice in Revenue Accounting at ATPCO
- From upstream to backend — applying theory to real processes

A shared path forward



How Have We Adapted?

- How do these standards impact your area of expertise?
- How has your company aligned its vision?
- Have you started your journey?

Is the Legacy Model Failing?

- Will previous concepts fail in the new model?
- Is the legacy world doomed to disappear?
- Can we rebuild successful Revenue Accounting processes?

The leaning tower of Revenue Accounting



A beautiful, popular but misaligned structure

90% of visitors come for the tower, which is only 10% of the complex

A successful silo — but still a silo



Luis Velazquez

Settlement Transformation
ATPCO

Integrated design vs Isolated success

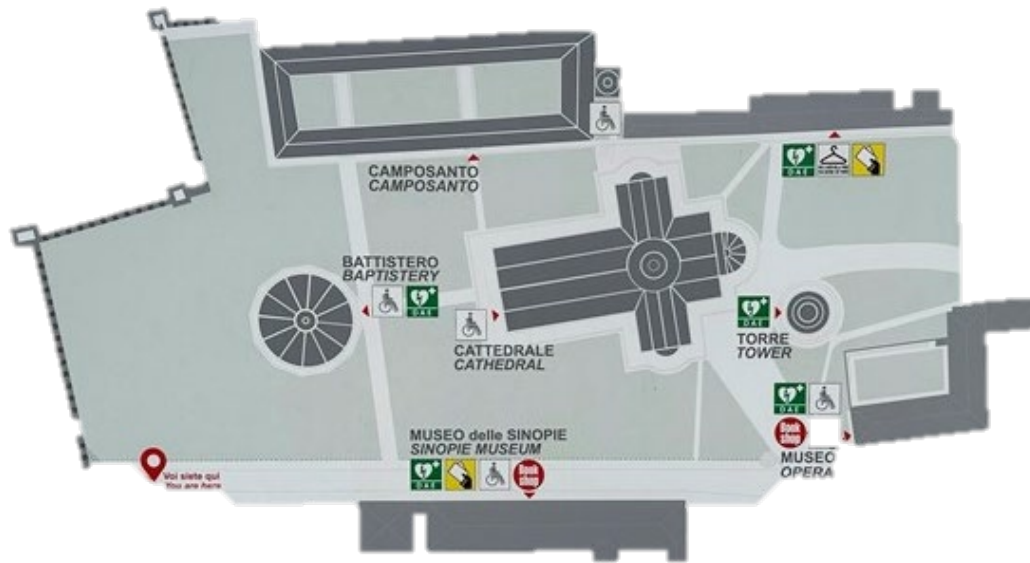


The Pisa plaza connects visitors,
distributes flows

An industry solution without holistic
vision

RASS must evolve from a silo to part of
an integrated design

About RASS – Needed to be connected



RASS enabled trust in billed values for invoice acceptance

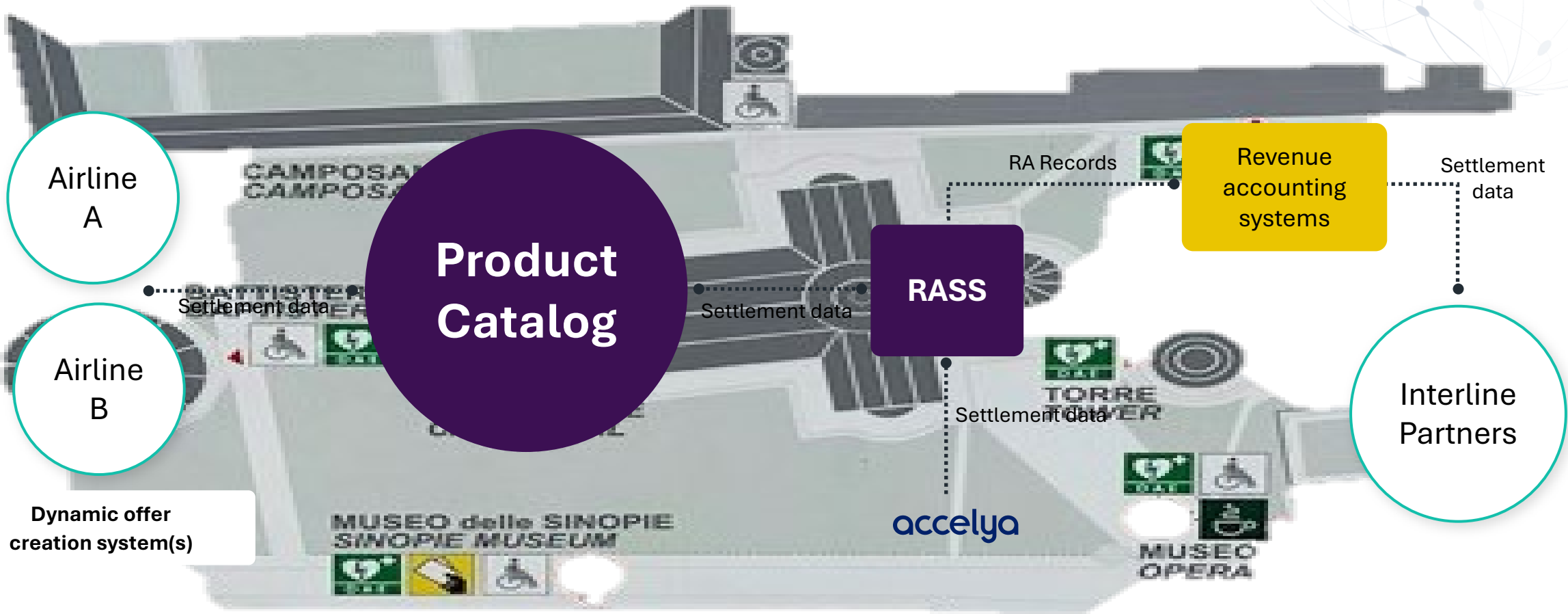
Supports First & Final or Non-First & Final interline billing

Time to connect backend with the offer creation upstream

**“Those who know all the
answers haven’t asked
all the questions.”**

— Traditional proverb

RASS evolution



New RASS Procedure



-  What Stays the Same:
- RASS participants continue updating SPAs and testing data with partners.
- ATPCO still extracts ticket data and routes it to Accelya for proration.
-  What's New:
- New filters identify records for routing to Offer Management Systems.
- ISR Records 06, 97, and 98 generated from both Accelya and offer systems.
- accept proration from the offer systems and pass that to their partner via records 6, 97 and 98
- Integration with Product Catalog: enabling proration data to shape offers.
- Proration reports now highlight inefficiencies and pricing opportunities.

Why this matters?



Settlement becomes proactive, not reactive



Connects offer creation, pricing, and financial settlement



Enables seamless transition to Offer-Order transformation

From Silos to Bridges



Unified offer and settlement intelligence from the start



Consistent visibility across pricing, offers, settlement, and finance



Proactive data flow instead of post-event reconciliation



Systems that scale gracefully—not collapse under complexity

**We face
a
decision**

**Build like the Camposanto—interconnected,
balanced across functions?**

**Continue leaning like Pisa—impressive, but
forever compensating for a shaky foundation?**

**Modernizing RASS isn't just a technical
upgrade**

**It's a call to align silos, stabilize foundations,
and build an industry ready for the future.**



Let's Keep in Touch

Luis Velazquez
Lvelazquez@atpco.net

atpco.net

A blue-tinted photograph of an airport terminal. In the foreground, there are rows of empty airport-style chairs. In the background, a man and a child are walking away from the camera towards a large window. The man is pulling a rolling suitcase, and the child is carrying a backpack. The overall mood is one of departure or arrival.

Thank You

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The foundation of
modern airline retailing

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