

Playing the airlines at their own game

Adam Knights
Group Sales Director ATP

SECURITY
EXPERTISE
RELATIONSHIPS
VALUE
INNOVATION
COMPLIANCE
EXPERIENCE

ATPI










- A leading privately owned TMC with UK HQ
- Global ticket sales of over £750M
- Operating in 20 wholly owned global locations
- One of the very few agency's on one GDS system worldwide
- Reputation for winning local clients and providing a global service through mutual development and partnership.

CORPORATE PROFILE

- 3 Brands



Clients

	The Blackstone Group
	Aberdeen Asset Management
	Credit Agricole (Calyon)
	Total
	Halliburton
	Subsea 7
	Technip
	Heineken
	The FA

PLAYING THE AIRLINES

Fulfilment partner or broker?

- Route creation
 - ATPI worked with Eastern Airlines and our customers to create competition on a monopoly route.
- Corporate discount value ?
 - SAS TPC programme
- Inventory expertise
 - Global GDS
 - International fares teams with dynamic reporting tools
- Content negotiation
 - ATPI consortia fares
 - Third party content

INVENTORY DIFFERENCES

Booking File CRS Shortcuts Print Colors Command Help Development Personal Help Lin

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UMCRLA/19 QSBSB 0317214 AG 91293440 15APR
1.1RUSH/MICHAEL
1. KL 1072 B 19APR MANAMS HK1 0600 0825 0* E MO
2. KL 1087 B 21APR AMSMAN HK1 1340 1400 0* E WE
    
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FQBBCKL
*** BEST BUY QUOTATION ***
LOWEST FARE AVAILABLE FOR THIS ITINERARY
*** NO REBOOK REQUIRED ***
PSGR QUOTE BASIS FARE TAXES TOTAL PSG DES
FQ 1 BWEKGB GBP 337.00 86.80 423.80 ADT
GUARANTEED
GRAND TOTAL INCLUDING TAXES ***** GBP 423.80
    
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UMCRLA/19 QSBSB 0317214 AG 91293440 15APR
1.1RUSH/MICHAEL
1. KL 1072 B 19APR MANAMS HK1 0600 0825 0*
2. KL 1087 K 21APR AMSMAN HK1 1340 1400 0*
OPERATED BY KLM CITYHOPPER
* CLIENT FILE REFERENCES EXIST *** 1*CE*
    
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FQCKL
PSGR FARE TAXES TOTAL PSG DES
FQ 1 GBP 288.00 86.80 374.80 ADT
GUARANTEED
GRAND TOTAL INCLUDING TAXES ***** GBP 374.80
    
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UMCRLA/19 QSBSB 0317214 AG 91293440 15APR
1.1RUSH/MICHAEL
1. KL 1072 I 19APR MANAMS HK1 0600 0825 0* E MO
2. KL 1087 H 21APR AMSMAN HK1 1340 1400 0* E WE
OPERATED BY KLM CITYHOPPER
    
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IFQCKL
PSGR FARE TAXES TOTAL PSG DES
FQ 1 GBP 115.00 86.80 201.80 ADT
GUARANTEED
GRAND TOTAL INCLUDING TAXES ***** GBP 201.80
***ADDITIONAL FEES MAY APPLY**SEE IFO;
SUM IDENTIFIED AS UB IS A PASSENGER SERVICE CHARGE
ADT LAST DATE TO PURCHASE TICKET: 16APR10
ADT E-TKT REQUIRED
    
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THANK YOU