

### **Automation Hub**

Reduce manual and repetitive operational tasks

**Product Solution** 

2023





BUSINESS AND TECH CHALLENGES

## Agents are losing potential revenue opportunities due to manual administrative responsibilities

Potential revenue is lost due to repetitive administrative responsibilities

Agents spend up to

70 %

Of their workday performing manual, non-revenue centric tasks.

Not maximizing sales opportunities

## At a Glance: The Travel Agent's Day

of time is spent handling enquires, cancellations, confirmations, and ticket issuance

35% of time is spent handling reservations and monitoring queues

20% of time is spent managing bookings and documentation

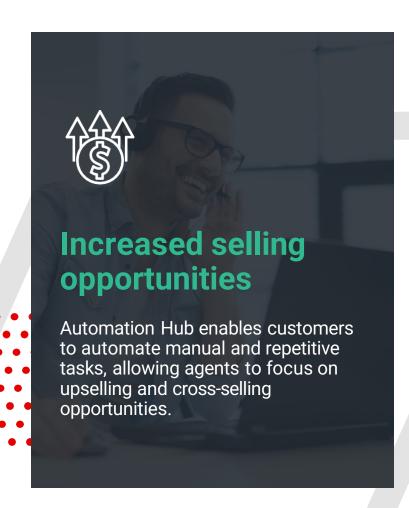
15% of time is spent tracking follow-ups

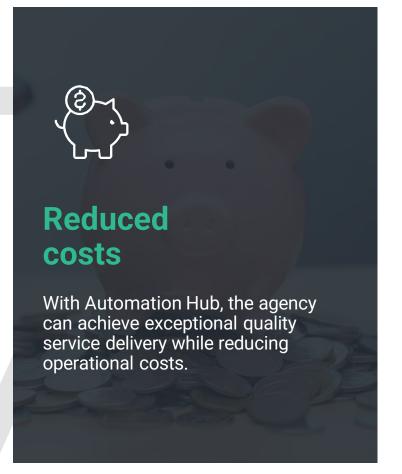
#### **Automation and COVID-19**

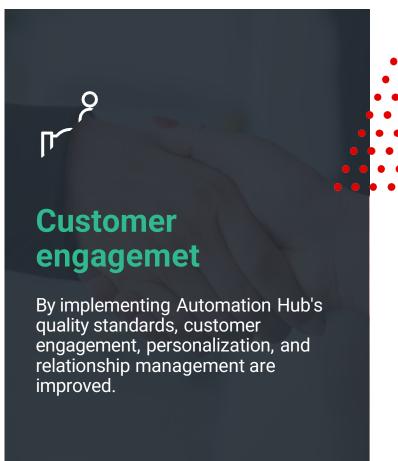
Amidst the pandemic, a Sabre customer implemented post-booking automation APIs and experienced a **50**% conversion from manual process to online self-service processes for rebooking and reusing old tickets, substantially allowing agents to focus on customer relationships and sales.

### Imagine if...

Imagine if your post-booking process was **fully automated** so that you could focus exclusively on what matters most:



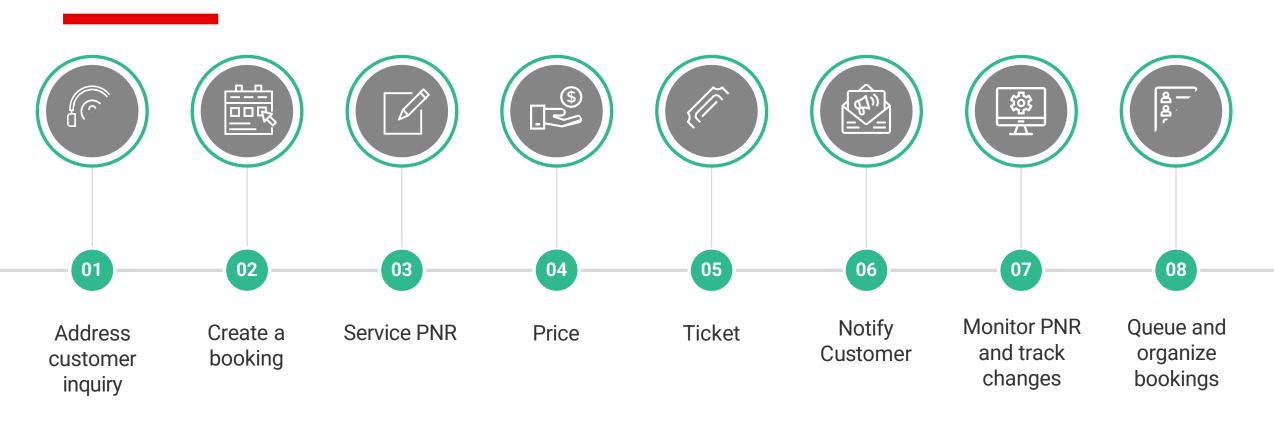






# THE PATH TO AUTOMATION

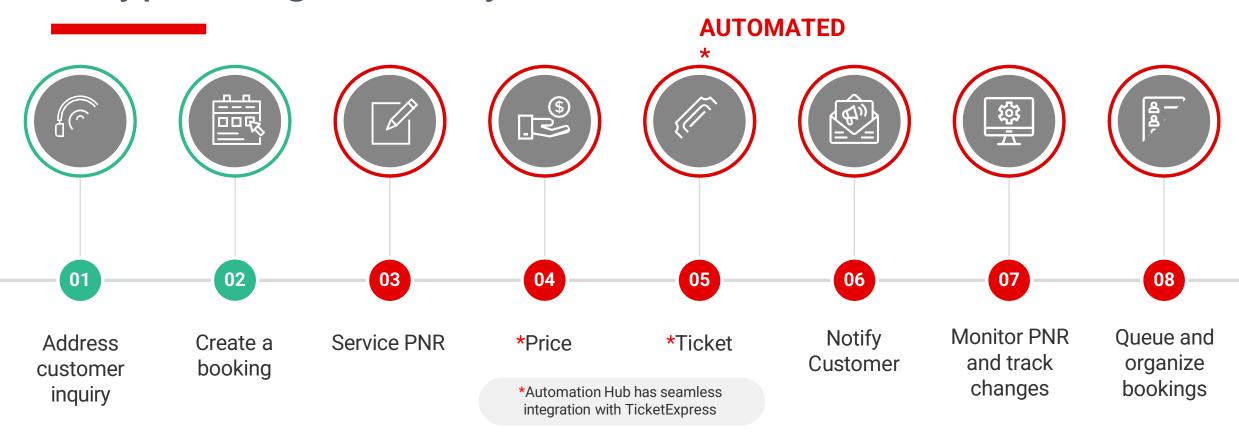
### A Typical Agent's Day



#### Manual processing is time consuming and prone to errors, potential mistakes:

TC oversight resulting in missed ticketing timelines, schedule change updates, cancellation of HX segments and delayed customer notification, etc.

### A Typical Agent's Day with Automation Hub



**\*SAVE UP TO 21%** 

A Sabre Global Consulting Team study shows that customers using Automation Hub, experience an average of 21% TOTAL SAVINGS.

# Automation Hub reduces manual and repetitive agency operational tasks



Increase agency operational efficiency

Automate manual and repetitive tasks with a single 'consolidated technology solution' to manage critical agency processes and reduce operational costs



Achieve consistent quality and accuracy

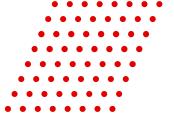
Eliminate manual errors and achieve consistent quality service delivery including bookings with 'NDC' segments



Ease of activation and process creation

Ease of activation and process creation with comprehensive User Interface, cloud-based and flexible technology solution to suit unique business needs

A tool to automate repetitive agency operational tasks through a series of 11 configurable integrated functions.



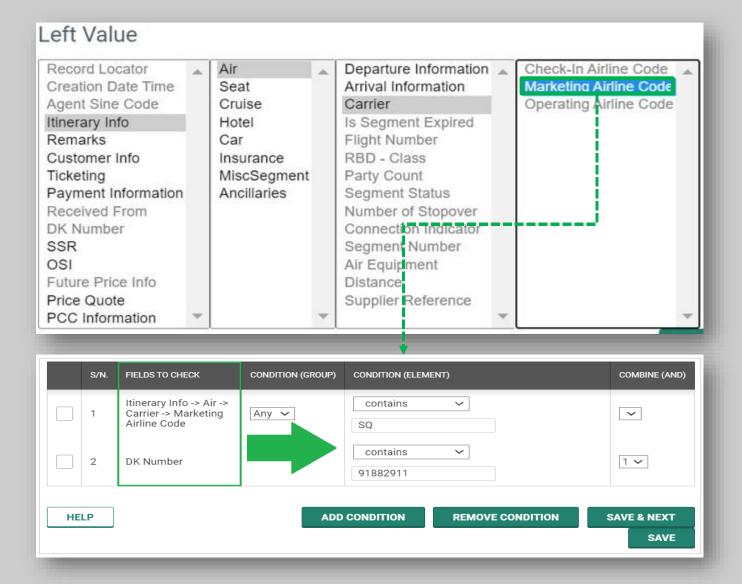


#### **CheckPNR**

Filter PNR elements including NDC segments as reference of a process or use as process validation

Functions can be chained and configured easily to achieve complex and intricate workflows

### **CheckPNR**





#### **Filter and Validate**

- Filter specific PNR elements (including those with NDC segments) for validation or use as reference of a condition in a 'process.'
- Pre-defined conditions such as 'contains,' 'any,' 'existing,' is used to match a certain PNR value in the booking





#### **CheckPNR**

Filter PNR elements including NDC segments as reference of a process or use as process validation



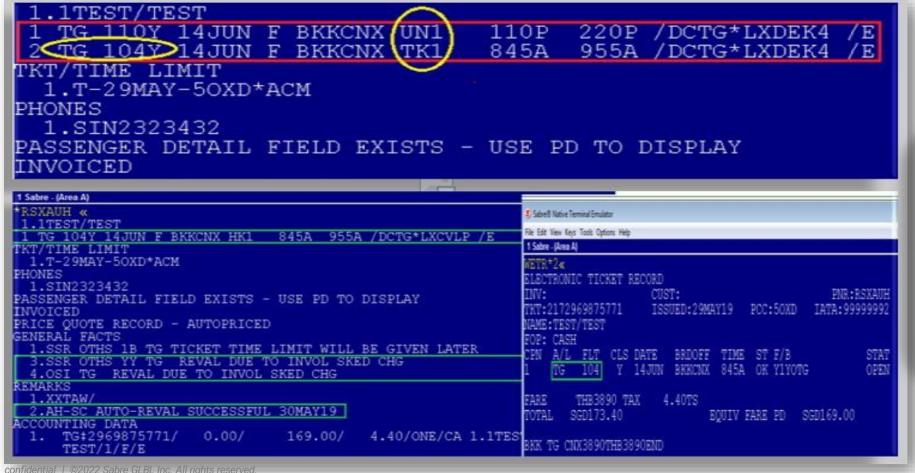
#### **Schedule Change**

Process PNR with involuntary schedule change with interactive eMessaging option; check schedule change of NDC segment and receive alerts

Functions can be chained and configured easily to achieve complex and intricate workflows

### Schedule Change (NextGen) – Revalidation

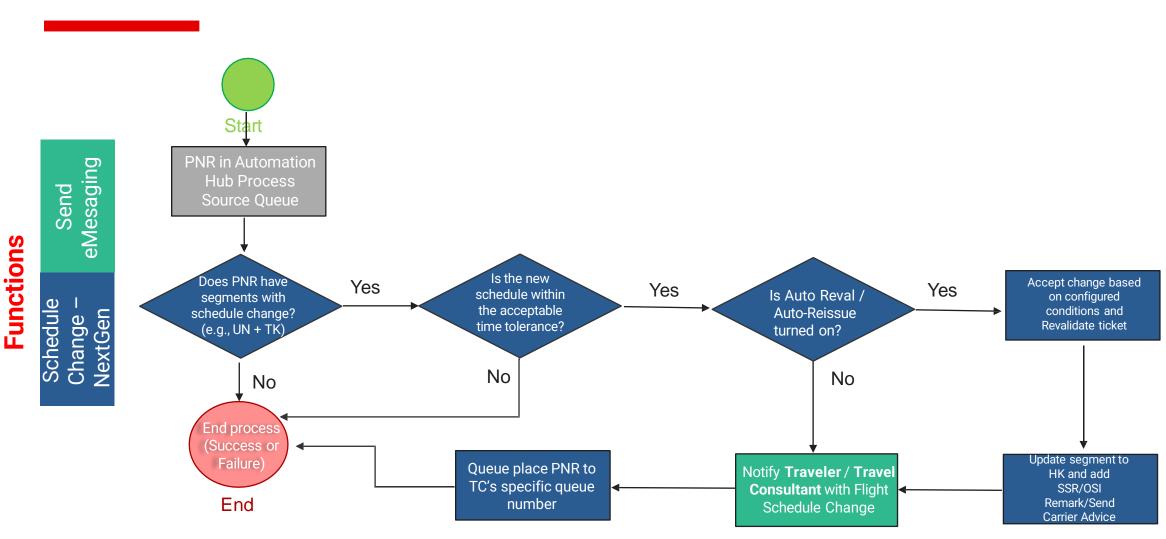
Schedule Change: Flight Number Change



When "Revalidate" option is configured, and PNR schedule change is successfully processed, segment and ticket will be updated with SSR/OSI lines created

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### Schedule Change-NextGen







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#### **Schedule Change**

Process PNR with involuntary schedule change with interactive eMessaging option; check schedule change of NDC segment and receive alerts



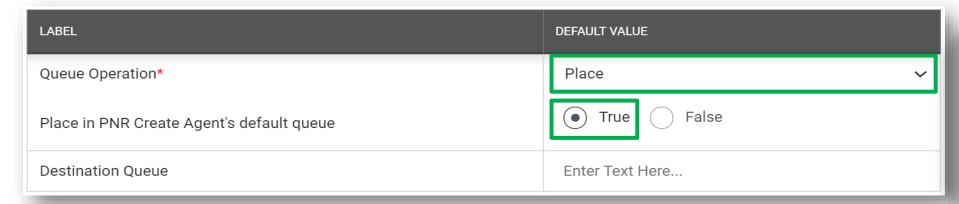
#### Queue

Queue Place, Queue Move, Queue Remove or Queue Retain PIC

Functions can be chained and configured easily to achieve complex and intricate workflows

### Queue: UI Configuration

Consolidated Host Queue features can be used as a standalone process or a part of a multi-Functions process



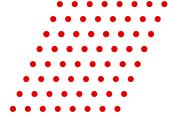
Select a specific
Host Queue
command from the
drop-down list to be
used as part of a
process

LABEL	DEFAULT VALUE
Queue Operation*	Move ~
Auto Agent Queue Move*	True False
Source Queue*	5,6
Destination Queue*	101
Addtional Qualifier	Enter Text Here

Select "True" to queue place PNR to agent's default queue number; "False" for a different 'Destination' queue

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#### **Schedule Change**

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#### **CancelAirSegment**

Cancel non-active air segments including HX status

Functions can be chained and configured easily to achieve complex and intricate workflows

### CancelAirSegment



LABEL				DEFAL	JLT VALUE		
Status	s (HK not allowed)			UN;	UC;NO		
Origin	Origin & Destination			Ente	er Text Here		
Airline	Airline			Ente	er Text Here		
Delete	e HX			•	True C	alse	
Cance	el Ticketed Segment			0	Yes No	0	
Functi	ion Result Mapping			DEF	-AULT		•
Function	n Result Mapping						
Name* CancelH	X	Functions* CancelAirSegment		•			
CODE	DESCRIPTION		SUCCESS	OUTPUT QUEUE PCC	OUTPUT QUEUE NUMBER	PREFATORY CODE (PIC)	REMARKS
CA_01	Cancellation stop as Delete HK not allowed.		N	\${PROCESS_PCC}	320	20	CancelAirSegment on HK segment not allowed.
CA_02	No flight segment Found that matches configuration	n	N	E8Q8	120	\${RETAIN_PIC}	CancelAirSegment has no flight segment that matches configuration.
CA_03	Involved HX segment And Delete HX set to false		N	\${BOOKING_PCC}	\${TC_ID_QUEUE}	\${RETAIN_PIC}	CancelAirSegment Delete HX function is set to false.
CA_04	Segment cancellation Failed		N	\${BOOKING_PCC}	295	11	CancelAirSegment failed.



#### **Manage Non-active segments**

Auto-delete ticketed or unticketed "non-active" segment status such as, **UN, UC, NO** in the PNR including **HX**.

Use the 'Function Result Mapping" tool to auto-queue place the PNR and append a pre-configured PNR Remark.





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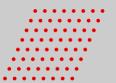


#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook

Functions can be chained and configured easily to achieve complex and intricate workflows

### Fare Optimizer - Parameters



Fare Search Command*	WPNC ~		
25 Carriers Account Code/Corporate ID to Search	BFM		
Search Option*	WPNC		
To Prompt*	Post Ticket Fare Optimizer		
	Pre Ticket Fare Optimizer		
Hardcopy Printer LNIATA	Enter Text Here		
Invoice Printer LNIATA	Enter Text Here		
Auto rebook when lowest fare found*	Yes No		
Threshold Amount for All PTC*	1.00		
Threshold Per PTC(Adult,Child,Infant)*	◯ Yes ● No		
Match Against*	Base Fare 🗸		
Baggage Check (Same or Better)?*	◯ Yes ● No		
Fare Rule Category (multiple allowed, Post Ticket Fare Optimizer will always return rule 16)	Enter Text Here		
Process Fare Optimizer with Cut Off Time*	Yes No		
Set Remark in PNR for Lower Fare Found(Required for IUR generation)*	Yes    No		



#### **Optimize Fares**

- Select parameters to be validated or enter specific value to be matched during the fare optimization process
- Choose the PNR type to apply the fare optimizer process (Pre-Ticket or Post Ticket), as well as and the fare search command to be used (WPNC or BFM)

### Fare Optimizer - Parameters



Exchange, Refund and Penalty Conditions Check\*





#### Fare Stored in PQ

Base Fare: USD1,000

Exchange: Penalty USD200

Refund Condition: NONREF

Base Fare: USD700.00

Exchange: Penalty USD100

Exchange: Penalty USD200

Refund Condition: NONREF

**Candidate Fare** 

Base Fare: USD700

Refund Condition: NONREF

Base Fare: USD1,000 Exchange: Penalty USD200

Refund Condition: Refundable

Base Fare: USD500

Exchange: Penalty USD300

Refund Condition: NONREF

Base Fare: USD1,000

Base Fare: USD1,000

Exchange: Penalty USD200

Refund Condition: NONREF

Exchange: Penalty USD200

Refund Condition: Refundable

Base Fare: USD500

Exchange: Penalty None

Refund Condition: NONREF

Proceed to Optimize using Candidate Fare

Proceed to Optimize

using Candidate Fare

Candidate Fare is more restrictive Will not optimize

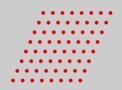
Candidate Fare is more restrictive Will not optimize

#### **Pre-validation Check**

Evaluates a candidate lower fare's Exchange, Refund and Penalty conditions to match against the existing PQ prior to optimization.

Non-Refundable tickets will not be matched if ticket has already passed the void period; thus, fare will not be optimized

### Fare Optimizer



#### Potential Savings Report (Un-Ticketed Bookings with Optimized Fare)

Carrier	- Departure	- Ticket -	PTC -	Currency	Original PQ -	Lowest Fare -	Potential	Canx Fee
Al	07-Jan-2020	098373949530	ADT	INR	34704.00	27362.00	7342.00	2600.00
BA	06-Feb-2020	125373950277	ADT	INR	125030.00	109212.00	15818.00	7000.00
PG	06-Jan-2020	829944684017	ADT	INR	23988.00	18776.00	15636.00	1500.00
PG	06-Jan-2020	829944684017	ADT	INR	23988.00	18776.00	15636.00	1500.00
PG	06-Jan-2020	829944684017	ADT	INR	23988.00	18776.00	15636.00	1500.00
SQ	24-Feb-2020	618373947168 9	ADT	INR	119810.00	107271.00	12539.00	10715.00
BA	06-Feb-2020	125373949245	ADT	INR	130885.00	109212.00	21673.00	7000.00
DL	23-Jan-2020	006373951306	ADT	INR	104143.00	36039.00	68104.00	14380.00

#### Realized Savings Report (Ticketed Bookings using Optimized Fare)

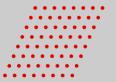
Currency	Original PQ	Lowest Fare -	Potential	Canx Fee	Date of Issue/Reissue	▼ Ticket Number with Optimized Fare	Realized Savings (Total
INR	45827.00	42845.00	2982.00		09-Jan-2020	6033389959403	2982.00
INR	162766.00	156072.00	6694.00		30-Jan-2020	1763390059262	6694.00
INR	31013.00	30376.00	637.00		27-Jan-2020	1763739546947	637.00
INR	64162.00	64075.00	87.00		10-Jan-2020	1253739523380	87.00



#### Potential and Realized Savings Report

- Generate "Fare Optimizer Realized Savings Report" directly from the UI to see the 'potential' and 'realized' savings details of successfully processed PNRs.
- Receive "Fare Optimizer Realized Savings Report" via email on a weekly, bi-weekly or monthly basis.

### Fare Optimizer – Notifications



There are lower fares for your customer's selection Pre Ticket Fare Optimizer Fare Search Command: WPNC Threshold Amount: 1.00 Match Against: Base Fare Fare Rule: 16.31 Passenger Type: ADT Validating Carrier: SQ Base Fare (for 1 person): AUD 2115.00 Total Tax (for 1 person): AUD 170.56 Total Fare including Tax (for 1 person): AUD 2285.56 Base Fare (for 1 person): AUD 495.00 Total Tax (for 1 person): AUD 170.56 Total Fare including Tax (for 1 person): AUD 665.56 SINGAPORE CHANGI SYDNEY KINGSFORD K SYDNEY KINGSFORD to SINGAPORE CHANGI, SINGAPORE CHANGI to SYDNEY KINGSFORD (KTSAUR) 16.PENALTIES CANCELLATIONS TICKET IS NON-REFUNDABLE IN CASE OF CANCEL.

#### REMARKS

- 1.AH-FO ORIG TTL FARE SGD2026.50 PQ1 Y-YF2SG/1251 01APR21
- 2.AH-FO LOWEST TTL FARE SGD826.50 PQ1 E-E1RV2SH/1251 01APR21
- 3.AH-FO POTENTIAL TTL FARE SAVINGS SGD1200.00 PQ1 E-E1RV2SH/1251 01APR21
- 4..Z\*L-604.00\(\frac{1}{2}\)AH/1252 01APR21
- 5..X/-\*FO DATE\*FO DATE/01042021/1252 01APR21

NOTE - TEXT BELOW NOT VALIDATED FOR AUTOPRICING FOR ALL JOURNEYS BEFORE/AFTER FIRST FLIGHT

IN CASE OF TICKET UPGRADE THE ORIGINAL

THE ABOVE CHARGE DOES NOT APPLY TO INFANT WITHOUT

DEPARTURE - NOT ALLOWED



#### **eMessaging and PNR Remarks**

- Receive email notification for successfully optimized fare using "SendeMessaging's Fare Optimizer predefined template.
- The original fare, lowest fare found, potential savings, fare basis code, specific PQ and RBD are also documented in the PNR Remarks for easy reference.





#### **CheckPNR**

Filter PNR elements including NDC segments as reference of a process or use as process validation



#### **Schedule Change**

Process PNR with involuntary schedule change with interactive eMessaging option; check schedule change of NDC segment and receive alerts



#### Queue

Queue Place, Queue Move, Queue Remove or Queue Retain PIC



#### CancelAirSegment

Cancel non-active air segments including HX status



#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook



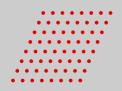
#### CheckTicketingTimeline

Receive alerts for ticketing due date for both standard air and NDC segments



Functions can be chained and configured easily to achieve complex and intricate workflows

### CheckTicketingTimeline



LABEL	DEFAULT VALUE						
Ticketing Timeline Options*	Cancel Update or Notify						
Ticket Time Limit Type*	8TL 7TAW SSR PQ_VALIDITY NDC_TTL						
Update TAW to earliest TTL	Yes  No						
Advance Notification Unit	Day						
Advance Notification	1;2;3;4;5;7  TKT/TIME LIMIT  1.TAWK3HK30NOV009/1100P/ PHONES						
	1.SIN2342343  PASENGER DETAIL FIELD EXISTS - USE PD TO DISPLAY						
o: Harivapureddy. Vishupriya <	PRICE QUOTE RECORD - AUTOPRICED SECURITY INFO EXISTS *P3D OR *P4D TO DISPLAY Vishnupriya.Hariyapureddy@s:general Facts						
ubject: TDEXAA -CHECK TTL	1.0SI 1B *** PREV TIME FOR AA9200Y 20DEC SFOJFK 1247P 91 3.0SI 1B PLEASE TICKET FARE AS PER TKT/TL IN PQ						
	REMARKS 1.H-FOP CASH NOT PRESENT						
	RECEIVED FROM - T K3HK.K3HK*AWW 0548/29NOV21 YLDSDW H						
Pear JOHN JOHN,							
our travel reservation is due for	r ticket issuance. Please contact us by 16 Nov 2021 04:00 to avoid auto-cancellation of your booking.						
NR Reference : TDEXAA	ticket issuance. Theuse contact as by 10 not 2021 o not to avoid date cancendation of your sooking.						
icketing Deadline: 16 Nov 2021	04:00						
assenger Names : JOHN JOHN							
Peparture City : Changi Airport							
Departure Date : 20 Nov 2021 23							
inerary : Changi Airport-Abu Dh	nabi International Airport, Abu Dhabi International Airport-Changi Airport						



#### **Monitor Ticketing Timeline**

- Set the number of day(s) or min(s) to receive advance TTL notifications
- Automatic updating of the TAW line with the earliest TTL date found among the options selected (except NDC TTL) can also be configured
- Select 'Cancel' to delete a segment when TTL has been reached





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#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook



#### CheckTicketingTimeline

Receive alerts for ticketing due date for both standard air and NDC segments



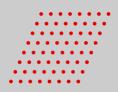
#### **SendHostCommand**

Execute Sabre Host command to manage PNR or use as Process step

Functions can be chained and configured easily to achieve complex and intricate workflows

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### SendHostCommand



LABEL	DEFAULT VALUE
Host Command (enter ¤, ¥ or § as it is)*	5¥TEST REMARK FOR AH
Response*	*

LABEL	DEFAULT VALUE
Host Command (enter ¤, ¥ or § as it is)*	5Q-B4T015AUG350/11
Response*	*

LABEL	DEFAULT VALUE
Host Command (enter ¤ , ¥ or § as it is)*	5AIR DOES NOT EXISTS IN PNR§6T§EF
Response*	



#### **Automate Host Command**

Create **Host command** or strings of Host commands to be added in the PNR as part of a validation, or as a 'step' in a specific Process.





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#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook



#### CheckTicketingTimeline

Receive alerts for ticketing due date for both standard air and NDC segments



#### **SendHostCommand**

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#### SendeMessaging

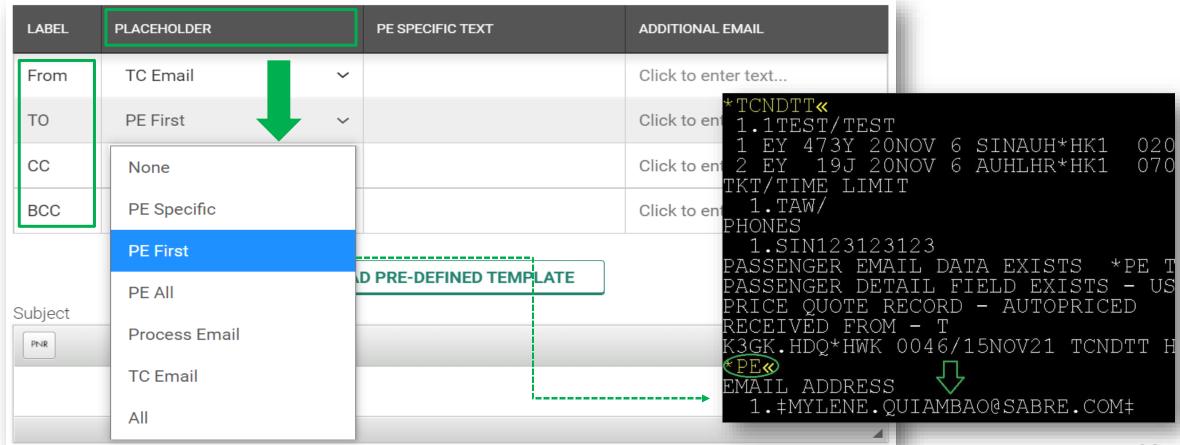
An email tool for process or booking alerts including NDC segments with options to add dynamic PNR elements, pre-defined templates, images and URLs

Functions can be chained and configured easily to achieve complex and intricate workflows

10

### SendeMessaging: Email Address Placeholder

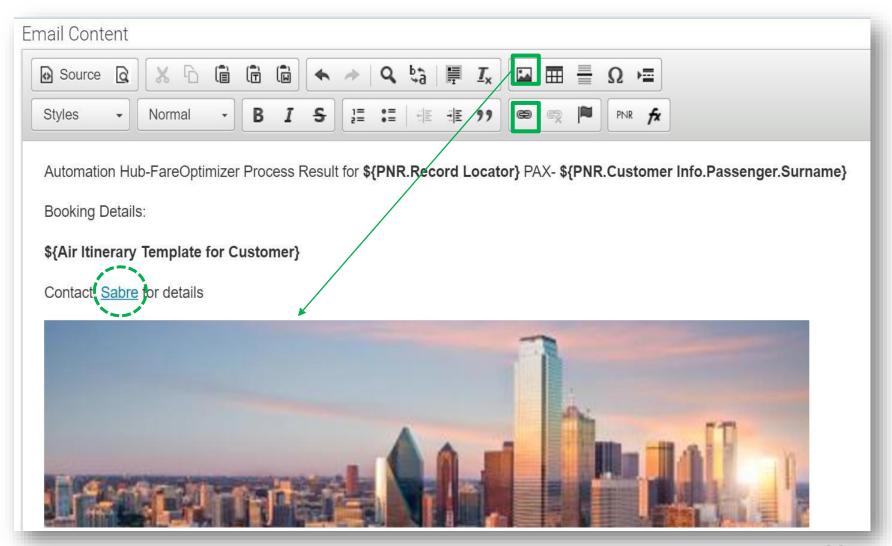
Configure the "Placeholder" feature to accurately capture passenger's email address in PNR PE fields or travel consultant's default email address configured in TC INFO and AH Process page.



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### SendeMessaging: HTML - URL and Image Attachment

Utilize the "HTML"
attributes to create unique
customer email content
with embedded URL and
image attachments (or
simply copy and paste)
that can also be used for
agency logo



### SendeMessaging: Sample Email





Email for PAF <paftesting@ncs.com.sg>

To OS P, Vizhi Mozhi

1 You forwarded this message on 11/2/2021 3:30 PM.

#### • SCHEDULE CHANGE DETAILS

Old Itinerary:

From	To	Class	Flight No.	Departure Date / Time	Arrival Date / Time	Flying Time	Status
SINGAPORE CHANGI	HONG KONG INTL	Y	CX 0690	20 Jan 2022 12:55	20 Jan 2022 17:10	4hr 15min	TK

#### New Itinerary:

From	To	Class	Flight No.	Departure Date / Time	Arrival Date / Time	Flying Time	Status
SINGAPORE CHANGI	HONG KONG INTL	Y	CX 0690	20 Jan 2022 13:55	20 Jan 2022 18:10	4hr 10min	HK



≪ Reply All

→ Forward

Wed 10/27/2021 6:43 PM



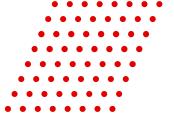
Reply

For enquiries, please visit Sabre.com

#### scheduleChangeNGTextMessage

\_\_\_\_\_

Original Schedule CX0690, From SINGAPORE CHANGI(SIN) to HONG KONG INTL(HKG), DEP: 20 Jan 2022 12:55, ARR: 20 Jan 2022 17:10, OPERATED BY CX, New Schedule CX0690, From SINGAPORE CHANGI(SIN) to HONG KONG INTL(HKG), DEP: 20 Jan 2022 13:55, ARR: 20 Jan 2022 13:55, ARR: 20 Jan 2022 18:10, OPERATED BY CX.





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#### **CancelAirSegment**

Cancel non-active air segments including HX status



#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook



#### CheckTicketingTimeline

Receive alerts for ticketing due date for both standard air and NDC segments



#### **SendHostCommand**

Execute Sabre Host command to manage PNR or use as Process step



#### SendeMessaging

An email tool for process or booking alerts including NDC segments with options to add dynamic PNR elements, pre-defined templates, images and URLs



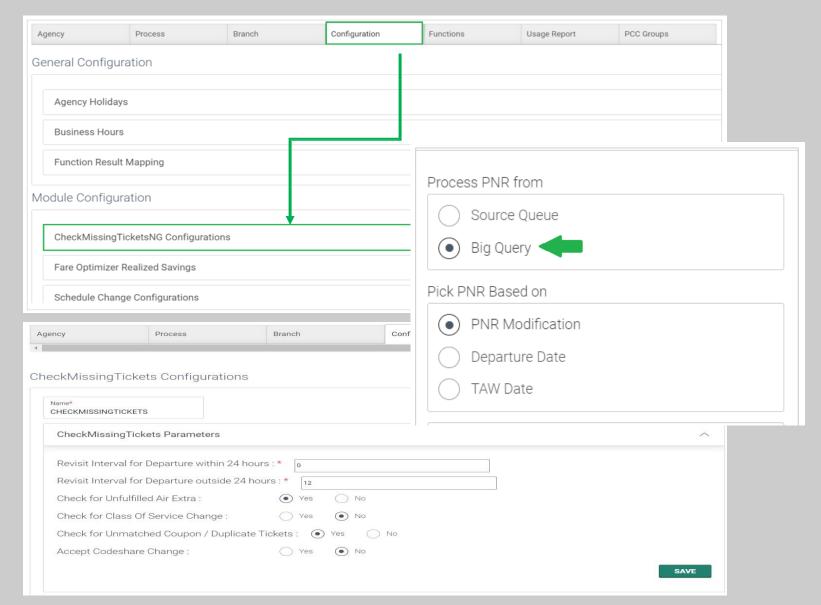
#### CheckMissingTickets

Direct PNR retrieval (including those with NDC segment) to check for missing tickets, unmatched coupons and other PNR elements with 'revisit' processing options

Functions can be chained and configured easily to achieve complex and intricate workflows

### CheckMissingTickets





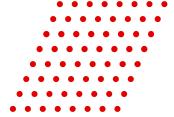


#### **Check for Ticket Detail**

Check for Missing Ticket(s) in the PNR (including bookings with NDC segments), Unmatched Coupons, Duplicate Issued Tickets, Unfulfilled AirExtras, Pending Trip Approval, Guaranteed Ticketing Carriers and other PNR elements and conditions related to unticketed status

#### **Direct PNR retrieval via BigQuery**

**Auto-queue place** PNR with default **PNR Remarks** based on "Function Result Mapping" set-up and receive **Email notification** 





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Search for lowest fare with cut-off time, baggage threshold, auto-rebook



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#### **SendHostCommand**

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#### SendeMessaging

An email tool for process or booking alerts including NDC segments with options to add dynamic PNR elements, pre-defined templates, images and URLs



#### CheckMissingTickets

Direct PNR retrieval (including those with NDC segment) to check for missing tickets, unmatched coupons and other PNR elements with 'revisit' processing options

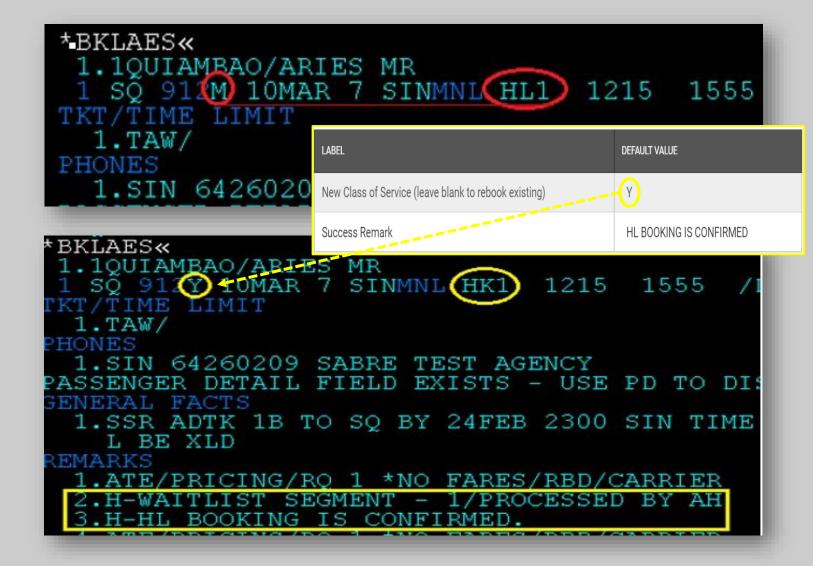


#### **Waitlist Clearance**

Auto-rebook waitlist booking using the same or a different RBD

Functions can be chained and configured easily to achieve complex and intricate workflows

### Waitlist Clearance





#### **Waitlist Clearance**

- PNRs with 'HL' segment status is processed to automate the searching of available/confirmed seats.
- Simply enter the 'RBD(s)' in the configuration to be used in the automated searching and autorebooking, or leave it blank to use the same one in the booking





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#### CancelAirSegment

Cancel non-active air segments including HX status



#### **Fare Optimizer**

Search for lowest fare with cut-off time, baggage threshold, auto-rebook



#### CheckTicketingTimeline

Receive alerts for ticketing due date for both standard air and NDC segments



#### **SendHostCommand**

Execute Sabre Host command to manage PNR or use as Process step



#### SendeMessaging

An email tool for process or booking alerts including NDC segments with options to add dynamic PNR elements, pre-defined templates, images and URLs



#### CheckMissingTickets

Direct PNR retrieval (including those with NDC segment) to check for missing tickets, unmatched coupons and other PNR elements with 'revisit' processing options



#### **Waitlist Clearance**

Auto-rebook waitlist booking using the same or a different RBD

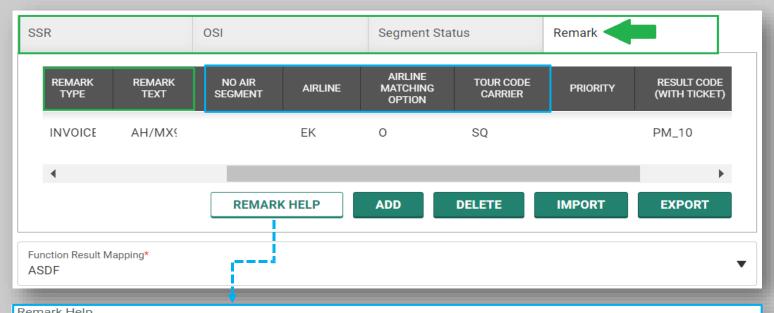


#### **PNR Manager**

Check SSR, OSI, Segment Status Code, Remarks and other Conditions in the PNR for validation and auto-queue placement

Functions can be chained and configured easily to achieve complex and intricate workflows

### PNR Manager



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Remark Type	Acronym	Command					
HS	Historical	5H-(free text)					
HD	Hidden	5HR-(free text)					
QQ	Queue Place	5Q-(free text)					
CLIADR	Client Address	5/(free text)					
DELADR	Delivery Address	5DL-(free text)					
INVOICE	Invoice Remark	5.(free text)					
INVSEGASSOC	Segment associated invoice remark	5.S(segment number)(free text)					
ITINERARY	Itinerary Remark	5Â¥(free text)					
ITINSEGASSOC	Segment associated itinerary remark	5.S(segment number)(free text)					
INTERFACE	Interface/Billing Remark	5X/-(free text)					
FILLER	Filler Strip Remark	5,(free text)					
CODED	Coded Remark	5[A-Z]Â¥(free text)					



## No Air Segment, Matching Airlines and Tour Code Carrier

- Automate the filtering of PNRs without air segment, airline combinations in itinerary and the presence of a 'Tour Code' in PQ with specific Carrier
- "REMARK HELP" provides user the list of acceptable 'Remarks' format for filtering

### The Automation Hub Advantage







- Speed to market and ease of use without development
- Comprehensive Self-Service Graphical User Interface tool



## Sabre system optimization and adjacent product integration

- Integrated with Sabre host solution
- Seamlessly integrates with TicketExpress which automates pricing and ticketing processes



### Flexible and configurable processes

- Single-solution offering multiple Functions
- Centralized rules engine and queue-based processing



### On-demand access and continuous processing

- 24x7 access and workflow processing services
- Automatically process transactions by time selection based on either "interval" basis or "specific time"

# Sahre