ONGOING PILOT PROGRAMS

Sabre-Farelogix-ATPCO Pilot

This pilot focuses on the concept of a Dynamic Pricing Engine (DPE) that dynamically adjusts fares. The pilot will assess the viability of the working message specifications to plug into systems (in this case Sabre and Farelogix), identify any issues around performance and other operational aspects, and ascertain the required elements and format for filing fares through ATPCO.

The pilot will emulate live transactions through a test environment. Sabre and Farelogix will each develop and test a Dynamic Pricing Engine (DPE) proof of concept that will receive a specific itinerary for a specific fare and airline, adjust the fare based on a set of criteria, and produce a file for ATPCO. Sabre, who is functioning as a pricing system in this program, will recalculate the total amount, after fare adjustment. ATPCO will simulate filing the adjusted fare(s).

The objectives are to:
- Establish workflows
- Develop proposed message specifications
- Determine performance constraints
- Confirm fare filing requirements
- Share learnings with the industry

PROS-ATPCO Pilot

This pilot utilizes Fare by Rule (Category 25) capabilities to drive fare adjustments that can be applied to filed fares, using PROS Dynamic Pricing to determine the level of discount.

The goal of the pilot is to design and verify a procedure to distribute dynamically generated prices in a world of filed fares and fare classes. This pilot verifies the mechanisms required to communicate an adjustment determined by PROS Dynamic Pricing and how it will be distributed.

Utilizing a test environment, PROS will determine the pricing and availability for an Internet Booking Engine (IBE) request by calculating an optimal price, associating that price with an RBD and a Fare Basis Code, and then associating this optimal price with a Discount Code (Account Code) that will result in the correct end price for the RBD when calculated by the IBE engine.

ATPCO and PROS are actively pursuing airline participation in this pilot. Participating airlines will utilize Fare by Rule (Category 25) to "pre-file" the discount levels and associated account codes required to drive the discounts on the published fares. These codes and discount levels will be known to the PROS system.

The objectives are to:
- Ensure accurate behavior of the systems
- Evaluate the effectiveness of the messaging and identify any gaps in elements.
- Determine the recommended Fare By Rule structure
- Determine performance constraints
- Share learnings with the Dynamic Pricing Working Group and/or ATPCO Conference

To participate in a pilot program or for more information Contact Us