CAPA Conference

1 AUG 2017 / Sydney, Australia

Simon Roll – Sabre
Sales & Solutions Director Southern Region

Sabre Technologies

Sabre pioneered online transactions as early as

1960.

1 billion

investment in technology and product development annually.

Sabre Labs team experiments with new technologies & business models that will have a significant

2-5 year impact on the travel industry.

Asia Pacific to add

1.7 billion

smartphone connections by 2020, half the global total.

Over 200 authorised developers and Red App providers, plus 3,000 online and offline agency customers, use Sabre APIs.

APAC was the leading region for # of Sabre Red Apps developed in 2015. Of the top 10, there were more than 20 million downloads each.

Sabre's TripCase has won a series of international awards

Forbes
2016 Best Travel App

Magellan Award
2016 Best Smartwatch Travel App
2015 App in Online Travel Services
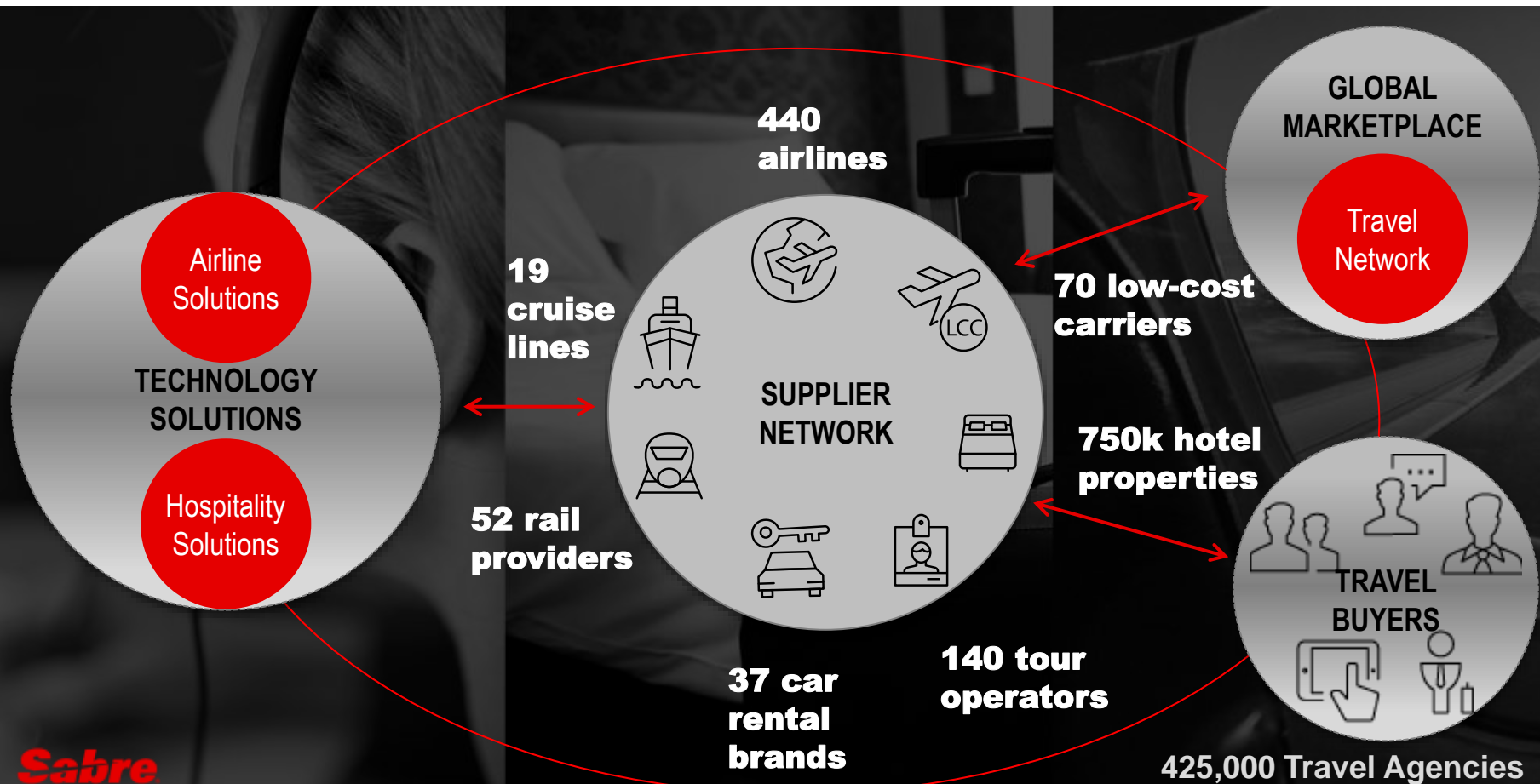
Eye For Travel
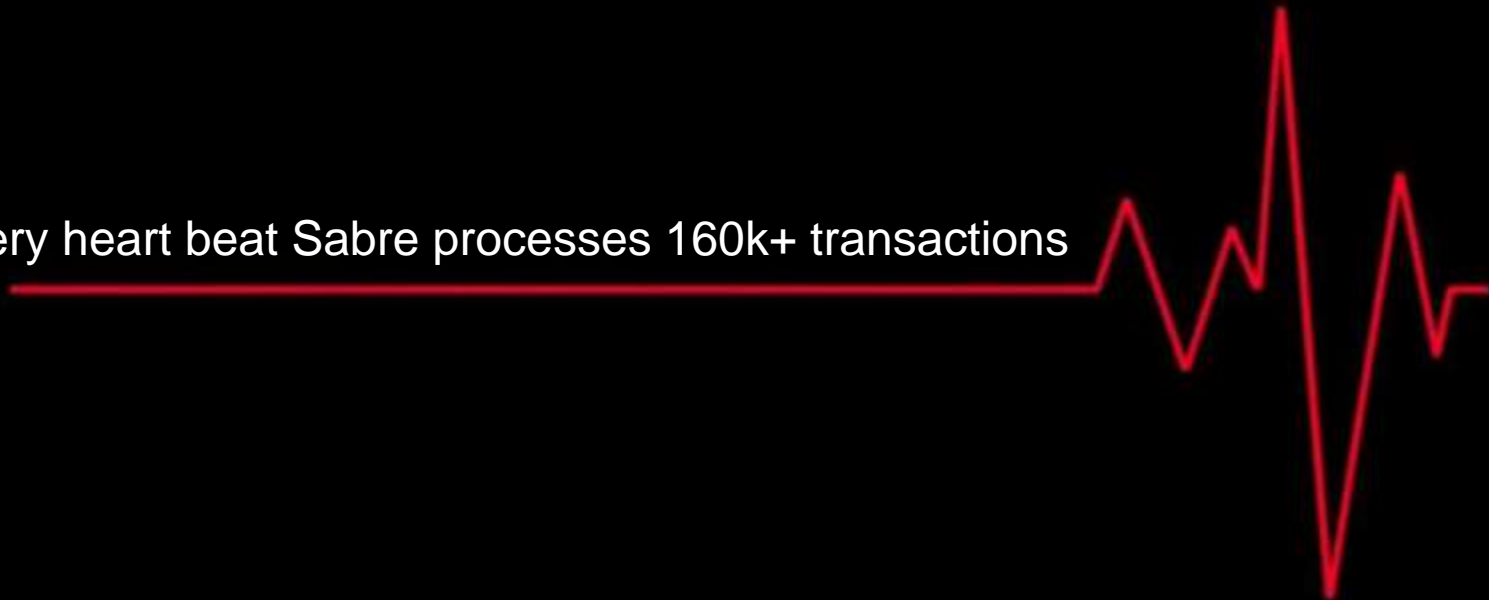*2015 Best Mobile Travel App*

Italy Mission Awards
2015 Best Mobile Solution for Business Travelers

Broadest Solutions across the Travel Eco-System

440 airlines

19 cruise lines

70 low-cost carriers

GLOBAL MARKETPLACE

Travel Network

TECHNOLOGY SOLUTIONS

Airline Solutions

Hospitality Solutions

SUPPLIER NETWORK

52 rail providers

750k hotel properties

37 car rental brands

140 tour operators

TRAVEL BUYERS

425,000 Travel Agencies

Sabre

Every heart beat Sabre processes 160k+ transactions

$billions

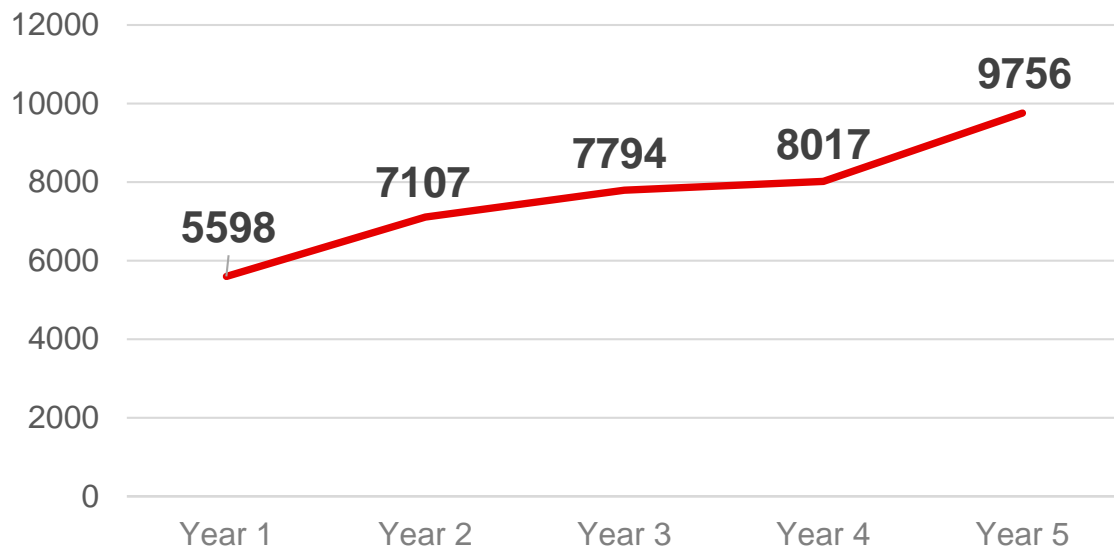*Investment*

Sabre

Innovation that drives industry firsts

1st Online consumer travel

1st Corporate booking tool

1st Passenger reservation system

1st Low-fare search capability

1st Revenue management system

A SINGLE PLACE WHERE MILLIONS
OF TRAVELLERS MANAGE THEIR TRIPS.

Increased Focus on Travel Risk Management

of Alerts Published - 8/1/2011 - 7/31/2016

12000	
10000	**9756**
8000	**8017** **7794**
6000	**7107**
4000	**5598**
2000	
0	
	Year 1 Year 2 Year 3 Year 4 Year 5

78%
of travel managers plan on making traveller safety and security a higher priority

60%
of travels are more anxious or fearful when traveling compared to 12 months ago

safepoint

Sabre

Lack of Engagement from Travellers

- On-going Communication and Training

- Company Branded Program – transparent and seamless to employee / traveller

- Non-Compliant Travel – trips fall outside corporate TRM program

54%
of travellers carry no specific contact information for use in a crisis abroad

40% - 60%
of hotel activity is out-of-program

safepoint

61%
Travellers don't mind sharing their location with their corporation

Sabre.

Corporations and Travel Management Companies

iJET. Real-time Security Alerts

OBT

Sabre Connected Agencies

Manual Add and email Forward

Corporate & Partner API

safepoint

- Monitors alerts for potential traveler impact

- Notifies corporation of potential impact

- Automatically notifies impacted travelers requesting a check-in

1) SMS Text Message
2) Email
3) TripCase In-app Message
4) TripCase Push Notification

1) Email
2) Dashboard Update

Sabre®

How SafePoint is Different

	safepoint	Security Service Providers	Typical TMC Services
Accurate & Timely Alerts	Reliable alerts automatically delivered to impacted travellers		
Trip Data Analysis	Accurate travel data on where your travellers are located		
Comprehensive Traveller Coverage	Inclusion of all trip details for a complete view		
Manager Mobile Access	24x7 access to your dashboard through desktop and mobile		
User-friendly Traveller App	Consumer-grade app already used by millions of travellers		
Traveller Check-in and response	Simple two-way communication through an intuitive dashboard		

Sabre

![safepoint](safepoint logo)

60 million downloads annually

tripcase®

A single place for all of your trips

- Receive real-time flight notifications
- Check in for flights
- Access eTickets and eInvoices
- Find alternative flights
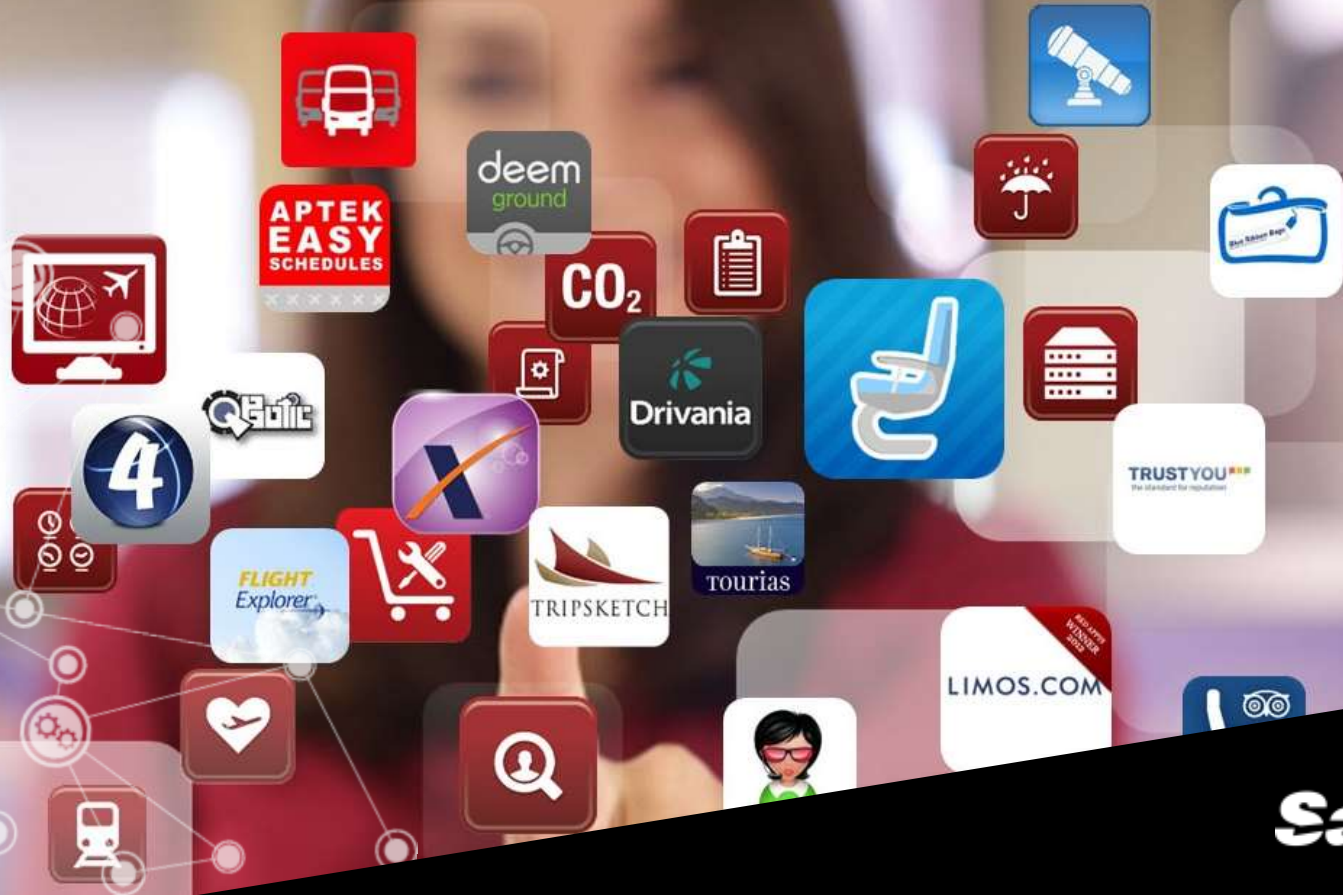- Access maps, weather, and other destination info

The new Sabre Red Workspace combines **data-driven insight with intuitive design** to deliver personalised travel experiences.

Create experiences, not itineraries

Sabre®

Our technology isn't changing travel,

IT'S TRANSFORMING IT.

Sabre.

Thank you