

PRESS RELEASE



FOR IMMEDIATE RELEASE

AVIAREPS appointed as a market representative for Accelya in the Benelux, Germany, Italy, the Nordic countries: Norway, Sweden, Finland and Latin America

Frankfurt (November 28th, 2018), As of December 1st, 2018 AVIAREPS, the world’s leading airline and tourism representation company, will represent Accelya, a leading global provider of technology products, such as the widely known eSmash solution, and services to the travel and transport industry, in several European markets as well Latin America. With this new appointment, AVIAREPS will further strengthen its market position within the travel and aviation industry.

Accelya provides commercial solutions that help airlines steer their sales and strengthen business relationships with travel agents. With actionable insights on sales performance, agent performance, and route performance, airlines can instantly identify potential for growth. Accelya’s commercial solutions also help airlines manage their agent incentive programs and deliver higher agent satisfaction. In addition, Accelya serves travel agencies with eTamis, a user-friendly web-based sales analytics solution that offers a 360° view of agency sales, and delivers advanced and customizable reporting capabilities. The new agreement between AVIAREPS and Accelya will ensure further penetration of these solutions in the European markets and Latin America.

“AVIAREPS and Accelya have been successfully working together for a number of years and this new agreement further strengthens our relationship. With a strong presence in the travel and aviation industry, combined with a wide network of airlines and travel agents, AVIAREPS is the right partner to further enhance the value that Accelya’s commercial solutions deliver to the global airline industry”, said James Fernandez, Chief Commercial Officer, Accelya.

“Accelya solutions have been proven to be a reliable source for the vital analytics airlines and travel agents require in their daily work. This leads to an improvement of their revenues. We believe that more parties can benefit from Accelya solutions and are therefore proud to start the promotion of Accelya within the appointed markets”, said Oliver Küchler, COO Aviation, AVIAREPS.



The new agreement between AVIAREPS and Accelya will be effective as of 1st December 2018 in the Benelux, Germany, Italy, Norway, Sweden, Finland, Argentina, Brazil, Chile, Colombia, Ecuador, Mexico and Peru.

About Accelya

Accelya is a leading global provider of technology products and services to the travel and transport industry. With over 40 years of proven innovation and delivery, Accelya delivers financial, commercial, cargo and analytics solutions designed for a world on the move. Accelya provides the mission-critical solutions that account for and manage more than 5 billion financial transactions and 75 million tons of cargo annually. Accelya serves as a strategic partner to more than 400 airlines, travel agents and shippers. For more information, please visit www.accelya.com

About AVIAREPS

Founded in Germany in 1994 with an extensive office network that spans all six inhabited continents with 66 self-owned offices across 48 countries, the AVIAREPS Group is the world’s leading airline and tourism representation company with over 100 airlines and more than 150 tourism, hospitality, retail and trade promotion clients in its portfolio. In addition to providing well established passenger General Sales Agent (GSA) services and tourism marketing representation, clients are also offered expertise and services in digital marketing, public relations, advertising, IT solutions, consulting, financial services, airport marketing, and trade & retail promotion.

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