

**Travel Agencies**

Turn payments  
into profit

Proven expertise to maximize revenue.



## Introducing Amadeus Payments

Want to simplify your entire payments ecosystem? Want to offer travelers an effortless payment experience throughout your sales channels?

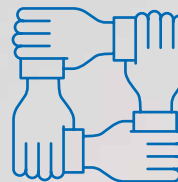
Want to boost your business efficiency, maximize profit and reduce costs?

**With Amadeus Payments, you can.**



## Global experts in travel

We've been at the heart of the travel industry for over 30 years. Today, we have an award-winning team of 16,000 people, supporting hundreds of travel agencies and corporations, operating in 190 markets. With over €4 billion invested in R&D since 2004, no one makes it easier for you to manage your travel business now – and ensure it's perfectly prepared for tomorrow.



## Trusted payments partner

We are your payments expert. Each year we process \$100 billion in the travel sector alone. We partner with 420 acquiring banks and have connections with 300 alternative payment methods and 20 payment service providers – not to mention 99% card coverage worldwide.



## Seamless solution

We've made payments hassle-free. With one seamless end-to-end connection, all of your travel and payment data is consolidated in one place. This one point of contact makes getting paid and paying travel content providers across the globe effortless. So, you can focus more on what matters most: your business success.



# A more effective way to pay out

We've worked closely with travel agencies and corporations for over 30 years. So, we understand the challenges of paying out in a disrupted payments landscape. More importantly, we have a proven track record of solving them.

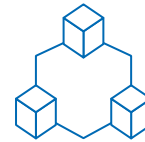


Our payment solution integrates seamlessly with both your systems and your suppliers' setup to ensure payments flow automatically and more profitably to deliver:



## Orchestration

Optimize payments to suppliers with Amadeus B2B Wallet – our innovative virtual solution. Virtual cards work like traditional payment cards, except new card details are generated with each transaction, improving security. Amadeus B2B wallet replaces invoicing, wire transfers, debit cards, cheques and cash advances. It puts you in full control of your payments to reduce costs and increase efficiency.



## Choice

We've created a range of payment methods to address your different paying out needs – offering you the flexibility to Prepay or Pay Later with multiple currencies. Depending on volume, both options can earn you rebates and minimize surcharges.



## Reach

Amadeus B2B wallet provides a global reach with a local footprint. It connects travel payment providers across the world, enabling you to make payments in 187 countries using over 43 local currency payment options.



# Proven solutions, strong results

Thanks to a long history of working with travel agencies and corporations, as well as our in-depth knowledge of payments, we have the proven expertise to help you reduce costs and increase profit. Here's how we do it:

## Amadeus B2B Wallet

### Challenge

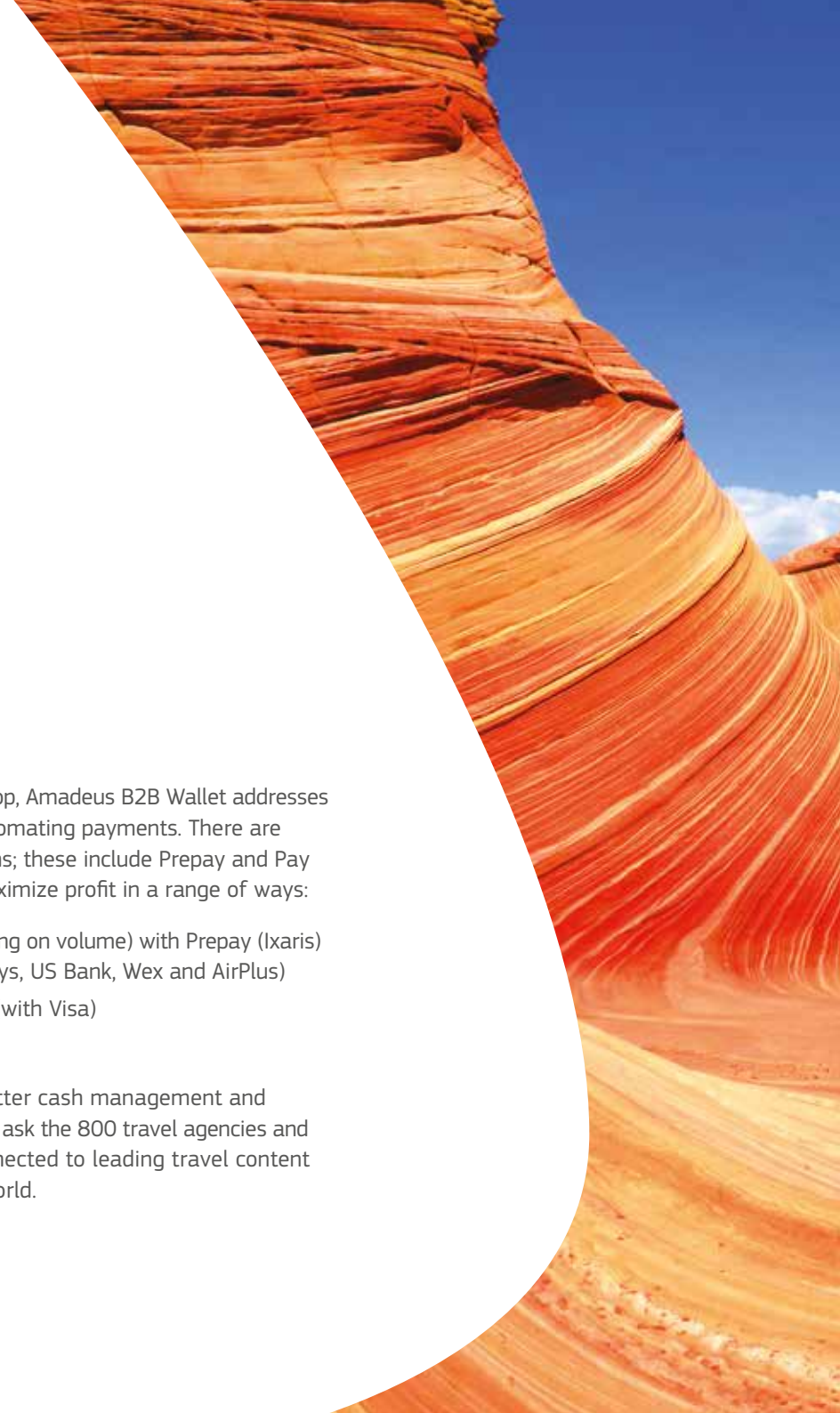
Managing and reconciling payments manually is costly. Even more so when mistakes are made. And then there are expenses such as wire transfer fees, credit card surcharges and FX fees. The costs mount up further with cross-border payments. In fact, 61% of travel agencies are issuing payments in more than one currency, and travel companies accepting payments in more than 10 different currencies has doubled in the past three years alone (source: Phocuswright, Payments Unsettled Europe 2017).

### Solution

Our flexible one-stop-shop, Amadeus B2B Wallet addresses these challenges by automating payments. There are multiple payment options; these include Prepay and Pay Later. Both help you maximize profit in a range of ways:

- ✓ Earn rebates (depending on volume) with Prepay (Ixaris) and Pay Later (Barclays, US Bank, Wex and AirPlus)
- ✓ Minimize surcharges (with Visa)
- ✓ Extended credit

Altogether, it means better cash management and improved cash flow. Just ask the 800 travel agencies and corporations we've connected to leading travel content providers around the world.



## Benefits

Amadeus B2B Wallet helps automate time-consuming manual processes. More than that, orchestration ensures the optimal payment method is chosen – in real-time – so you don't have to keep an eye on changing market conditions. The smart algorithm prices bookings with Mastercard and Visa cards, calculating OB fees, rebates and FX fees, and then generates a virtual card for each transaction. Profits are optimized, reporting and reconciliation enhanced and manual tasks reduced to deliver healthier margins.

And the great news is Amadeus B2B Wallet is system-agnostic, therefore it integrates quickly and seamlessly. It's available via Cryptic, Selling Platform, Selling Connect, Pyton, AGM, ePower and Web Services, and can be activated instantly by most travel agencies and corporations already booking AIR, LCC and RAIL content through Amadeus.

## Result

Amadeus B2B Wallet Prepaid provides you with over €1.6 million in savings. For every €100 million processed, online travel agencies and corporations receive more than €720,000 in rebates and can generate more than €930,000 in savings.



# Hotel Billback

## Challenge

Keeping track of each traveler's payment method, reviewing and matching hotel invoices, and then confirming final amounts manually, is time-consuming and causes mistakes. That means delays paying suppliers and financial losses for travel agencies and corporations. So having the right payment strategy is critical for cash flow.

## Solution

The Amadeus Hotel Billback solution automates the process of paying for business travelers' accommodation. A secure virtual card number is generated for each transaction, ensuring effortless tracking and flawless reconciliation of hotel booking and payment data. No more mistakes. No more time and money wasted. Amadeus Hotel Billback solution also means you can offer business travelers the option to check out of their hotel without them waiting to settle their bill on departure – as payment confirmation is automated.





Amadeus Hotel Billback can be used with any of the Amadeus B2B wallet options – helping you maximize working capital with rebates and reduced surcharges.

### Benefits

Fully automated payments make reconciliation quick, easy and accurate – saving your business manual processing costs. You have greater control over budgets and increased security for you and your clients. And speedier check-outs mean a better experience for customers, too.

### Result

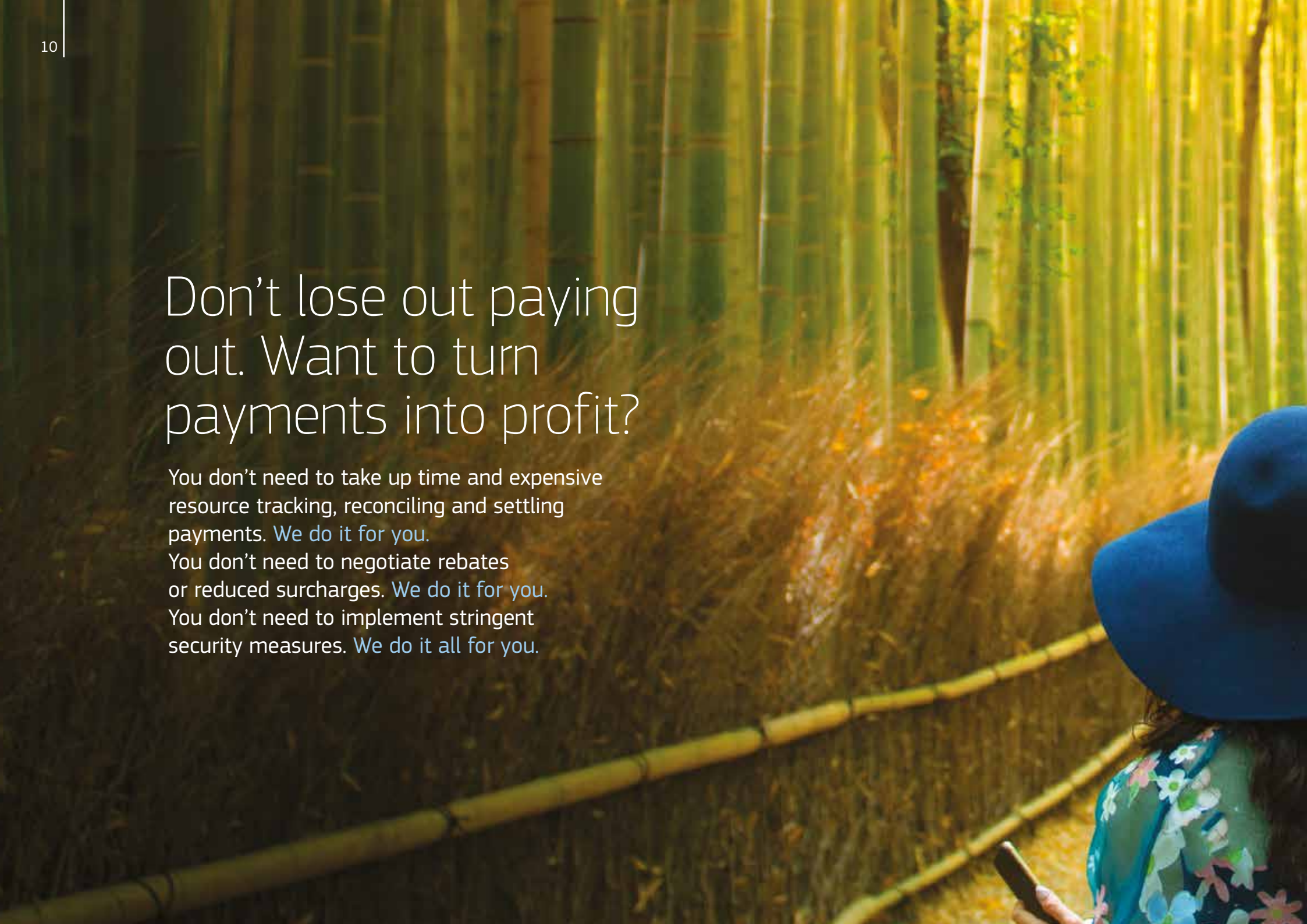
Improved cash flow, reduced manual work and fewer errors.

# Don't lose out paying out. Want to turn payments into profit?

You don't need to take up time and expensive resource tracking, reconciling and settling payments. *We do it for you.*

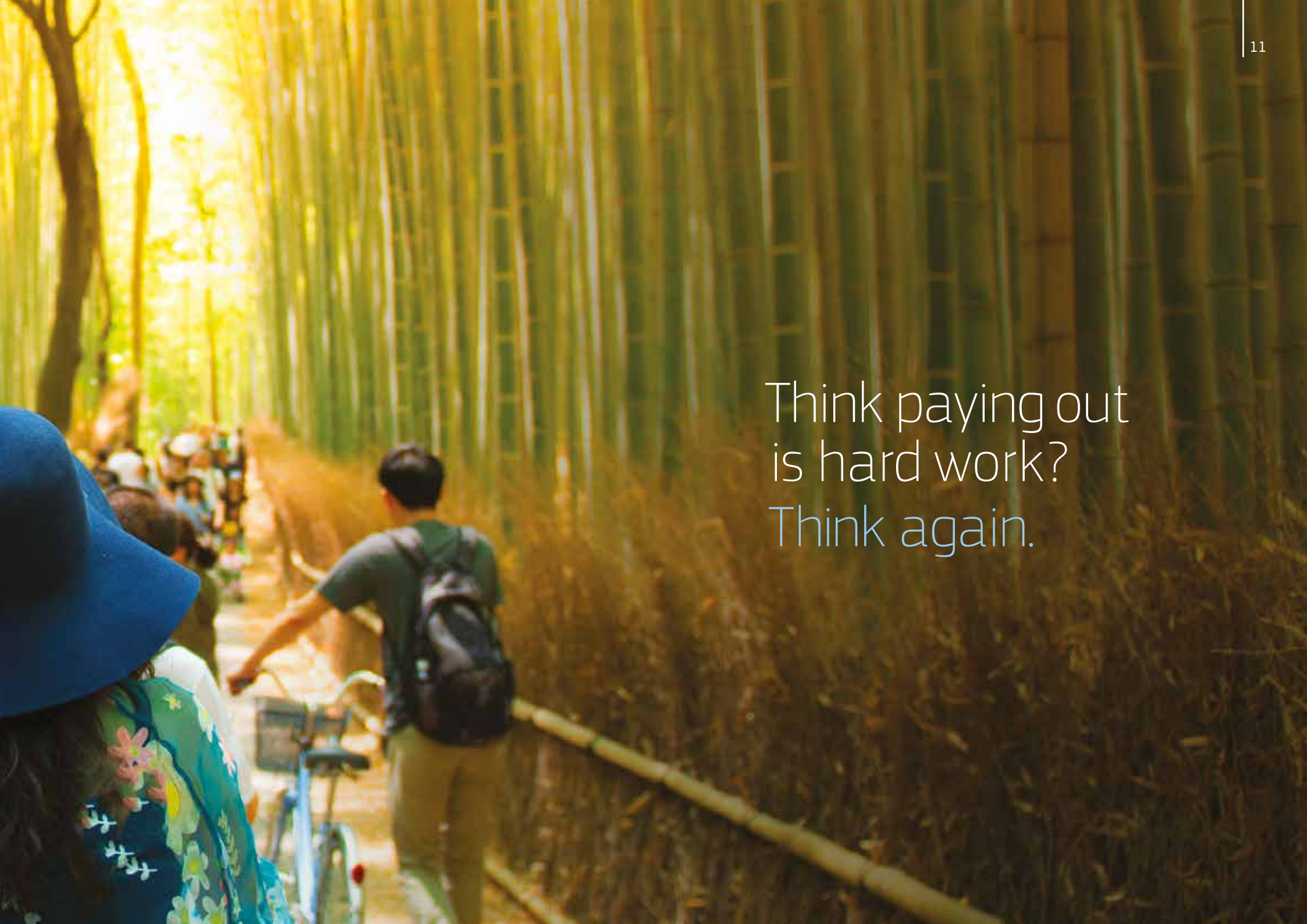
You don't need to negotiate rebates or reduced surcharges. *We do it for you.*

You don't need to implement stringent security measures. *We do it all for you.*





Think paying out  
is hard work?  
Think again.



To find out more, speak to  
your account manager or visit  
[amadeus.com/payments](https://amadeus.com/payments)

**amadeus**