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JR Technologies and Lufthansa Systems cooperate on the next generation of Offer, Order and Financial Management

- Lufthansa Systems and JR Technologies cooperate to provide airlines with a one-stop-shop solution for Offer, Order and Financial Management
- The Travel Retailing Platform Aerostream from JR Technologies is combined with a broad finance solutions portfolio from Lufthansa Systems
- With their finance solutions, Lufthansa Systems pursues a modular approach that can be adapted to individual needs

Raunheim, 21st May 2024. Lufthansa Systems and JR Technologies cooperate to provide airlines with an end-to-end solution based on Offer, Order and Financial Management, including payment and accounting. JR Technologies' Travel Retailing Platform Aerostream is combined with various finance solutions from Lufthansa Systems, which will support the transition of airlines towards a single customer order record. This way, airlines can profit fully from the next generation of Offer, Order and Financial Management. The integrated solutions can be shown in a live demo where users can actively create bookings and perform accounting or settlements.

The goal of the cooperation is to enable airlines to move towards order-based processing and modernized airline accounting. JR Technologies' Aerostream is a modular and adaptable retailing platform specifically designed for unique airline needs. Built on NDC and ONE Order concepts, Aerostream's Offer, Order and Financial Management solution helps airlines transition to a modern digital retailing model while getting the most out of existing legacy systems. With multi-product basket capabilities, multi-channel retailing, and simplified integrations, Aerostream enables airlines to create a cohesive and convenient shopping experience where purchases and entire trip management can be homogenized in one order, boosting revenue and brand awareness.

Combined with the financial management solution from Lufthansa Systems, airlines gain access to lean, highly automated order processes and services based on the latest technology. These services align with IATA ONE Order and Settlement with Orders (SwO). The easy payment management solution allows airlines to manage and consolidate all payment processes and interfaces in one place. The payment reconciliation and management solution, in turn, tracks and traces all air transport bookings fully automatedly, matching the flight bookings to their associated payments. The future-proof revenue accounting solution connects a community of 20+ airline customers worldwide with experience in all areas to cooperate in designing the future of airline revenue accounting together with Lufthansa Systems.

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“With the aviation industry evolving rapidly in modern airline retailing, NDC and ONE Order, we are happy to strengthen our partnership with Lufthansa Systems and present the next generation of Offer, Order and Financial Management together. Our end-to-end solution enables airlines to increase their revenue creating solutions that redefine the passenger experience and streamline airline distribution operations,” stated Theodora Tsinonis, CCO at JR Technologies.

“At Lufthansa Systems, we pursue a modular approach with our finance solutions. This allows us to cooperate with Offer and Order Management partners such as JR Technologies. The modularity of our solutions and cooperations allows us to provide airlines with the most flexible solutions, adaptable and tailored to their specific business cases,” added Sebastian Holfert, Senior Product Owner Finance Solutions at Lufthansa Systems.

Both companies started their cooperation back in 2015 and worked very beneficial together since then. With their pilot project, “NDC meets ONE Order” in 2018/19, they were the first providers who processed NDC and ONE Order messages and the first to receive IATA certification for this.

Background information on the finance solutions from Lufthansa Systems

SIRAX/ONE Order is the world’s first and most advanced financial management solution, and it is fully capable of ONE Order integration. It streamlines finance processes in line with IATA ONE Order and Settlement with Orders (SwO). Lean, highly automated order processes and services based on the latest technology reduce implementation time and maintenance requirements. By enabling airlines to sell, account for, and track the delivery of new flight- and non-flight-products and services seamlessly, it brings airlines closer to other retailers and allows them to increase their agility and to be innovative by moving from PNRs, e-tickets and EMDs, towards orders and services.

The easy payment management solution, **SIRAX/Payment Hub**, consolidates the payment process for airlines, allowing them to manage all payment processes and interfaces in one place. By reducing the time and effort spent to integrate new payment options, airlines can offer the latest and most convenient payment options and prevent a sales decrease. Payment Hub reduces the risk of fraud by using flight booking data during the payment process and passing airline itinerary data to acquirers and fraud check providers.

The payment reconciliation and management solution, **SIRAX/Payment Reconciliation**, tracks and traces all air transport bookings fully automatically and matches the flight bookings to their associated payments. It is designed to manage all payments and their sources independently to prevent revenue loss. SIRAX/Payment Reconciliation enables accounting and cash flow management while providing a complete and transparent overview of payment reconciliation. It helps keep all bookings in order and reduces additional time and costs.

SIRAX/Revenue Accounting is a future-proof revenue accounting solution that supports NDC, designed to help airlines grow their business. With SIRAX/Revenue Accounting, a community of 20+ airline customers worldwide with experience in all areas cooperates to design the future of airline revenue accounting together with the Lufthansa Systems team.

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The modern and leading passenger revenue accounting standard solution allows airlines to either benefit from an all-in-one integrated solution or to select specific modules and combine them with the individual needs of their business. With this flexibility, the products can be used for airlines of any size, traditional network carriers, and low-cost carriers alike.

About JR Technologies

A strategic partner of IATA, JR Technologies designs source-agnostic, innovative travel technology solutions aligned with NDC and ONE Order principles with its Aerostream product line. It aims to modernize the travel industry's retail and distribution landscape. Founded and headquartered in the Detroit suburb of Southfield, Michigan, JR Technologies was started in 2012 and has offices in Dublin Ireland, Athens and Chania Greece, Mumbai India, and Orlando USA. JR Technologies has recently merged with Thomalex, a trusted provider of IT infrastructure services and strategic consulting, providing travel agencies, travel management companies, and corporate travel departments with its next generation travel platform allowing agents to access both legacy and next-generation content in a single, easy to use, yet powerful interface. Headquartered in Miami, Thomalex serves its global network of clients from offices in Cape Town South Africa, Singapore, Santiago Chile, and Belgrade Serbia.

www.jrtechnologies.com

About Lufthansa Systems

Lufthansa Systems GmbH is a leading airline IT provider determined to shape the future of digital aviation. It draws its unique strengths from its ability to combine profound industry know-how with forward-looking technological expertise and has lived by its slogan "We're into IT" for more than 25 years. A wholly-owned subsidiary of the Lufthansa Group, the company offers its more than 350 customers an extensive range of successful IT products and services for the aviation industry, many of which are market leaders. Lufthansa Systems' pioneering portfolio covers all of an airline's business processes – in the flight deck, in the cabin, and on the ground. As a tech company and airline IT provider, Lufthansa Systems is committed to identifying its own environmental footprint and improving that of its airline customers across the globe. Headquartered in Raunheim near Frankfurt/Main, Germany, Lufthansa Systems employs around 2,800 people at its locations in 16 countries.

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