

News

Lufthansa Systems expands partnership with Sabre to bring to market an offer-order-based accounting solution

- Lufthansa Systems expands its cooperations with Sabre to provide airlines with an offer-order-based accounting solution – SIRAX/ONE Order
- SIRAX/ONE Order is the world's first and most advanced fully ONE Order capable financial management solution created by Lufthansa Systems
- With their finance solutions, Lufthansa Systems pursues a modular approach that can be adapted to individual needs

Raunheim, 3rd December 2024. Lufthansa Systems announced their cooperation with Sabre, a global leader in offer-and-order software and technology that powers the travel industry. Sabre provides end-to-end offer, order, settle, and deliver capabilities with its modular and open technology platform, SabreMosaic. Lufthansa Systems expands its cooperation portfolio to ensure that financial services can be connected, regardless of which Order Management System (OMS) is used by an airline. The ONE Order capable financial management solution, SIRAX/ONE Order, can be combined with various OMS. Lufthansa Systems thus offers a one-stop-shop modular solution that can be adapted to the individual needs of each airline. Similarly, SabreMosaic delivers a highly scalable and modular technology stack, allowing airlines to build their ideal innovative, personalized retail strategy. The integrated solutions can additionally be shown in a live demo where users can actively create offers and orders and perform the associated accounting and settlements.

“End-to-end solutions are very prominent in the airline industry. They promise airlines carefreeness as they get everything from a single source. The question one must ask here is whether they are also the best fit for an airline when it comes to financial services. With the aviation industry evolving rapidly in modern airline retailing, NDC, and ONE Order, airlines require flexibility to seamlessly adapt to the diverse and dynamic revenue streams,” explained Sebastian Holfert, Senior Product Owner Finance Solutions at Lufthansa Systems. “Here at Lufthansa Systems, we offer a modular approach to solutions and cooperations. This way, our solutions are adaptable and can be tailored to airlines’ specific business cases. Through our cooperations we are still able to provide airlines with the comfortability that comes with one-stop-shop solutions.”

SIRAX/ONE Order is the world's first and most advanced financial management solution, 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 offers and orders. The modular, open and cloud-native architecture allows airlines to select the API-based Offer and Order solutions that best meet their needs. It is based on IATA ONE Order Standard Messages for the communication

between OMS and SIRAX/ONE Order. This creates a unique technical blueprint to transform their operations in a way that makes sense for their business.

SabreMosaic provides holistic offer management capabilities that allow airlines to intelligently define, manage, and retail airline and third-party content, as well as distribute a broader variety of offers across channels. Sabre's advanced order management capabilities support the management and fulfillment of offers, including the acceptance and settlement of traditional and non-traditional payment types, and provide consistency of the airline brand experience through all customer touchpoints. Combined with the financial management solution from Lufthansa Systems, which covers order accounting, settlement, and reporting, airlines can benefit from the move towards a single customer order record and an end-to-end Offer and Order process solution.

“At Sabre, we're on a mission to deliver memorable experiences and do so by modernizing the end-to-end travel journey. It's about empowering airlines to deliver dynamic experiences that increase choice and are personalized for travelers. Our partnership with Lufthansa Systems aims to move us forward towards order-based processing that streamlines the entire travel experience,” said Mike Reyes, Senior Vice President Product Management at Sabre.

About Lufthansa Systems

Lufthansa Systems GmbH, the leading airline IT provider, has been shaping the future of digital aviation for almost 30 years. Helping airlines unlock their full potential, the company combines profound industry know-how with advanced technological expertise. A subsidiary of the Lufthansa Group, the company offers its more than 350 customers worldwide a portfolio with often market-leading products that cover all airline business processes – on the flight deck, in the cabin, and on the ground. Lufthansa Systems is committed to improving its own environmental footprint and that of its airline customers of all sizes and business models. Headquartered in Raunheim near Frankfurt/Main, Germany, Lufthansa Systems employs around 3,000 people at its locations in 16 countries. www.LHsystems.com

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