



News

Lufthansa Systems achieves double success in IATA Multi-Vendor Modularity Proofs of Concept

- SIRAX/ONE Order supported both leading teams in the IATA modularity challenge
- Proven interoperability across multiple providers for next generation Offer and Order systems
- SIRAX/ONE Order confirmed as the most advanced order accounting and settlement solution, supporting airlines' shift to retail-driven processes

Raunheim, 17th November 2025. Lufthansa Systems, with its order accounting solution "SIRAX/ONE Order," was part of both leading teams in the 2025 IATA Multi-Vendor Modularity Proofs of Concept (PoC), which focused on interoperability and provider collaboration. This was officially announced by the IATA Airline Retailing Consortium at the IATA World Financial and Passenger Symposium on 5-6 November 2025 in Istanbul, Turkey.

To prove the IATA modularity approach, the Consortium set up a collaboration challenge for IT providers. Their mission was to create live demos showing how systems from different companies can work smoothly together. The goal was to demonstrate that different providers can truly team up to build a modular Offer and Order system architecture to replace today's inflexible Passenger Service System (PSS) platforms.

More than 20 IT providers formed eight teams and, over nine months, developed demos that interacted in real time. These demos clearly showed that modularity is not just a concept – it works. Modern product, offer, order, finance, and delivery systems functioning without PSS or other legacy constraints are already here.

In both awarded PoCs, Lufthansa Systems took the central role for financial management. The first PoC, with five partners (IT providers and companies from the broader ecosystem), showcased modular, end-to-end airline retailing. The use case: booking a round-trip flight with a personalised third-party ancillary service, powered by behavioural insights and dynamic pricing. After order creation, accounting is triggered, and the third-party ancillary is delivered and fully settled. In this setup, SIRAX/ONE Order ensures real-time order accounting and settlement, strengthening airlines' financial control and integrity. By demonstrating bilateral third-party non-IATA settlement with its unique SIRAX Bilateral Settlement Manager, SIRAX/ONE Order confirms its functional leadership in order-based financial management.

The second PoC, with four partners, featured a round-trip flight plus two ancillaries: hotel and seat reservation, priced dynamically using AI. After booking, payment is processed and accounted for. Here, SIRAX/ONE Order provides real-time revenue monitoring across the entire order lifecycle. Embedded in another company's complete shop-to-order creation flow, and supported by additional partners, SIRAX/ONE Order delivers a single, reliable view for revenue recognition, reconciliation, reporting, and auditing. This helps airlines maintain full financial transparency and control in a modular Offer and Order environment.



“We are very proud to have been part of both teams delivering the most relevant PoCs. This achievement strongly endorses our SIRAX/ONE Order solution, validated in a competitive, collaborative environment, and proves its value for modular, interoperable airline retailing (IATA ONE Order) architecture. The success of both PoCs shows that modular, connected retailing is no longer the future – it’s here today,” said Tim Bruegmann, Chief Product Owner Financial & Commercial Products at Lufthansa Systems.

SIRAX/ONE Order is the world’s first and most advanced order accounting and settlement solution for the new IATA ONE Order and Settlement with Orders (SwO) standards. Lean, highly automated order processes and services based on the latest technology reduce implementation time and maintenance requirements. The solution enables airlines to seamlessly sell, account for, and track the delivery of new flight and non-flight products and services. This brings airlines closer to other retailers. It allows them to increase their agility and innovation by moving from PNRs, e-tickets, and EMDs to orders and services.

About Lufthansa Systems

Lufthansa Systems GmbH, the leading airline IT provider, has been shaping the future of digital aviation for 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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