



## Features & Benefits

- › Lets you customize products to offer high value customer experiences and realize higher profit margins
- › Real-time visibility of multiple itinerary options lets agents know what is available without having to ask
- › Pre-set itinerary details are defaulted into agent bookings providing consistency, accuracy, and visibility
- › Pricing by component enables flexibility in presentation and an accurate and automated calculation of an overall package price
- › Real-time inventory offers visibility to agents of what is available, as well as visibility to administrators of approaching re-order points
- › Centralized itinerary and pricing changes automatically update existing bookings and generate agent notifications, maintaining accuracy and visibility and eliminating agent effort

# AXIS TRAVEL GROUPS

AXIS Travel's support for your group operation positions your agency ahead of the competition. It offers the flexibility you need to accurately represent the unique products you are offering. This enables easier shopping and selling, and allows your agents to focus on customer service. It promotes consistency and efficiency in your shopping and booking processes. These benefits increase productivity and boost your bottom line.

## Group Setup

Group Setup lets you build a predefined itinerary containing mandatory and optional components, such as cruise sailings, pre/post hotels and flights, and excursions. In each component you can load remarks, multiple inventory levels, pricing, and special request options. Then, as agents book trips for the group, they simply sell based on real-time availability and select options based on client preferences. The shared group template enables a repeatable approach to group booking that is common for all agents. It produces a consistent look and feel of client itineraries, resulting in rich reporting data.

AXIS Travel features the ability to create a new group based on an existing group. Group administrators identify which components they want to use and enter new dates for the itinerary. This simplifies group setup and enables consistency of similar groups over time.

## Group Bookings

To allow for deviations and customized itineraries, AXIS Travel supports the ability to book group and non-group itineraries together on the same trip, all settled with a consolidated payment. Real-time inventory allows agents to check availability as they shop, and provides administrators with visibility of inventory levels as agents book. They can control all inventory by placing it on hold, if required, or even earmarking it for specific trips.

- › System-generated manifest reports provide visibility of customer choices and needs so that you maximize your service level
- › Visibility of profit/loss figures enables easy monitoring by your decision makers during the group life cycle
- › Flexible revenue recognition options allow you to tailor revenue timing and distribution according to your needs.

## Special Requests

Special client requests, such as assistance and meal requirements, are maintained once in the Client Profile and made visible on each group trip an agent books. On group trips, agents also indicate requests and options chosen that pertain to a specific group, whether this is by passenger or party. This information appears on the many different canned and ad hoc manifest lists and reports offered. Examples include dining, rooming and cabin lists, name tags, contact lists, and special request reports.

## Revenues & Commissions

Flexible accounting rules allow your agency to choose the timing of revenue recognition, as well as its distribution over agents and branches. For example, you may choose to set a fixed commission percentage for your agents regardless of the final group cash balance. Consolidated reporting shows all cash in/out related to clients and vendors, showing you up-to-date projected and final profit/loss figures.

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### Related Product Sheet

- › Travel



**AXIS TRAVEL BUNDLE**

Integrated Solutions. Integrated Minds.