



YOUR FLIGHTEXPERTS

HitchHiker ITB PreView 2011

newsletter no. 01/11

Dear Readers,

again, it's time for the ITB and our first newsletter of the year. As every year, we are looking forward to presenting you our well-known products and innovations.

As a specialist for flight tariffs we always offer you the best routes at the lowest prices. With our new "**X-Converter**" you can process your tariffs and make them available in the various distribution platforms.

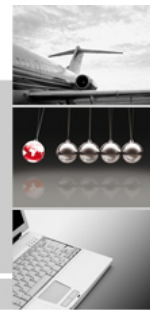
Furthermore, both our **Flight API** and our **WebFare Engine** have improved largely and have been supplemented with new features.

We'll let you be the judge, after seeing our products live at the **ITB in Hall 6.1 at Stand 130.**

We are looking forward to your visit!

Kind regards,

Melanie Blumentritt
Marketing Manager
HitchHiker GmbH



With the X-Converter, the best flight content for dynamic packaging is available from HitchHiker, your flight specialist. Enter your tour operator fares only once in visualFares Entry; desired routes and length of stay will be compiled in a job-list out of the visualFares Entry database.

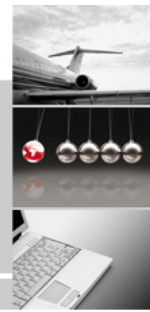
We then augment your request with the corresponding routes, rates, taxes and published fares. You'll receive a simulation of flights returned in the response. By applying our Pathfinder Technology and the most advanced caching and routing algorithms, GDS transaction costs are reduced even further.

Depending on how you would like to process the flight data, you can choose from 5 different formats: HitchHiker X-Format, INFX1, INFX2, KATI and SEALTIX. If a special package is requested and you use our booking engine we check the availability of the flight in our Flight API on all applicable tariff sources: Published, net, low-cost and charter rates.

Advanced and integrated solutions are a special feature of the HitchHiker X-Converter. Due to the seamless integration between the different HitchHiker products a lot of manual work can be eliminated. The visualFares Entry application is the main source for your tour operator system, the Internet Booking Engine and the automated ticketing process. You save the effort of having to enter fares more than once in your tour operator system and/or in your net fare database.

The visualFares TaxManager is an additional feature which offers the option of overriding or ignoring taxes or surcharges from the GDS. You can define filter criteria or rules which determine when and which charges should be overridden with your own negotiated taxes. Due to the filter criteria and overriding-rules, the visualFares TaxManager is able to process almost all tax overrides that are currently used in the different markets.





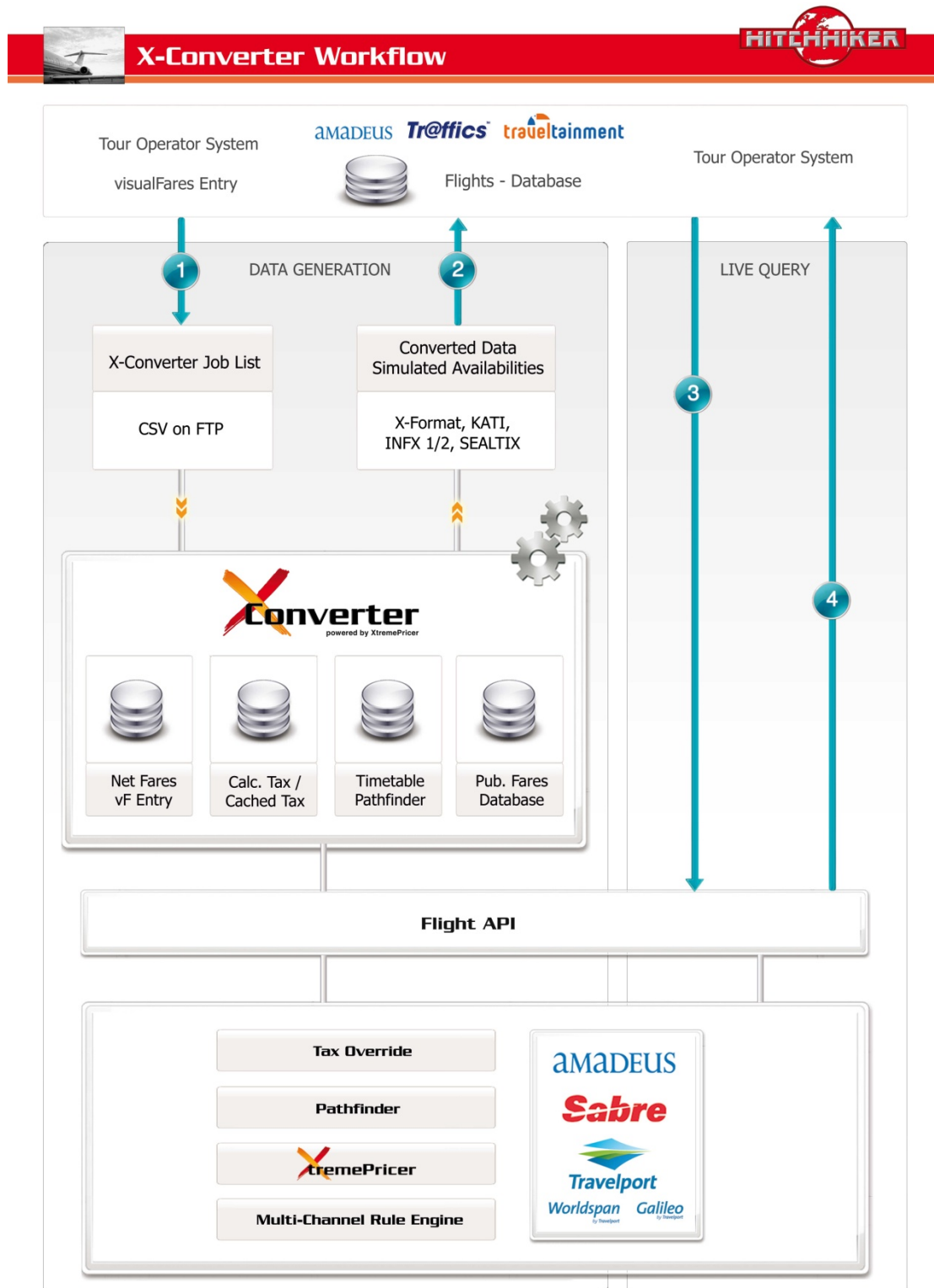
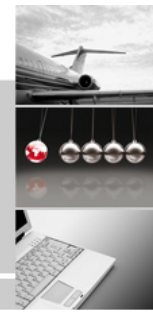
Small summary of the specific benefits offered by the X-Converter:

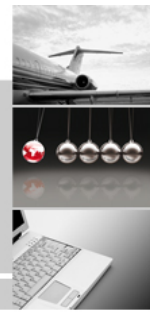
- Reduction of transaction costs by:
 - Local compilation of routing/availability simulated with HitchHiker's XtremePricer and Pathfinder Technology
 - Local prices, surcharges, calculated taxes and tax cache
- High-quality and current flight information
- Best Buy mode (using the cheapest tariff of each individual airline)
- Easy export to different systems in 5 export formats

Workflow (see diagram on the next page):

- 1 Generate a job list in CSV format with the desired ORG/DEST/STAY, etc. of your net fares; we receive the data on our FTP Server.
- 2 We augment your request with routing, pricing, tax information and published fares. We then provide the data in 5 formats (X-Format, SEALTIX, KATI, INFX1, INFX2) to import into your tour operator or distribution system platform.
- 3 If your client requests a specific package over our Flight API, then we check the availability in all applicable sources (net, low cost, charter fares and GDS).
- 4 You receive a selection of the lowest priced flights displayed in the usual HitchHiker-quality and book the appropriate flight!







Flight API & WebFare Engine Version 2.5

The HitchHiker Flight API is your interface to the best fares. Whether it's your own net fares, GDS fares, low-cost or charter rates, you'll receive the best routes and prices since you control the selection of sources individually.

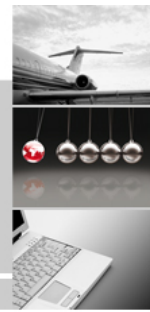
In version 2.5 of the Flight API and the WebFare Engine, we've improved existing features as well as added new features. All in all you can expect a well-rounded product which has profited from input and feedback from our wide range of international clients.

FAPI feature highlights:

- TSA & APIS - the complete workflow for additional passenger data is supported so you can enter the information during the reservation or later in a separate, subsequent step.
- Best Buy/Airline Diversity – Display of the lowest-priced fare for each individual airline for net and published fares
- Seat Map Display & Reservation
- Tax Override – The visualFares TaxManager is now also available for the Flight API. You can override applied taxes from the GDS with your own taxes or negotiated surcharges.
- Cancellation of single passengers and/or segments in a PNR - you no longer have to cancel entire bookings; now you can cancel single segments or passengers in a PNR.
- Browse Queue from various GDS' - e.g. the Scheduled Change Queue
- Individual confirmation of the segment status, e.g. for a Scheduled Change

The main low-cost carriers are integrated into the HitchHiker WebFare Engine, which account for over 80% of low-cost sales in Europe. In addition to traditional low-cost airlines, scheduled airline internet fares can also be booked. A complete overview of the integrated airlines can be found here: http://news.hitchhiker.com/hitchhiker_webfares.pdf





WebFare Engine improvements & feature highlights:

- TSA & APIS - the complete workflow for additional passenger data is supported so you can enter the information during the reservation or later in a separate, subsequent step.
- Best Buy/Airline Diversity – Display of the lowest-priced fare for each individual airline
- Improved functionality for baggage fees - any fee calculation can be processed:
 - Maximum weight per bag or maximum number of bags
 - Baggage charge by weight or by number of bags
 - Different number or weight of luggage on a round-trip
- Improved functionality for payment options and fees - any fee calculation can be processed:
 - Payment by credit card, debit, invoice or debit card
 - Various payment options and surcharges for round-trips
 - Premium payments for certain credit cards as a fixed fee or percentage of the fare
- Improved functionality for Priority Boarding or Speedy Boarding with different fees for different types of boarding and different charges for outbound and return flights.
- Improved error handling - errors are described and analysed in a more comprehensible manner
- Cancellation of single passengers and/or segments in a PNR - you no longer have to cancel entire bookings; now you can cancel single segments or passengers in a PNR.
- Test mode for the development stage - Simulate an actual booking (including baggage fees, etc.)

