



## News Release

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### **Sabre upgrades leisure travel shopping product for French travel agencies**

*Sabre Destinea now allows cross-shopping and cross-selling*

Sabre Travel Network has upgraded its leisure travel shopping product for French travel agencies to incorporate a tool that allows the agent to find, compare and book products from all main tour operators and leisure travel providers on a single screen – regardless of what GDS the agency uses.

The Sabre Destinea Quickshop uses an intelligent search engine with wide-ranging criteria to allow travel agents to view and compare the inventory of 16 French tour operators, and obtain costings for the travel products they offer. The tool enables cross-shopping and cross-selling for 12 of these tour operators, resulting in literally hundreds of product combinations.

Sabre Destinea Quickshop not only increases the efficiency with which travel agents can make holiday bookings, but also leads to significant savings on communication costs – one of the highest cost-lines among French travel agencies after staffing and property.

Sabre Destinea now offers two options for travel agents:

- Sabre Destinea Connect, which gives travel agents access to the travel trade websites of 10 French tour operators.
- Sabre Destinea Quickshop, for access to the full inventory and bookable leisure products from all main tour operators and leisure travel providers in France.

“I was impressed by the powerful capabilities of Sabre Destinea, and how easy it is to use,” said Mme Catherine Pascaud, travel agency manager of Sportours in the Paris suburb of Corbeil Essonnes. “The cross-selling and cross-shopping capabilities make the work of our travel agents easier and allow us to realise significant savings - particularly on phone calls.”

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“The way Sabre Destinea Quickshop uses search information really helps enhance our customer relationships,” said Mme Isabelle Ouensanga, travel agency manager of Club Voyages in Corbeil Essonnes. “It’s also really easy to use. This is a true success.”

### **Sabre Destinea Quickshop - advanced capabilities:**

- Real time access to, and cross-shopping and cross-selling with, the products of 12 tour operators.
- All from a single platform (MySabre or Agency e-Services)
- Smart search engine to identify the best products for customers
- Numerous search criteria to make agents’ requests more accurate. These include budget, departure and arrival date/city, length of stay and holiday type
- Commission fee can be adapted and integrated with the PNR
- User-friendly interface which means that no specific training is needed
- Not exclusive to Sabre users

“The launch of Sabre Destinea Quickshop reinforces our leisure positioning in this region,” said Claire Gagnaire, Sabre Travel Network’s country manager for France and Benelux. “This is, without doubt, the most complete leisure platform on the market. It has impressive cross-shopping and cross-selling capabilities and initial feedback from travel agencies as been extremely positive.”

### **About Sabre Travel Network**

Sabre Travel Network, a Sabre Holdings company, provides access to the world's leading global distribution system (GDS). The Sabre GDS is a ready-built efficient marketplace that connects suppliers, including hundreds of airlines and thousands of hotels, with more than 50,000 travel agency locations. Suppliers get access through one single connection; travel agents get real time access to thousands of travel products from multiple suppliers through one source integrated into their businesses; consumers get access to a global supermarket of the world's greatest travel possibilities

Key brands of Sabre Travel Network include GetThere, the leading Web-based corporate travel reservation technology, and Jurni Network, the unique leisure travel agency consortium that enables members to sell more products from preferred travel suppliers using sophisticated market intelligence.

**Sabre Travel Network** works closely with sister company **Sabre Airline Solutions**, the world's largest provider of products to help airlines market themselves, sell their products, serve their customers and operate more effectively, from planning to execution. The combined portfolio of marketing, sales, distribution, operational and decision-support technology is unique, and of huge value to airlines all over the world.

Sabre Holdings (NYSE: TSG) connects people with the world's greatest travel possibilities by retailing travel products and providing distribution and technology solutions for the travel industry. More information about Sabre Holdings is available at <http://www.sabre-holdings.com>.

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