

Concur Provides Business Travelers with Full Access to Air Canada Products and Services



Air Canada and Concur have joined together to link corporate clients directly to Air Canada products and services that were previously only available through the Air Canada Web site.

While these new products and services have been available on the supplier's Web site, many corporate travel programs and corporate travel agents have not been able to access these options through their online booking tools, nor have they been able to allocate the associated travel costs through agency reporting. This lack of booking access, support and reporting has made it difficult for corporations to manage flights in the Canadian market.

With Air Canada's ac2u direct connection, Concur is able to integrate these new Air Canada products into the corporate travel booking process as well as enable companies to allocate expenses, all through **Concur® Travel & Expense**. By making its products and services available to Concur clients, Air Canada is joining the growing list of Concur connected suppliers.



CONCUR TRAVEL & EXPENSE OFFERS ACCESS TO AIR CANADA BENEFITS AND FEATURES

With full product support, corporate clients have access to all of Air Canada's branded products, including Tango, Tango Plus, Latitude and Executive. Full fare classes within these products are also available in Concur Travel & Expense. Travelers now have the ability to "opt-in" and "opt-out" of various services provided by Air Canada after the booking has been made. These options are pulled into Concur Travel & Expense in real-time from Air Canada and presented to travelers in an "a la carte" format.

Using **Concur® Cliqbook Travel Flexible Faring** - which gives users the ability to shop for various types of tickets on different legs of a given trip - travelers booking flights with Air Canada are sure to find the travel content that's right for them and their organization's travel policies. Because Concur is using the Air Canada ac2u pricing engine, travel managers can rest assured that their travelers will be presented flight options in the same way as they would on the Air Canada Web site.



If a traveler has an applicable Air Canada Flight Pass, it will be automatically displayed as an option to choose. They can either select a Flight Pass to potentially apply as credit or choose not to use a Flight Pass credit for the booking. Concur Travel & Expense has the ability to compare the cost per credit for the Flight Pass with the cash price for a given segment to ensure that the traveler makes the smart buying decision - each and every time.

CORPORATE CLIENTS NOW HAVE ACCESS TO A FULL RANGE OF AIR CANADA PRODUCTS AND SERVICES AS A RESULT OF THE NEW AC2U DIRECT CONNECT FEATURE

TAKE ADVANTAGE OF AIR CANADA PRODUCTS TODAY

Once the Direct Connect is established, travelers can access Concur Travel & Expense as they would for any other trip and select an Air Canada Direct Connect flight. Concur Travel & Expense will walk a user through the steps of booking the flight. The fare product, rules, and available options will be presented at the time of booking. Bookings become instant purchases without being sent to a queue for transaction completion. All related reservation details and instructions are included in the itinerary that is passed through the Concur Travel & Expense system and are accessible like any other reservation.

This Direct Connect provides Concur clients with even more time-saving options, improved booking access, support and reporting, which will help corporations greatly improve travel management in the Canadian Market.

BENEFITS

- Access to products and services, previously available only on Air Canada's Web site
- Enable companies to allocate expenses through Concur Travel & Expense
- The ability to "opt-in" and "opt-out" of various services provided by Air Canada
- Air Canada Flight Passes automatically displayed as payment option
- Access to ac2u pricing engine, assuring optimum flight options

ABOUT AIR CANADA

Air Canada's achievements have been honoured recently by consumers and the industry. This year, Washington D.C.-based Air Transport World, gave Air Canada the magazine's Market Leadership Award based on the airline's success in implementing an innovative and transparent pricing structure, its use of online technology to meet consumers' needs and its fleet-wide renewal with a consistent, market-leading onboard product among North American airlines. In 2007, Air Canada was also ranked "Best Airline in North America" for the second time in three years in a independent passenger survey of 14 million air travellers conducted by Skytrax. In addition, Air Canada was named favorite carrier by Canadian travel agents in a survey of travel agents conducted by Baxter Travel Media.

Montreal-based Air Canada provides scheduled and charter air transportation for passengers and cargo to more than 170 destinations on five continents. Canada's flag carrier is the 14th largest commercial airline in the world and serves 32 million customers annually with a fleet consisting of 335 aircraft. Air Canada is a founding member of Star Alliance, providing the world's most comprehensive air transportation network.

ABOUT CONCUR

Concur is the world's leading provider of on-demand Employee Spend Management services. Concur helps organizations control costs by uniting online travel booking with automated expense reporting, and streamlining invoice processing. Concur's suite of award-winning on-demand services allow companies to get up and running quickly so they can focus on what's most important. By automating and optimizing business processes, Concur delivers actionable business intelligence and rapid ROI, helping companies increase efficiency, control employee spend and drive down operational costs. Concur's business travel and invoice solutions are trusted by thousands of companies and reach millions of employees worldwide. Learn more at www.concur.com.

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