

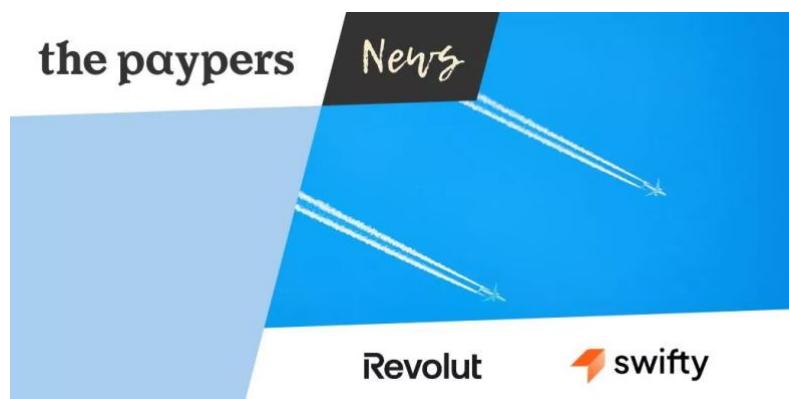


Welcome to edition 6 of the [\*\*Up in the Air | Consultancy\*\*](#) monthly newsletter! It includes a round up of the content that I recently shared, plus some additional news and background items.

## **i** Travel Fintech News

*Revolut strategically acquires Swifty*

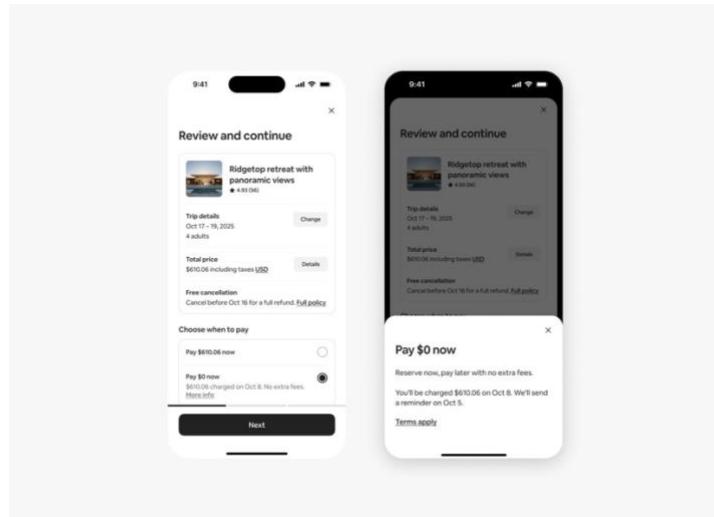
[\*\*Revolut\*\*](#) has announced that it has signed a strategic deal to acquire [\*\*Swifty \(acq. by Revolut\)\*\*](#), an AI-enabled travel agent startup originally incubated at [\*\*Lufthansa Innovation Hub\*\*](#) (LIH).



Click on image to read the article on The Paypers

## [Airbnb Introduces 'Reserve Now, Pay Later', giving guests greater flexibility](#)

Airbnb's Reserve Now, Pay Later gives US travelers booking eligible domestic stays the chance to reserve a listing without paying anything upfront at the time of booking. This marks a major step forward in Airbnb's commitment to offer more flexible options for guests that may also lead to more bookings for hosts.



Click on image to read more

## **i** Vendor News

### [CellPoint Digital Launches One Source Orchestration, the First Payment Optimization Platform to Meet the Demand of OOSD Retailing Models](#)



Click on image to read the press release on FFNews

## *Worldline partners with YeePay*

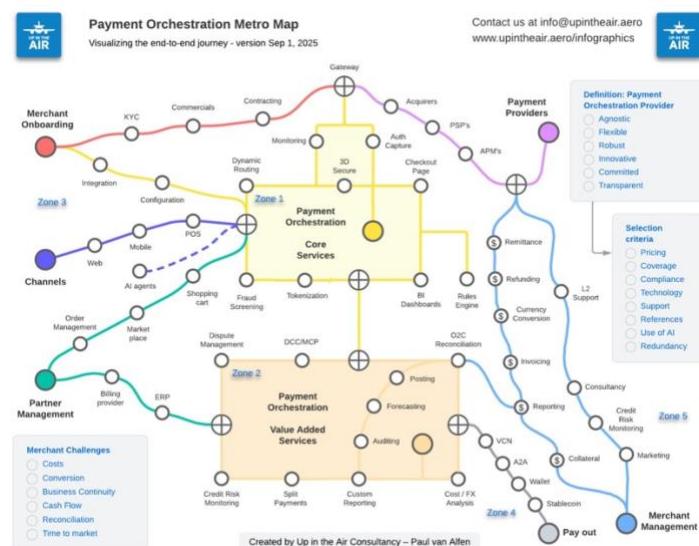
“ This initiative by [Worldline Merchant Services](#) and [YeePay](#) will enable [airlines](#) and travel businesses to benefit from simplified payment processes, accelerated settlement, and full compliance with both Chinese and European regulations. At the same time, airlines and travel businesses on [Worldline](#)’s GlobalCollect platform are also set to gain improved operational efficiency, reduced costs, and an optimized payment experience for their customers. ”



Click on image to read the press release on The Paypers

# 1 Airline & Travel Payments 101

## New infographic: Payment Orchestration Metro map



Click on image to download the PDF version

## Updated infographic: Airline & Travel Payments - Product world map

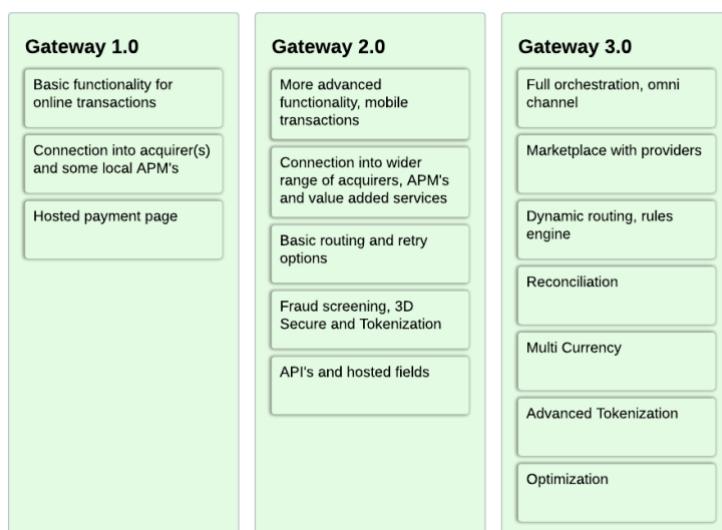


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## i Blogs, white papers and other content

*Up in the Air Article: A holistic view on payment orchestration, visualizing the end-to-end journey*

Some 5 years ago, in April 2020 to be exact, I wrote my first article on 'Payment orchestration for Airlines, enabling a multi-vendor strategy that pays off'. Time for an update! As always, let's start with some background.



Click on the image to read the article

## Airline Retailing at Emirates - The Payment Perspective

Interview with [Usha Varadarajan](#) – Vice President, Group e-Payments and Services at [Emirates](#).



# Airline **Retailing** at **Emirates**

The Payment Perspective

Click on image to watch the video on the IATA YouTube channel

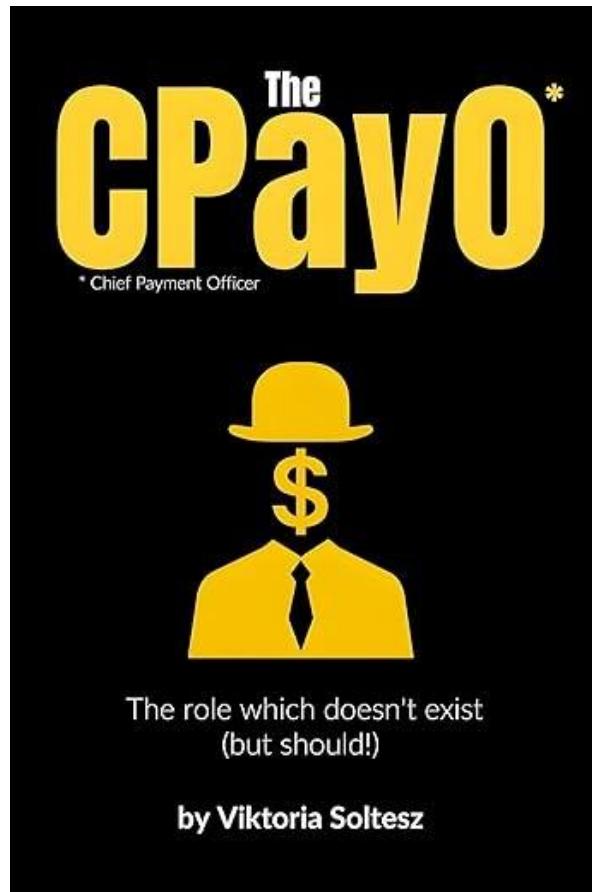
*Recommended Read: The CPayO: Chief Payment Officer - The Role Which Doesn't Exist (but should!), by [Viktoria Soltesz](#)*

“ Payments and banking are in disarray. Frozen accounts, blocked transfers, unnecessary fees, delays, lost opportunities, and operational breakdowns hit every company - yet few know how to resolve them, managing funds on guesswork.

Today, businesses rely on biased introducers, commission-driven FinTech salespeople, or corporate advisors with limited expertise, leaving critical money flows unsafe and unpredictable. What should be the backbone of strategy is still treated as a finance side function. No standardized approach exists and no proper education prepares professionals to handle these ever-changing challenges.

The Chief Payment Officer (CPayO) is a role every business must have. But it does not exist. And this is a very costly mistake. ”





Click on image to go to order page

## **i** Upcoming and recent events

### *World Financial Symposium (WFS) & World Passenger Symposium (WPS)*

This year's theme, "Destination, Transformation... Ready for Take off!" will focus on the industry's transition to "Modern Airline Retailing" with an emphasis on Offers and Orders, Financial & Payment Processing, and of course enhancing Customer Experience through the use of Digital Identity & Delivery of Orders.

With three established tracks, covering topics related to retailing, payment and operationalization, the event will feature insightful sessions from industry leaders and subject matter experts who will share their knowledge, perspectives and experiences as the industry undergoes this exciting transformation.



Click on image to go to the event website

### Atlantic Fintech webinar: *Travel Payments: Challenges & Opportunities*

If it's accepting payments or paying suppliers, travel payments come with their unique set of characteristics. During this webinar we'll look into the travel payment value chain, partner landscape and differences between types of travel merchants when it comes to processing, credit risk, fraud and customer expectations.



Click on image to watch the webinar on the Up in the Air YouTube channel

### *Webinar: Travel Payments Unpacked: Practical Solutions for Industry Professionals*

“ Payments in the travel industry are uniquely complex. From high decline rates on cross-border bookings and the constant threat of fraud, to fragmented settlement flows across OTAs, GDSs, consolidators, and suppliers, payment professionals in this sector face daily challenges unlike those in any other industry.

In this panel discussion, experts from [IXOPAY](#), [Kiwi.com](#), and Paul van Alfen of [Up in the Air | Consultancy](#) will share their perspectives on the most pressing issues travel merchants face in payments today. The conversation will focus on practical solutions and proven approaches that payment professionals can apply in their day-to-day work—whether it's improving authorization rates, onboarding new PSPs, reducing operational friction in refunds and reconciliation, or building a payment infrastructure that can keep pace with evolving customer expectations. ”



Click on image to register

## **i** Jobs

### *Manager Payment Solutions at [Qatar Airways](#)*

“ An exciting opportunity to join the Qatar Airways GBS Finance Services - Sales to Cash team as Manager Payment Solutions. This role is expected to drive and lead a team responsible for executing the payments strategy across the group, working closely with Commercial, Digital and other key stakeholders internally in meeting cost reduction hurdles, while at the same time working with external partners in delivering payment solutions that monetize our volumes, through payment choice for our customers. Driving consolidation and prioritization of payment initiatives across geography, product and channel aligned to broader payments strategy is a key deliverable for this role. ”

For more information see: <https://www.linkedin.com/jobs/view/4318863594>

## *Payment Business Development and Operations Manager at [Trip.com Group](#)*

“ As a Payments Business Development and Operations Manager supporting European markets at [Trip.com](#), you will be part of Fintech Business Unit (MBU) and play a critical role in supporting business development, optimising and managing payment processes, enhancing payment user experience, and driving conversion rates, thus ensuring compliance with regional regulations. You will collaborate closely with cross-functional teams to develop and implement payment strategies aligning with our European business objectives. The scope of the role includes customer payments (B2C). ”

For more information see: <https://www.linkedin.com/jobs/view/431932115>

### **i Follow us for more news and information**

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[Airline Retailing Payments](#) Up in the Air's Airline Retailing (Offer/Order/Settle/Deliver, NDC) page for the Airline & Travel Payments community

[Think Travel Payments](#) Webinar Series

YouTube:

[UpintheAirPay](#)

*Would you like to suggest content for this newsletter? Contact me at [paul@upintheair.aero](mailto:paul@upintheair.aero)*

