



Welcome to edition 11 of the [Up in the Air](#) newsletter! It includes a round up of the content that I recently shared, plus some additional news and background items.

This edition is sponsored by [Hands In](#)

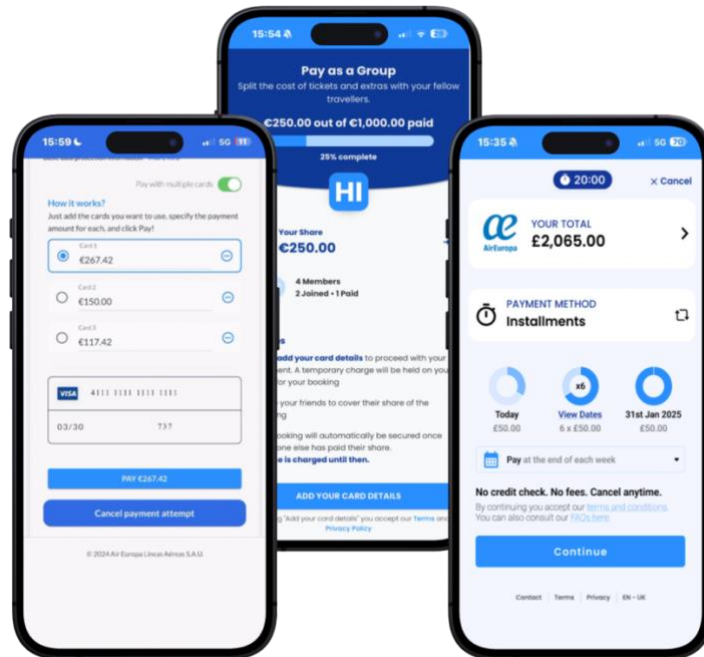
Unlocking Incremental Revenue for the Global Travel Industry with Split Payments

Dedicated to solving the problem of failed payments and limited traveller flexibility at checkout. Hands In is a payment solutions company specializing in two core functions - split payments and rescue. Split Payments gives customers the option to complete transactions by letting them split their payment across multiple cards, methods, or people at checkout. Rescue focuses on recovering transactions that would otherwise fail due to insufficient funds, by allowing customers to retry with two or more cards or methods before they drop out at checkout.

Delivered through a single integration connected to a merchant's existing payment infrastructure (including acquirers, gateways, and tokenization), Hands In is designed to reduce payment failure due to insufficient funds, improve conversion rates, and drive and deliver incremental revenue. Hands In takes care of the front-end experience, connection layer, tokenisation, and reconciliation of all split and multi-tender payments, ensuring seamless processing across complex payment journeys.

The solution is best suited to high-value transaction environments, where payment failure and limited flexibility have the greatest commercial impact.

As a result, Hands In is seeing the strongest traction with network carriers, global OTAs, and retail, particularly across Europe, the Middle East, and Asia-Pacific, where higher average order values and cross-border payment complexity make split payments and decline recovery critical levers for conversion uplift and incremental revenue.



Click on image to visit website

i Travel Fintech News

Beyond Cards and BSP: A New Phase in Travel Payments Is Emerging

An article by [Travel Distribution News](#) covering:

- The Infrastructure Nobody Wanted to Talk About
- Why the Card Network Is No Longer Enough
- The NDC Shift and the Payment Gap It Exposed
- Payments Are Becoming a Strategic Layer
- Who Controls the Money Flow Controls the Market
- The Fragmentation of Payment Models
- Fintech Is Redefining the Payment Layer
- Intermediaries Face a New Payment Reality
- Regional Dynamics and the African Opportunity

- Structural Shift, Not a Technical Upgrade

Read the article here: <https://traveldistributionnews.com/beyond-cards-and-bsp-a-new-phase-in-travel-payments-is-emerging/>

How the MENA conflict is reshaping travel payments

In March 2026, [The Paypers](#) reached out to several experts to ask them a series of questions on the impact of the MENA conflict on travel payments. The resulting roundtable brings together specialists across payments, FX, and fraud and risk to examine what this means for the sector.



Click on image to read the article on The Paypers

i Vendor News

J.P. Morgan Payments launches B2B virtual card offering in Europe with Mastercard

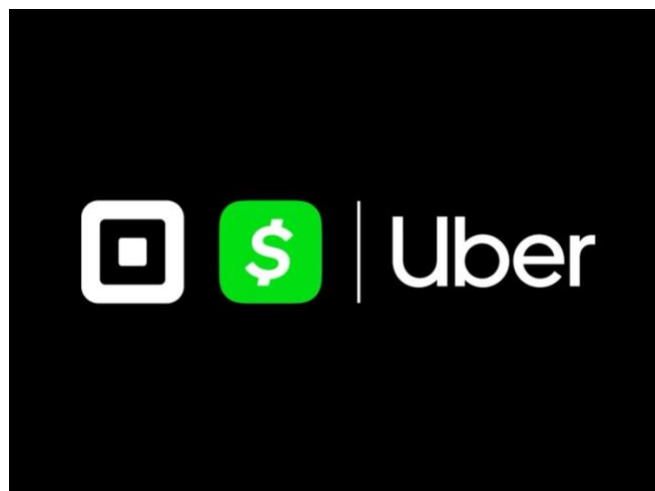
[J.P. Morgan](#) Payments has announced the expansion of its B2B virtual card offering to Europe, in collaboration with [Mastercard](#).



Click on image to read the article on The Paypers

Uber and Block Expand Global Partnership to Transform Restaurant Operations and Launch Cash App Pay

[Square](#)'s global native integration to [Uber](#) Eats and [Cash App](#) Pay launch in the U.S. unlock new opportunities for restaurants around the world and millions of American consumers.



Click on image to read the press release

Riskified and Outpayce partner on airline fraud prevention

[Riskified](#) has integrated its fraud prevention and chargeback guarantee solution into [Outpayce from Amadeus](#)'s travel payments platform.



Click on image to read the article on The Paypers

i Airline & Travel Payments 101

Taking Off: The Rise of Innovation in Airline Payments

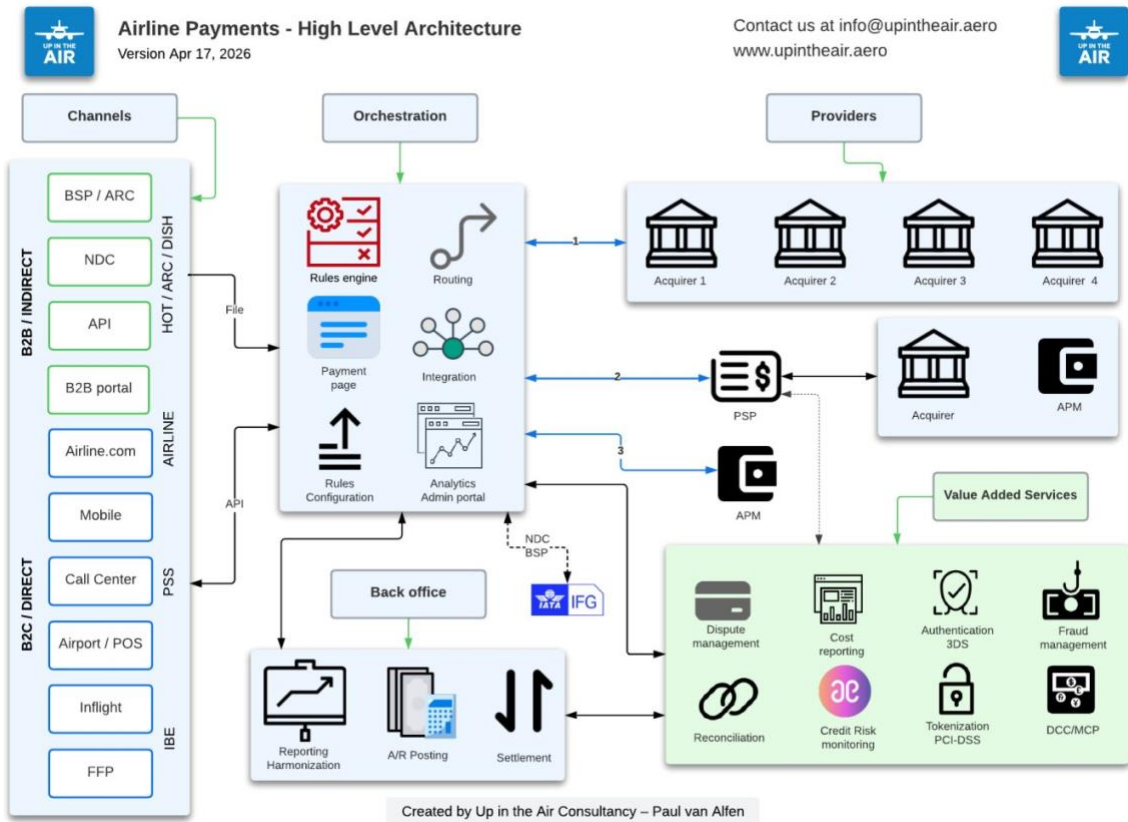
In an article by [FinTech Magazine](#), [Thomas Helldorff](#), VP for Airlines and Travel for [Worldpay](#), explains how advances in agentic commerce and alternative payment methods are forming the foundations for the next generation of innovation in airline payments.

- How has the industry evolved over your career and what do you think are the key trends driving change?
- What is something you wish more people knew about airline payments?
- How are payments transforming in the airline industry?
- What are common problems that occur in airline payments?

Read the article here: <https://fintechmagazine.com/news/taking-off-the-rise-of-innovation-in-airline-payments>

Airline Payments - High level Architecture

[Up in the Air](#) infographic on the high level payment architecture for airlines.



Poll from the Converge by [actuary.aero](#) event in Amsterdam




slido

Click on image to go to the event website

i Blogs, white papers and other content

Building seamless payments solutions for American aviation

 Watch the video for an interview with Paul van Alfen who will moderate the payments track at the [Aviation Festival Americas](#) event in June.

Questions asked include:

- What is unique about the payments landscape in the Americas? How does the aviation industry need to meet diverse customer preferences in this disparate market?
- Aviation's dependence on legacy technology is well known. When it comes to payments, what could the Americas industry learn from other sectors?
- What about combatting fraud? How can cybersecurity be embedded to airline payment strategies?
- How can the aviation industry move to creating an omni-channel payments experience?

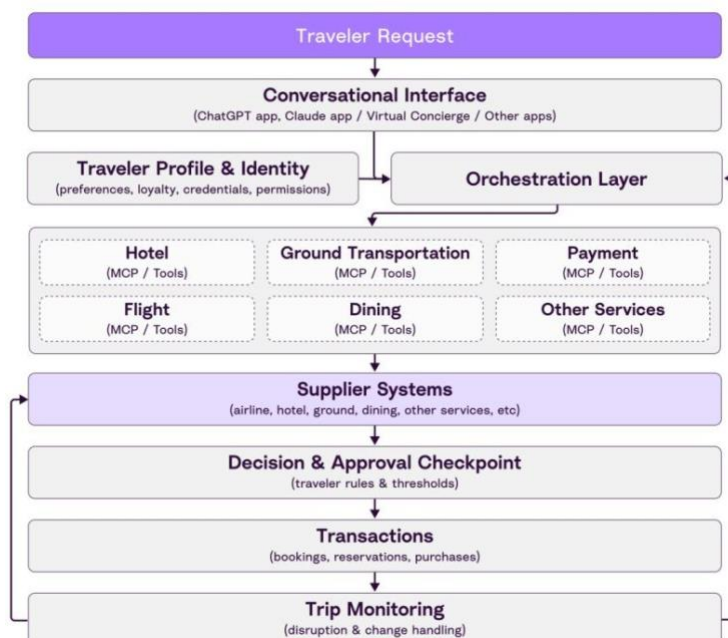


Click in image to watch the video

Understanding Agentic Commerce in Travel

An article by [Stuart Barwood](#) and team at [Mobi.AI](#)

- Where we've been, where we are, and what's coming next
- Three phases, one direction
- The stakes for travel brands
- Where Are You in the Journey
- What Enables Agentic Commerce
- What Travel Leaders Should Do Now



Click on image to read the article

Lessons from Amazon: What great retail looks like in aviation

Airline retailing is entering its execution phase. The conversation is shifting from ambition to the commercial value airlines can deliver in practice.

In Lessons from Amazon (Paper 2), [Oliver Ranson](#) uses Amazon as a reference point, not as a model to replicate, but as proof of what customers value most: relevance, convenience, and trust delivered consistently across the full journey.



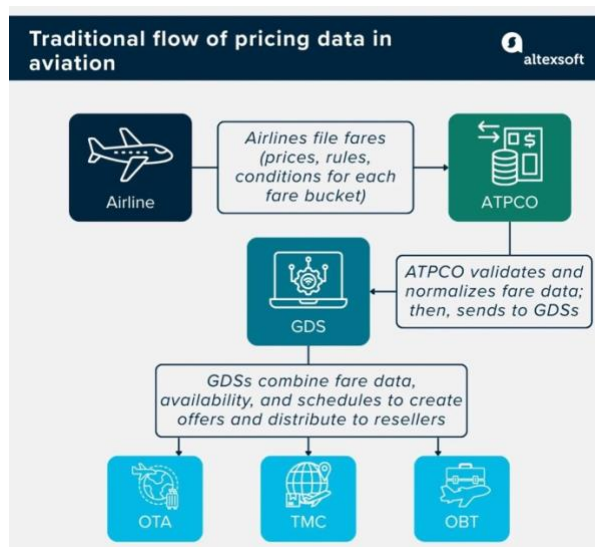
Click on image to download paper

ATPCO Explained: Understanding Airline Pricing & Fare Filing

[ATPCO](#) (Airline Tariff Publishing Company) is a central database where airlines publish their fares, rules, and pricing logic.

An explainer by [AltexSoft](#)

- What is ATPCO and its role?
- The flow of pricing data from airlines to travelers
- What airlines actually file into ATPCO: the anatomy of airfares
- ATPCO Modern Airline Retailing and Routehappy
- Looking forward: Dynamic offers and Product Catalog



Click on image to read the blog

i Upcoming and recent events

Webinar recording: From Complexity to Control: How Airlines Can Get Payment Reconciliation Right

Dive into the world of payments and learn how airlines can transform complex reconciliation into a strategic advantage.

The advertisement features a blue background with a sunset over a wing. On the left, logos for MC mnc.aero, UP IN THE AIR, Philippine Airlines, and SAS are displayed. On the right, a video camera icon is next to the text 'Watch the webinar recording now >'. Below this, the title 'From Complexity to Control: How Airlines Can Get Payment Reconciliation Right' is shown. A central diagram titled 'Get back in control of your end-to-end financial journey' illustrates a process flow: 'SOLD' leads to 'BILLED' via 'Capture Reconciliation', 'BILLED' leads to 'SETTLED' via 'Settlement Reconciliation', and 'SETTLED' leads to 'BANKED' via 'Bank Reconciliation'. Each transition is marked with a camera icon. A purple arrow at the bottom indicates 'Automated Posting to your ERP'.

Click on image to watch the recording of webinar

Aviation Festival Americas

This event features 200+ influential speakers across six conference tracks, including C-level executives from major airlines and airports like Delta, American, United, JetBlue, JFK, MIA, and ORD. Don't miss two days of interactive sessions, hands-on demonstrations, targeted networking, and advanced strategizing with key stakeholders from North and South America.

CONFIRMED SPEAKER

AVIATION FESTIVAL

Americas

3 - 4 June 2026
Miami, Florida

LEARN MORE



Paul van Alfen
Travel Payments Strategist  **UP IN THE AIR**

Click on image for the event website

i Jobs

Manager, B2B Travel Expert Sales NL

The [Mastercard](#) Wholesale Program team is looking for a Manager, B2B Travel Expert Sales AP and EEMEA to assure continued growth and strengthening of Mastercard's leadership position in the B2B travel industry.

For more information see: <https://www.linkedin.com/jobs/view/4399025173/>



TRAVEL FINTECH JOB ALERT 

Manager, B2B Travel Expert Sales



Payments Business Development Manager NL

TripLink is looking for a Payments Business Development Manager supporting European markets at **Trip.com**, who will play a critical role in business development and partnership management, building a cost-effective and reliable payment infrastructure that reduces friction, increases revenue capture and, enables global business growth for **Trip.com** Group, thus ensuring compliance with regional regulations. The scope of the role includes customer payments (B2C).

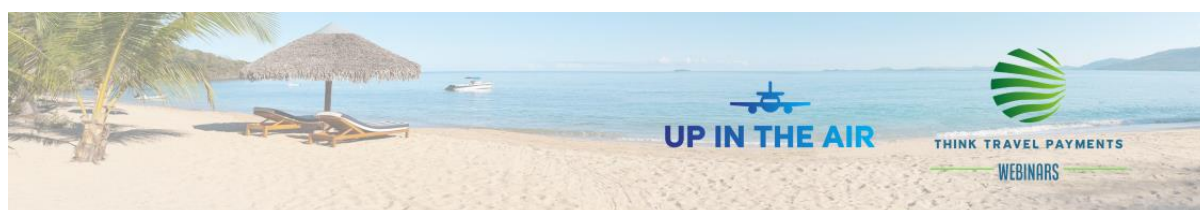
For more information see: <https://www.linkedin.com/jobs/view/4400721293/>

i Follow us for more news and information

Subscribe to this newsletter to automatically receive it!

LinkedIn:

- [Paul van Alfen](#)
- [Up in the Air | Consultancy](#)
- [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 channel: [UpintheAirPay](#)



Would you like to suggest content for this newsletter or sponsor it? Contact me at paul@upintheair.aero