



## ACP Rail's XML Booking System

ACP Rail International now offers a new way for travel industry web sites to book rail within their very own operations.

**How does it work?** High volume travel partners that wish to offer rail passes, tickets and reservations to their clients on their own web sites can integrate feeds from ACP's RailNet booking system via XML APIs.

**What's in it for me?** Booking rail can be an easy and lucrative venture. Up-selling a rail pass or ticket can complete a fantastic holiday package for your client. Commission rates are competitive and can be negotiated annually based on performance.

**Who could use this solution?** Tour operators, airlines, car rental agencies, travel agencies...

## Benefits of using ACP's XML Connectivity

There are many reasons to partner with ACP Rail:

- XML Connectivity partners get real time access to products, prices and reservation inventories. Items are placed directly into their own web site shopping basket.
- The partner can customize their web site and showcase only the products within their desired specialty.
- Set up can be done in one or in multiple currencies;
- XML Connectivity customer service is handled by ACP's help desk. Any issues that clients have will be dealt with in a timely manner with a knowledgeable rail specialist.

## Product Availability

- ACP offers a wide range of products including Rail passes and point to point tickets.
- ACP's gives access to the entire Eurail and Interrail family of products as well as point to point tickets, European high speed trains, Sleeper trains, European attractions and much more.
- In addition, ACP is the exclusive marketing and distribution company for BritRail.
- ACP has also recently expanded its product line with other exciting rail products including the e-ticketable East Japan Railway pass.
- On-Request products such as Rail Australia, China Rail, Korean Rail, Amtrak and others are available for booking. In some cases, an e-ticket or confirmation number will be sent the next business day once final confirmation is received from the railway.
- Tour operator rates and products are available if the XML partner is set up to package holidays with flights, hotels and other travel products.



## How Fulfillment Works

- Fulfillment is done via the partner's in-house operation with the help of ACP's RailNet system. Partners print on official UIC Railway ticket stock provided by ACP.
- Partners can also choose to allow ACP to do the fulfillment from one of their 4 global distribution centers in Montreal, London, China and Australia. Shipping fees will be charged back to the partner in this scenario.
- ACP will provide quick delivery to the client if this option is chosen. Shipping fees are subject to the rates charged from the nearest distribution center and the type of delivery requested.

## Commission and Payment

- XML Connectivity partners must settle with ACP in the same manner as all RailNet outlets. Monthly reports must be produced by the partner and payments (minus commissions) are due 10 days following the end of the month.
- Partners are remunerated through a volume based commission structure. Commission rates are variable depending on the product line in question but ACP works hard to ensure that a competitive and lucrative structure is established and evaluated on an annual basis.
- Partners will have access to view their sales results in real time via a custom login to ACP's reporting module.

## How do you get set up?

Getting started is easy!

**Step 1:** Contact an ACP Rail sales manager to discuss the opportunity.

**Step 2:** Sign off on ACP's Non-Disclosure agreement.

**Step 3:** Receive the XML documentation for evaluation.

**Step 4:** Fill out a contract and Outlet Information Sheet agreeing to the commission structure, product availability and currencies required. A credit application form will also be required.

**Step 5:** Partner must pay a licensing fee to ACP. This fee will include 20 hours of IT help from ACP's technology team.

**Step 6:** Work with ACP's IT team to integrate the API's into their own booking solution.

**Step 7:** ACP will send ticket stock to the partner's fulfillment office (if applicable).

## Examples of this solution in Action

<http://Premium.ACPRailnet.com>



## **Other booking solutions from ACP Rail International:**

**ACP RailNet** – This booking solution allows larger rail outlets the ability to book and ticket ACP's full range of products. They perform their own fulfillment and settle monthly with ACP minus their commissions.

**Agent.ACPRail.com** – Travel agencies can book rail on this web site, receive commission and add booking fees. Fulfillment is handled by ACP.

**White Label** – The White label solution is idea for any company that would like to offer rail but does not want to undertake the expense of integrating rail into their existing shopping basket solution. Fulfillment can be handled by the partner or by ACP and settlement is done monthly by the partner.

**AccesRail** – Many of ACP's rail partners offer e-ticketable products to IATA based travel agencies through carrier code 9B found on all major GDS solutions. Settlement is handled through the bank settlement plans established by the GDS.

**Affiliate Program** – Web sites can link to any ACP consumer web site and receive commission for referrals that result into sales.

**Call Center** – ACP offers North American agencies the ability to book our full range of products and more (hotels & attractions) without being charged any booking fees. Simply dial 1-866-938-RAIL