# Travel Agents' guide for LATAM Groups





Version 2

# Hello!

The new tool for LATAM Groups management has finally arrived.

Using this new website, you will be able to request your groups through a direct channel, available 24/7.

Besides that, you will be able to manage your inventory, release seats, modify certain aspects of your departures and also generate different real-time reports of your groups with LATAM.

Let's find out about the new tool at your disposal...



1. Let's Begin...

#### **≱** LATAM

#### **User Login**





## Welcome to our new Groups site!

When you first open the website. you will choose which site you will be working on, and enter your username and password

Forgot my Password

Login

Manual Web Series

#### **User Login**







If you forgot your password, please click here to recover it

Manual Web Series 5



#### Home screen



> Home

Stock

New Group

Reports

Show your requests and their current status.

Show your approved groups and manage them.

Make a new group request.

Download predefined reports.



> Home Stock New Group Reports Change Password	Logout
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#### Requests

Group Name	Departure Name	PNR	PNR Code	Departure Date	Flight Number	Request	Status	Remarks
Test1	Test1			01/12/2019	LA705	New Group	Pending Validate	<u>Validate</u>
test7	test7			01/11/2019	LA705	New Group	Pending Tarifier	
test6	test6			01/11/2019	LA705	New Group	Pending Tarifier	
Prueba David	Prueba David			01/12/2019	LA705	New Group	Pending Quote	
Prueba 10	Prueba 10			02/10/2019	LA705	New Group	Pending Validate	<u>Validate</u> aaaaaa
testgrupoiii	testgrupoiii			01/11/2019	LA705	New Group	Pending Validate	<u>Validate</u>
Testrenegoc	Testrenegoc	ACVNDD	3450	01/10/2019	la705	AddPax	Approved	
Testrenegoc	Testrenegoc			01/10/2019	la705	New Group	Approved	
Pr1	Pr1			01/11/2019	LA705	New Group	Approved	
Prueba 003	Prueba 003			01/11/2019	LA705	New Group	Approved	
Prueba 002	Prueba 002			01/11/2019	LA705	New Group	Refused	

Here you will see all your requests and their current status:

- Approved: Your group has been approved and kept in your stock
- Denied: Your group has been denied, either by the travel agent or LATAM
- Quote Pending: LATAM is to quote the group request

2. New Group

#### 2. New Group



<b>≱</b> LATAM	Home	Stock	> New Group	Reports	Change Password	Logout
IATA Group Name Agent Name		Agency Reserved Seats  Agent e-mail	Country of Agend		Route Type LH Trip Type RT Currency CHF	<b>v v v</b>
Outbound: Departure (	dd/mm/aaaa dd/mm/aaaa dd/mm/aaaa	Flight Flight Flight Flight	OD Destination ALBANIA  Origin ALBANIA  OD OD	Cabin ECONOMY Cabin ECONOMY	Remarks	lo.
		Departure Date	Domestic/Regional Sectors Flight Number	OD		

After clicking on New Group, please fill in all the blank fields:

- 1 IATA: Issuing IATA code of the travel agency. Don't forget to write the iata code as follow: "1234567-8"
- **2** Group Name: The name of your group must include the name of your agency plus the name of your group. It MUST NOT include the word Group, numbers or be longer than 19 characters.

Request

Examples: AgencyName + Destination, month or group name such as AGENCYPESEP or AGENCYINCA

- 3. Name, e-mail and telephone number of the travel agent
- 4 Route type (Longhaul (LH) o Domestic/Regional: Shorthaul (SH)
- 5 Trip type: (Round trip (RT) or One way (OW)
- **6 Currency:** Important to change the currency to the one that will be used for working with your group, since no modifications are possible Afterwards

Please notice that all the information should be given correctly from the beginning, as no modification is possible after the infos are given.

#### 2. New LH Group



<b>≱</b> LATAM	Home	Stock		> New Group	<u> </u>	Reports		Change	e Password			Logout
IATA		Agency			Country of Agency				R	oute Type	LH	•
Group Name		Reserved Seats	0							Trip Type	RT	•
Agent Name		Agent e-mail			Agent Phone Number					Currency	CHF	▼)
Outbound: Departure Inbound: Departure	dd/mm/aaaa dd/mm/aaaa dd/mm/aaaa	Flight Flight Flight	OD Destination Origin OD	ALBANIA ALBANIA	<b>v</b>	Cabin Cabin	ECONOMY	<b>v</b>	Remarks			
			Domestic/Re	gional Sectors								
		Departure Date	Flight I	Number		OD						
		dd/mm/aaaa										

Request

If your group is longhaul (LH) please fill in the following fields:

- Outbound flight: Departure date, flight, Origin-Destination, Cabin of the LATAM LH flight
- Inbound flight: Departure date, flight, Origin-Destination, Cabin of the LATAM LH flight
- Name: The name of your group will be copied automatically
- There is a free-text remarks box to add any relevant information (no apostrophes allowed)
- If your group includes regional or domestic sectors, those will be entered at the bottom of the page (dates, flight number and OD Origin-Destination)

If you need to request a group with feeder flights (flights operated by other companies, : DL,CA, etc) please fill the information in the feeder checkbox.

#### 2. New SH Group



<b>≱ LATAM</b>		Home	Stoc	ck	> New Group	Repor	ts CI	nange Password	Logout
IA' Group Nan Agent Nan	ne		Agency Reserved Seats Agent e-mail	STUDIOSUS REISEN		ry of Agency ALE	EMANIA	Route Type Trip Type Currency	SH         V           RT         V           CHF         V
Outbound: Depa	arture dd/mm/aaaa arture dd/mm/aaaa arture dd/mm/aaaa arture dd/mm/aaaa	Flight Flight Flight	® SA Air p.	OD Destination Origin OD Dass	ALBANIA ALBANIA NO Net Fare	Cabin Cabin	ECONOMY ▼ ECONOMY ▼	Remarks ) the fields are	
		[dd/mm/aa	Departure Date	Flight I	gional Sectors Number	OD	wil dis	npleted, more lines l automatically be played to enter re flights if cessary.	

If your group is regional or domestic (shorthaul - SH) please fill in the following fields:

- Departure date: First domestic or regional flight
- Flight Number
- OD: Origin and destination
- Please use the remarks field to give us all the information needed regarding the group (if you are flexible to change dates, range of the flights, etc).



## 2.1 New Group - Accepting Group

LATAM can accept or deny the group.

> LATAM > Home Stock New Group Reports Change Password
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#### Requests

Group Name	Departure Name	PNR	PNR Code	Departure Date	Flight Number	Request	Status	Remarks
TESTMANUALTE	TESTMANUALTE			10/10/2020	LA705	New Group	Pending Tarifier	

Once LATAM has created a PNR and has priced the itinerary, the group will remain in Validation Pending status in order for the Agency to validate it.

Please note that the fares may change between quotation and the creation of the PNR.

Group Name	Departure Name	PNR	PNR Code	Departure Date	Flight Number	Request	Status	Remarks
TESTMANUALTE	TESTMANUALTE			10/10/2020	LA705	New Group	Pending Validate	Validate

A group can be denied if there is no group capacity in the flight or if the information given by the agency are not correct.

In that case our Group Desk will inform you with the details of the Denial.



## 2.1 New Group - Accepting Group

Once your group has been accepted, its status will change to PNR Pending while LATAM generates a PNR and prices the PNR:

<b>&gt;</b> 1 ATA AA		o				
<b>PLATAM</b>	> Home	Stock	New Group	Reports	Change Password	Logout

#### Requests

Group Name	Departure Name	PNR	PNR Code	Departure Date	Flight Number	Request	Status	Remarks
TESTMANUALTE	TESTMANUALTE			10/10/2020	LA705	New Group	Pending Tarifier	

Once LATAM has created a PNR and has priced it, the group will remain in Validation Pending status in order for the Agency to validate it. Please note that the fares may change between quotation and the creation of the PNR.

Group Name	Departure Name	PNR	PNR Code	Departure Date	Flight Number	Request	Status	Remarks
TESTMANUALTE	TESTMANUALTE			10/10/2020	LA705	New Group	Pending Validate	Validate

\*\*The group fare will only be confirmed once a PNR has been created (NO Tax are included)

Once the group is accepted it goes directly to STOCK.



#### 2.1 Group Contract

Once your group has been accepted, you will receive an email from SeriesLATAM.

Dear Agency, you can now download the contract of you group TESTMXDAVID with PNR: QWQWQW

If you agree with the conditions, please upload and sign the contract in PDF format by clicking on the group on the menu CONTRACT/UPLOAD SIGNED

Latam Airlines Group Desk

You will have until the date provided on the contract to load it on the web. If this does not happen, the booking will be automatically cancelled and a new quote for the same group must be requested. Once you sign it, the Group Desk will review if everything is correct.

All the information regarding fare, farebasis, flights and conditions are included on the contract. We advise you to read it carefully before uploading it, as once it is signed, it changes to CONFIRMED Status and conditions start to apply.

3. Inventory



## 3. Inventory

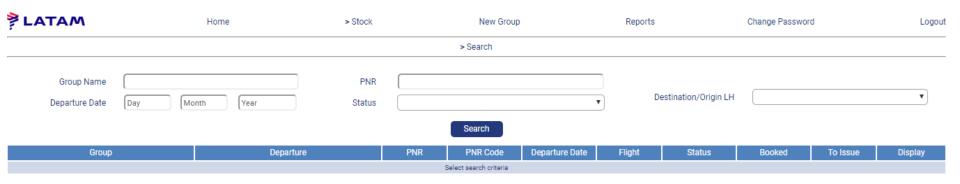


In the Inventory Management module, you will be able to:

- 1- See the complete list of your departures, along with relevant information
- 2- Release seats from your departures
- 3 Modify specific aspects of your departures
- 3 Request additional seats



#### 3.1 Searching a group



To work on your inventory, first you will have to find the group you want to work with. You can narrow your search using the following options:

- Group Name
- Status: 5 possibilities: Quoted, Confirmed, Issued, Cancelled and Quoted & Cancelled
- Departure date
- Origin/Destination of LH flight
- PNR



## 3.1 Searching a group



Once your search has been narrowed, you will see the results with the following information:

- Group Name
- Departure Name
- Status
- Departure Date
- Flight
- Booked: Booked seats
- To Issue: Seats to be issued
- PNR
- PNR Code: PNR code generated by the Groups website

## 3.2 Displaying a group



When clicking on your group, you will see all its information, plus the current amount of issued seats, penalties, status, etc.

<b>≱</b> LAT	AM	Н	ome	> Stock		New Group		Repo	rts	Char	nge Password		Logout
			> Displa	y Release Seats	Mo	dify	AddPax						
Gr	oup Name	TESTMANUALTE		Seats Booked/Issued	12/0				LATAM Agent	Alici	ia Martinez		
G	roup Code	2577		Contract	LH >= 31				Tour Code				
F	Route Type	LH		Trip Type	RT				Currency	EUR	!		
Depos	sit Number			Amount	0				To be returned	0			
	Pen	alty 0		ADM 0			Waiver	0			Pending	0	
Outbound:	Departure	10/10/2020	Flight	LA705	Destination	CHILE		Cabi	ECONOMY		Fare Basis	AA22222A	
Inbound:	Departure	25/10/2020	Flight	LA704	Origin	CHILE		Cabi	ECONOMY		Fare Basis	AA22222A	
	PNR Code	3452	PNR	ММММММ	Main PNR							South American Airp	ass
	Name	TESTMANUALTE	Status	CONFIRMADO	Validity Date			Issuance T	01/09/2020		Fare Basis SH		
	LH Fare	710	SH Fare	0	PNR Image			Remarks			Remarks in Contra	act	
	Q LH	0	Q SH	0									
	Changes LH	0	Changes SH	0			10			10			10
		Booked		Issued			To Is	ssue			Rele	ased	
		12		0			1	2				0	



## 3.2 Displaying a group



#### In the upper part you will see:

- Group Name
- Group Code: Generated by the Groups Tool
- Deposit: Deposit Number if applicable
- Route Type: If the route includes international LH flights or
  - just domestic and regional SH flights
- Booked/issued seats
- Contract: Type of group contract
- Trip Type: One Way or Round Trip
- Amount: Amount of deposit if applicable
- Inside Sales: LATAM Agent in charge of the group

- Tour Code: Required for issuance
- Currency: Currency for all amounts related to the group: Fare, Q, Penalties, etc.
- To return: Amount to return from deposit in case of penalties
- Initial Penalty/ADM/Pending: : Incurred penalties settled by Debit Memo or waiver

## 3.2 Displaying a group



Outbound:	Departure	03/03/2020	Flight	LA8071	Destination	BRASIL	Cabin	ECONOMY	Fare Basis	AAAAAAA
Inbound:	Departure	29/03/2020	Flight	LA8070	Origin	BRASIL	Cabin	ECONOMY	Fare Basis	SSSSSSSA
	PNR Code	3430	PNR	ABCDEF	Main PNR					South American Airpass
	Name	TESTMANUAL	Status	CONFIRMADO	Validity Date		Issuance TL	28/01/2020	Fare Basis SH	
LH Fare 1000		1000	SH Fare	460	PNR Image		Remarks		Remarks in Contract	
	Q LH	0	Q SH	0						
	Changes LH	0	Changes SH	0			10			
Domestic/Regional Sectors										
		Departure Date		Flight	Number	OD				
			05/03/2020 20/03/2020			GRULIM				
Booked			Issued				To Issue		Rel	eased
25			0			22		3		

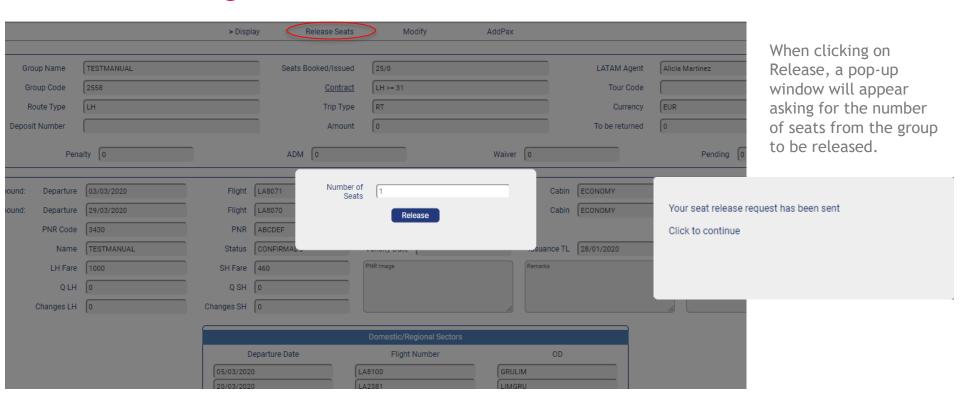
In the lower part, you will be able to see all the information of the requested flights, along with issuing TL, fare basis, Fare, Q, and status, which can be:

- Quoted: The group has been approved but the contract has not been yet signed
- Confirmed: The contract has been signed and penalty ranges start to apply
- Quoted & Cancelled: The group was approved but no contract was signed after the TL given on the contract
- Cancelled: The group has been cancelled and all seats have been released

All the information regarding domestic and regional flights along with booked seats, reduced seats and seats to issue will also be displayed.



#### 3.2 Releasing seats





#### 3.2 Releasing seats



The released seats will not be properly released until a LATAM agent works on it. If any penalties are to be applied, they will be displayed in the Initial Penalty field.



#### 3.3 Modifications

LATAM		Home	> Stock		New Group		Reports		Change Password		
		> Displa	ay Release Seats	Mod	lify	AddPax					
Group Name	TESTMANUALTE		Seats Booked/Issued	12/0				LATAM Agent	Alicia Martinez		
Group Code	2577		Contract	LH >= 31				Tour Code			
Route Type	LH		Trip Type	RT				Currency	EUR		
Deposit Number			Amount	0				To be returned	0		
Pe	enalty 0		ADM 0			Waiver	0		Pending	0	
Outbound: Departure	10/10/2020	Flight	LA705	Destination	CHILE	•	Cabin	ECONOMY	Fare Basis	AA22222A	
Inbound: Departure	25/10/2020	Flight	LA704	Origin	CHILE	•	Cabin	ECONOMY	Fare Basis	AA22222A	
PNR Code	3452	PNR	MMMMMM	Main PNR			)		□ Se	outh American Airpass	
Name	TESTMANUALTE	Status	CONFIRMADO	Validity Date			Issuance TL	01/09/2020	Fare Basis SH		
LH Fare	710	SH Fare	0	PNR Image			Remarks		Remarks in Contract		
QLH	0	Q SH	0								
Changes LH	0	Changes SH	0			h			//		
	Booked		Issued		1		To Issue		Released		
	12		0		12		2		0		
Da	te	Issued		Released			Period			Reviewed	
03/10,	/2019	0		1				>74	NO NO		

Once you click on Modify, a request will be generated, but the travel agents will not see it until a LATAM agent has approved it.

The Modification tool enables you make three different requests:

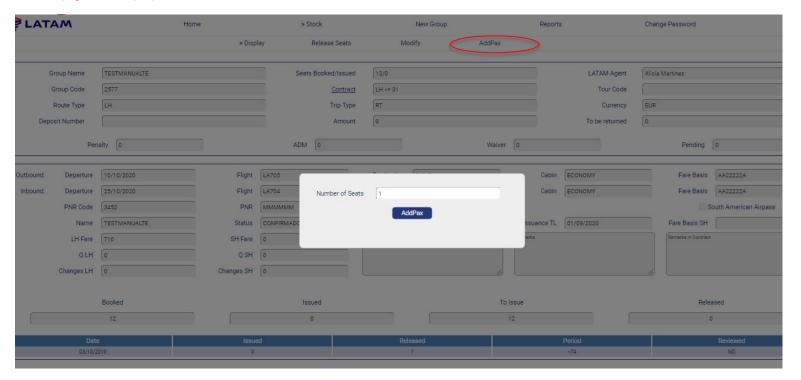
- Change of departure date
- Change of flight
- Change of destination

\*\* Inbound AND outbound flights cannot be modified, since that should be treated as a new group

Please note that any change of flight, date or destination is subject to availability.

#### 3.4 Add





When clicking on Add pax, a pop-up window will appear demanding the number of seats to add

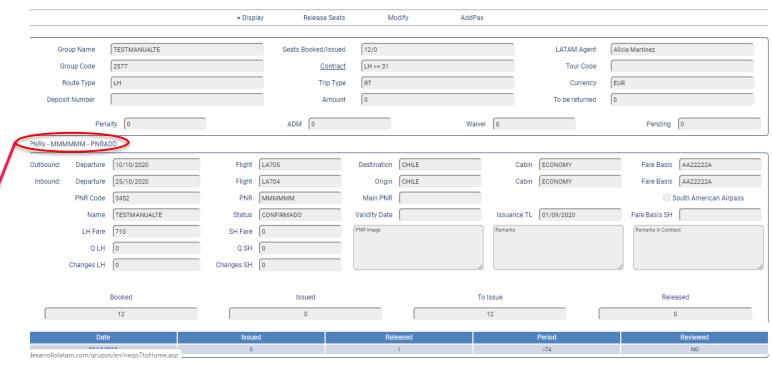
As in the rest of modifications, the requested change will not appear on the tool until a LATAM agent validates it.

Please note that any change of flight, date or destination is subject to availability.

#### Add pax window with 2 different PNRs



Once a LATAM agent has updated your request, the new PNR for the additional seats will be displayed along with additional information:



The first PNR contains information about the original group and the second PNR contains information about the additional seats.

