



Travel Agent's guide for LATAM GROUPS

**Global Sales** Support

Mayo 2022

# ¡HELLO!

We present the new version of the LATAM group management website, where through this tool, you can request your groups directly from us in an organized manner, make requests for changes, and maintain common and transparent control for this product.

Besides that, you will be able to manage your stock, such as reduce spaces, modify certain aspects of your departures or add passengers, in a reliable way for your group business with LATAM.

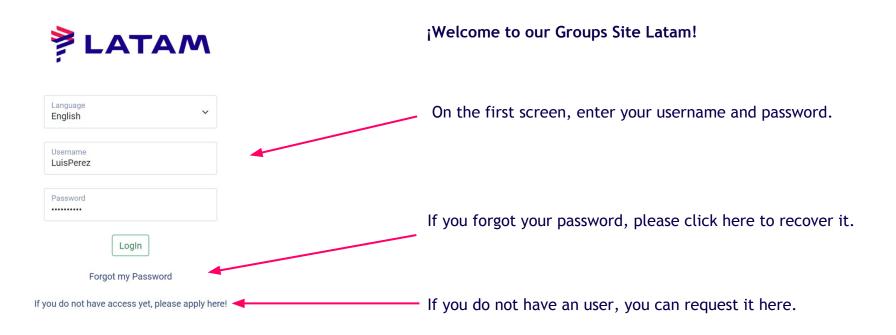
Come in and discover it!



# 1. Let's Begin...

# User Login

Access to <a href="https://www.serieslatam.com">https://www.serieslatam.com</a>



#### Password Recovery

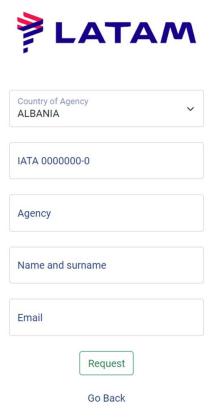




If you do not have access yet, please apply here!

The access is blocked if you enter a wrong password 5 consecutive times, so we recommend you click on "I have forgotten the password" at the bottom of the screen and enter your username if you do not remember it. You will receive a message with a new password that you can change within the groups platform itself.

## New User Request



If you do not have access, you can request it by clicking on the option "If you do not have access yet? Please apply here!" at the bottom of the screen.

Then, enter the country, IATA and name of your agency, also your name, surname and email and click "Request". You will receive your username and password in the email informed within 24 hours.

#### Home screen



Home

Requests

Stock New Group ▼

Reports

Change Password



In the top menu you will find the following options:

**Home**: Here you will have summarized the information regarding groups where status is pending contract signature (pending confirmation), groups that will shortly enter the penalty period, groups for which you should already make the reservation claim and groups with TL of nearby emission.

**Requests**: In this menu you can see all the requests made and their status (new groups, modifications, reductions, addpax...).

**Stock**: Here you can access all the groups that have been approved and manage them.

**New Group:** You can request new groups from this option.

**Reports:** From here you can download the information of your groups in Excel format.

Change Password: From this option you can change your password.

Logout: If you have already finished your management, you can exit the web by pressing this option.

#### Home





Pending confirmation
You have a total of 19 PNRs in
Inventory, 14 pending confirmation
(sign contract)

Search

Upcoming penalties
You do not have groups that are
going to penalize in less than 3 days

Claim
You can now claim in these 2 PNRs

Search

Pending issues You do not have PNRs with a nearby emission TL

- Pending Confirmation: Group PNRs where contract signing is still required for them to change to confirmed status. By clicking on the "search" button within this option you can access them directly.
- Upcoming Penalties: Groups that will enter a penalty period within two days. By clicking on the "search" button you can access them directly. This will allow you to carry out better management and avoid oversights that may incur fines.
- Claim: Clicking on the "search" button in this section will detail all the PNRs that will soon become HK status and in which you can make the claim. Remember the importance of this action so that you can have greater autonomy and receive the Schedule Changes in your queue.
- Pending issues: Clicking on the "search" button, all the PNRs whose emission TL is close, in the next two days, will be detailed.

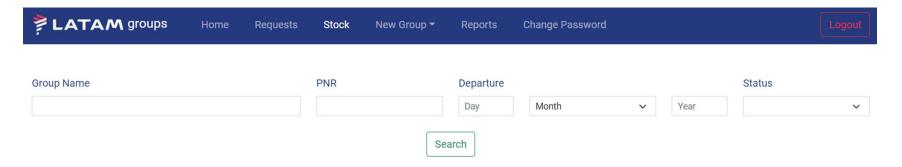
## Requests

In this section of the website you can view all your requests and their status (new groups requests, modifications, additional seats, reductions and contract approvals).

- Approved: The new group or the request made has been approved by LATAM. Clicking on the word "Approved" will take you directly to the stock where you can view all the group's information.
- Refused: The request has been refused by LATAM, in the comments field you can review the reason.
- Pending: Your request is pending review by LATAM.

LATAM groups	Ног	ne <b>Req</b> ı	uests St	ock	New Group ▼	Reports	Change Password	Logout
Group Name	PNR	PNR Code	Departure	Flight	Request	Status	Remarks	
EJEMPLOISA			09/08/2022	LA706	New Group	Pending		
TESTTRAININGII			15/07/2022	LA3532	New Group	Pending		
TESTTRAINING			01/11/2022	LA8190	New Group	Pending		
TESTDAVIDQQ		46616	10/07/2022	LA702	New Group	Approved	grupo aceptado	
TESTDAVIDQ			07/07/2022	LA2376	New Group	Approved		
prueba			05/05/2022	LA3328	New Group	Refused	TEST	
GRPTESTEUROIX			11/11/2022	LA3310	New Group	Refused	TEST	
GRPTESTEUROVIII			05/10/2022	LA8065	New Group	Refused	TEST	
GRPETSTEUROVI			05/10/2022	LA8195	New Group	Refused	TEST	
GRPTESTEUROV			10/10/2022	LA8181	New Group	Refused	TEST	
GRPTESTEUROIV			12/10/2022	LA2464	New Group	Refused	TEST	
GRPTESTEUROIII			06/10/2022	LA404	New Group	Refused	TEST	
GRPTESTEUROII			05/10/2022	LA2485	New Group	Refused	TEST	
GRPTESEUROI			10/10/2022	LA3781	New Group	Refused	TEST	
<u>GRPTESEURO</u>			07/11/2022	LA8071	New Group	Refused	TEST	
TESTGRUPOA	AAAAA	46312	25/06/2022	LA8190	AddPax	<u>Approved</u>		
TESTGRUPOA	AAAAA	46312	25/06/2022	LA8190	Release Seats	Approved		
TESTGRUPOA	AAAAA	46312	25/06/2022	LA8190	Release Seats	Refused		
TESTCHILEDOM			14/07/2022	LA3338	New Group	Approved		

#### Stock



In the stock management module you can access all the groups you have with LATAM. To do this you will have the possibility to search by name, by PNR, by date (day, month or year) and also by the status of the group. Remember that requests are not shown in stock, just groups that LATAM approved and that can be found in the following states:

- Quoted: Your group request has been approved by LATAM, so it goes into the stock and awaits the signature of the contract whereby the conditions are accepted.
- Quoted canceled: Groups in which the contract was not signed, so they were canceled after the expiration of the TL.
- Confirmed: Groups that have a signed contract.
- Canceled: Groups that you have canceled in full.
- Issued: Groups issued once the deadline established by LATAM has arrived.

## Reports



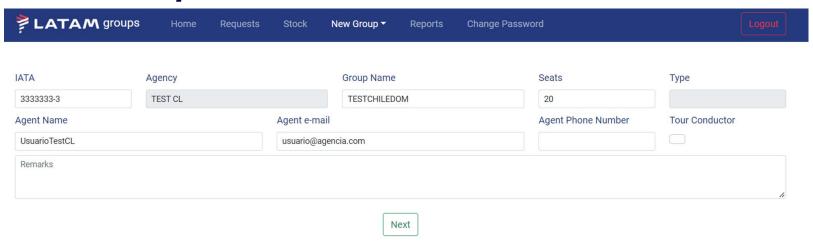
In the reports section you can download files with valuable information for your group management and you will also find the user manual to download.

- Data table: Here you will find all the relevant information about your groups.
- Penalties: Groups in which a reduction or cancellation after the deadline has caused penalties that will be charged by the established procedure.



# 1. New Group

#### **New Group**



When typing your IATA, your agency name, your name and your e-mail will be completed <u>(it is important to add the IATA with a hyphen and verification digit)</u>. Phone number is an optional field.

The mandatory fields are the name of the group and the number of seats. The name of the group must not include numbers or the word "group", and it cannot exceed 21 characters. Example (TOURISM + Destination, month or corporate client name, such as: VACACIONALCUNII or CORPINCENTIVXXX).

In the observations field you can enter information relevant to your request.

TC: Tour Conductor it is activated only for domestic routes in the markets that have this type of route and you must mark it if you require it. If it is not selected, the quote will NOT include it.

To continue, click "Next".

# New Group (flight requests)

#### Add new flights

Departure Date
14/07/2022

Route (airports) GRUIGU

Search

You must add the flights in which you want to request your group, entering the departure date and the route. In the route you must type the origin destination of the flight according to the pair of cities according to the airport (origin destinations such as BUE, RIO, NYC will not be accepted). Then click "Search".

Flight Number	Departure Time	Arrival Time	Choose
LA3336	06:15:00	07:55:00	0
LA3338	16:20:00	18:00:00	0
LA3340	21:40:00	23:20:00	0

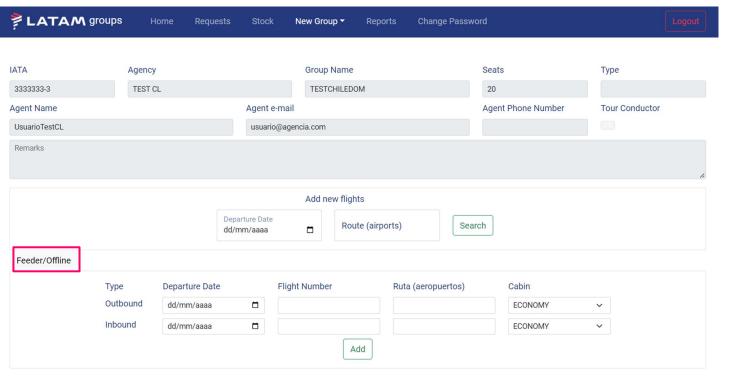
The flights in which your group could be confirmed will be displayed, select the one of your preference and click on "add".

Add

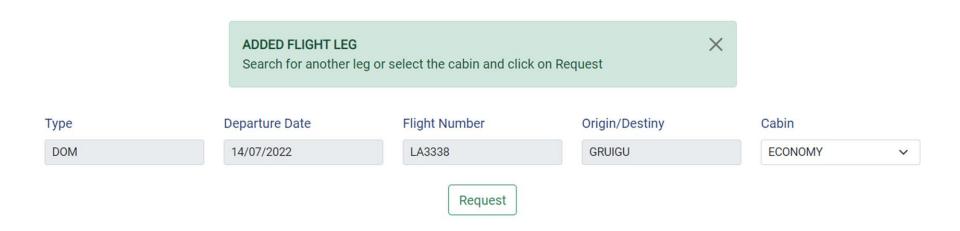
Add

## New Group (offline flight request)

If your group's request is associated with flights from other airlines (feeders, contributions, offline flights) you will need to click at the bottom of the screen where it says FEEDER/OFFLINE. The entry of these flights must be in accordance with the numbering of the other company. Codeshare flights do not accepted in group reservation.



## New Group (Flight request)



A message will appear indicating that the flight leg has been added, you can select the cabin, add another flight leg according to the same process (add new flight leg) and once your request is ready, click on "request". In this way, the group is ordered and sent to LATAM for evaluation.

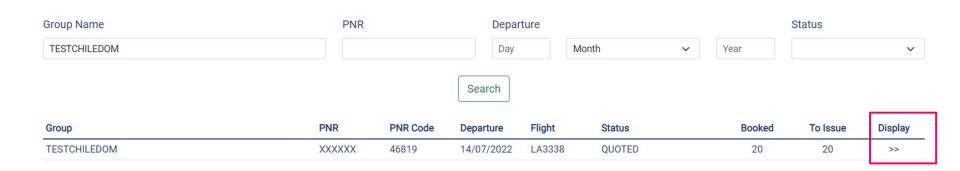
## New Group (request completed)



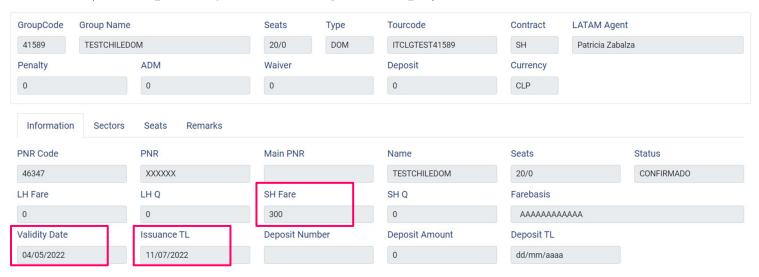
Once the request is made, it will remain in the request module in pending status. From this same view, by clicking on the name of the group you will be able to review your order. When the LATAM analyst has an approval response for the group, you will be able to see the change in status and you will receive a notice in your email indicating that it is already possible download your document with the summary of the conditions for review. If the group is refused you will receive an email with the reason for it.

# Stock (Display the group)

To review the accepted rate, you must search for the group in the "stock" Menu by any of the available fields. If you find a matching result, to see the detail you must click on the icon under the "Display" column. Likewise, from the requests menu, clicking on approved will go directly to the group.



# Stock (Display the group)



- Here you will find the fields related to the **Approved Fare** (LH or SH depending on the business, if it is International or Domestic/Regional). LATAM only delivers the Net Fare to be guaranteed and it is the responsibility of each agency to calculate the taxes in their GDS if they are needed.
- Validity Date: It is the maximum date that is given to the agents to upload the approval of the conditions in PDF format.
- Issuance TL: It is the time limit that the agency has to issue the group.

#### **Contract**

Download Latam contract of the group TESTDAVIDUS on PNR: AAAAAA

If you agree with the conditions, please upload the signed document in PDF format, by accessing the group through the inv sign. Once it is signed, please 'Upload signed contract' and send it.

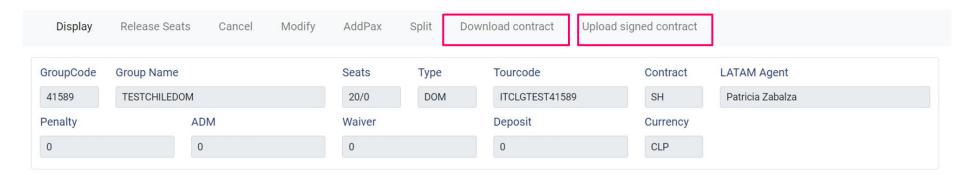
Yours sincerely, Latam Airlines Groups department.

Please, do not reply to this email

When your group is approved by LATAM you will receive this email.

To review the conditions you must access the web, search for the group in "stock" and go to "download the contract".

Download the contract, review the conditions and if you are agree, sign it and click on "upload signed contract". LATAM will verify that it has been uploaded correctly and your group will change to confirmed status.





# 2. Management of the group in stock

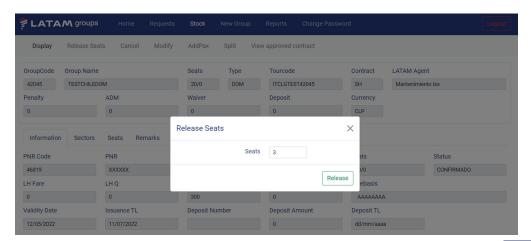
#### Stock

Once you have the group confirmed, the requirements you need to make related to it, you can do it through the Web generating requests that will be accepted or rejected by a Group Analyst.

#### You can:

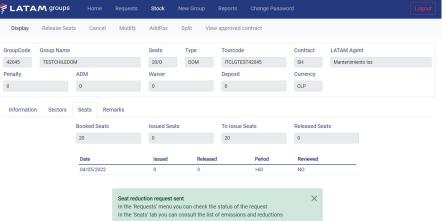
- See your group to review the TLs, approved Net Fares, PNR, farebasis, etc.
- Request reductions;
- Request total cancellation;
- Modify to be able to enter requests for protective flights in case of having affected flights;
- Request additional passengers;
- Request splits.

#### **Stock: Reduction**

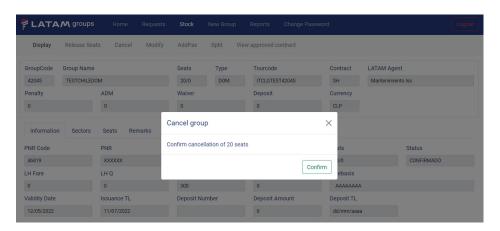


By clicking on "Release Seats" you must indicate the number of seats to cancel. This request will generate a pending that you can view in the requests section and that will be evaluated by LATAM.

If your request is accepted, you will be able to check if any penalty was generated given the group conditions. At the end of all the group information you will find a summary of the active seats number, as well as the history of requests and their dates.

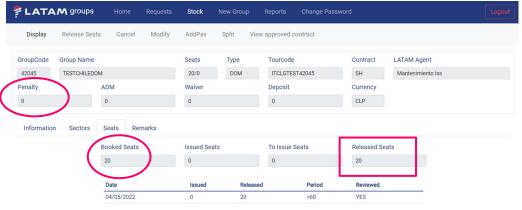


#### Stock: Cancel



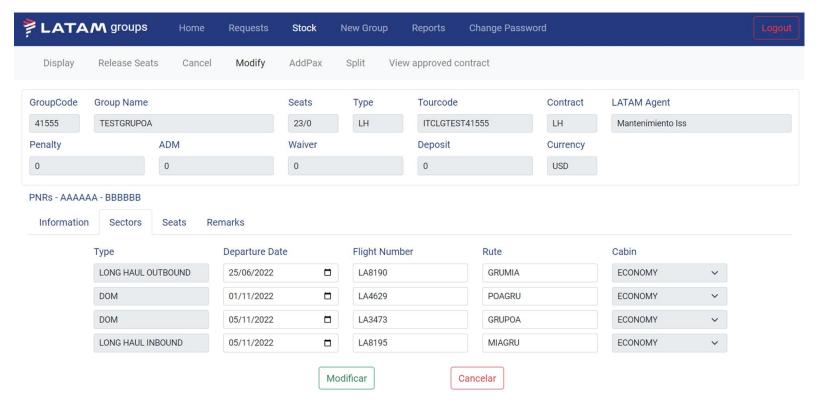
If you press "Cancel group", you are requesting that the group analyst perform the total cancellation of the group.

If your request is accepted, you will be able to check if any penalty was generated given the group conditions and how much will be the amount to be penalized if it is carried out in the corresponding period. In the "Seats" tab you will find a summary of the seats canceled and issued.

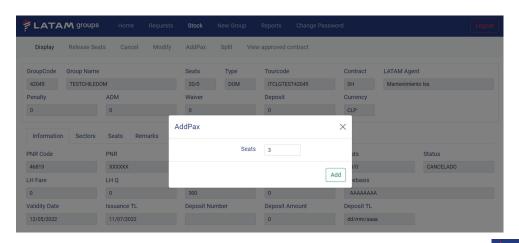


## Stock: Modification

You can request the modification of dates, flight numbers or routes of the sections according to the conditions of the group. This request will generate a pending that you can view in the requests menu and will be evaluated by LATAM.

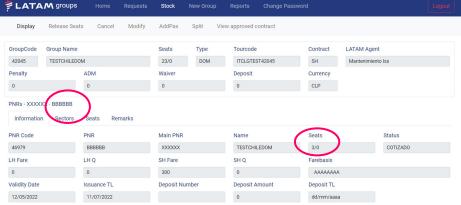


#### Stock: AddPax



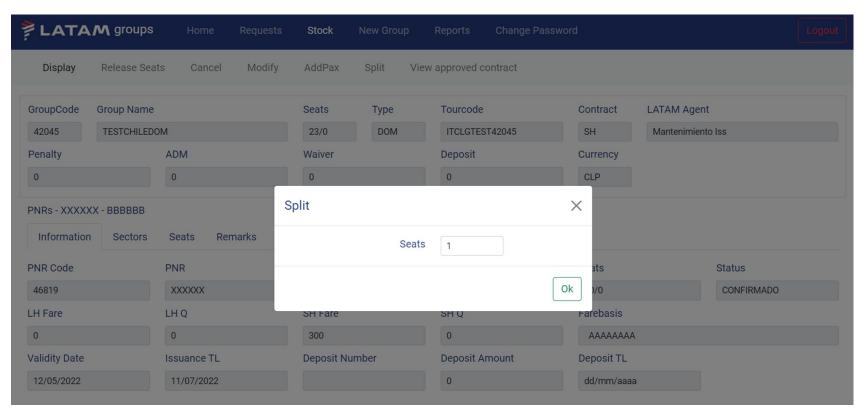
If you press "AddPax" you are requesting that the group analyst evaluate the possibility of adding passengers (max 9).

If your request was accepted, you will see the seats added in a new PNR



# Stock: Split

You can request to separate seats to another PNR by clicking on the "split" option





For any questions about regular or contingency procedures, group conditions and contact channels with the LATAM groups team, visit the support portal for LATAM TRADE agencies corresponding to your country.

# ¡Thank you!