

Forthcoming Events

Revenue management, pricing and revenue integrity future industry events 2008

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Eye For Travel Travel Distribution Summit Asia 2008 **Suntec Convention Centre, Singapore, 18th–19th March, 2008**

See <http://www.eyefortravel.com/tdsasia/revenue-management.asp>

3 great conferences, one convenient location!

- Distribution Marketing and Sales
- Revenue Management
- CRM and Customer Loyalty

The Revenue Management and Pricing in Travel conference is one of the three conferences that make up the 2008 summit.

Revenue Management sits at the core of your company's profitability. A revenue manager's ability to increase profit from an already-functioning distribution system is a vital asset that is effectively a profit multiplier. This conference follows on from our highly successful Revenue Management and Pricing in Travel 2007 conference, which attracted over 100 Revenue Managers to Bangkok last January.

After several months of in-depth research, we have produced an agenda that reflects what Asia-Pacific revenue managers consider to be the important topics of 2008.

You will I am sure agree that the issues of 'Human Capital' must be dealt with by Revenue Managers with increasing frequency — you will be able to get expert advice about how to source, train and retain the best RM talent.

Best Rate Guarantee is perhaps the burning topic of the moment and this forum will be an excellent place to hear from the different protagonists. You will be able to listen to the different points of view and most importantly consider what the outcome of this apparently impossible problem might be.

Other topics include:

- Integrating Sales and Marketing with your Revenue Management
- Forecasting through the economic boom
- Pricing Strategy, Price Sensitivity and How to Successfully Leverage your Brand

CASMA-Computerized Airline Sales & Marketing Association

Intercontinental Playa Bonita Resort in Panama City, Panama from 7–9 April.

See <http://www.casma.org/>

14th Annual PROS Summit Houston 20th–23rd April, 2008

Hilton Americas

<http://www.prospricing.com/news-events/index.html>

The Annual PROS Summit is an event focused on helping executives of Fortune 1000 companies increase profits by learning about best practices for pricing strategies and processes. The lectures and networking sessions will establish a common understanding of how a

company is performing compared to best-in-class organisations and how to improve pricing and revenue management effectiveness.

Benefits of attending:

- Learn what other companies have done to successfully address key pricing and revenue management challenges, similar to yours
- Develop a roadmap for achieving pricing and revenue management excellence in your own organisation
- Understand how different technologies can improve pricing and revenue management performance
- Discover proven methods for eliminating pricing profit leaks
- Discuss best-practice case studies for improving pricing and revenue management capabilities
- Learn how to build pricing excellence inside your sales force
- Network with industry leaders and practitioners

Summit Registration Fees:

- \$797 — Early, Early bird pricing (Now through 30 November)
- \$897 — Early Bird pricing (1 December–31 January)
- \$997 — Regular registration pricing (1 February 1 — Summit)
- \$350 — Daily rate

AGIFORS RM & Distributions Study Group Conference

Tahiti, 5th–9th May, 2008

Details to be advised

http://www.agifors.org/study_home.jsp

All topics in the area of reservations and yield management systems activities are covered by this Study Group of AGIFORS. These include revenue optimisation, overbooking management, demand forecasting, distribution channel issues and some marketing issues. Recent topics of presentations include O&D forecasting,

O&D control, migration from leg-based to O&D-based systems, O&D abuse, forecast untruncation and integrating revenue management and scheduling systems.

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ARIG — Airline Revenue Integrity Group Meeting

Amsterdam, 11th and 12th June, 2008

Renaissance Hotel, Amsterdam

The only independent dedicated Revenue Integrity conference.

Free to airline employees thanks to the sponsorship supplied by the World's leading suppliers of Revenue Integrity and Revenue Recovery solution providers.

Program to be announced.

See website at: www.arigroup.org

or contact Paul Rose at paulrose.rmltd@btopenworld.com for further details on how to join ARIG for free and details of the annual event.

8th Annual INFORMS Revenue Management and Pricing Section Conference, Montreal 2008

18th–20th June, 2008, Montreal

Location: University of Montreal; Conference Web: <http://w1.cirrelt.umontreal.ca/informs-rmp2008/>

The 8th Annual INFORMS Revenue Management and Pricing Section Conference will be held on the campus of the University of Montreal. The event, which builds on the great

success of the previous editions, is an essential forum for both practitioners and academics who want to keep on top of the latest scientific developments in the field.

The programme will follow the format of previous revenue management conferences in order to allow discussions during and after the presentations and encourage an active participation.

The conference, co-sponsored by the Revenue Management and Pricing Section of INFORMS, HEC-Montréal, École Polytechnique-Montréal, GERAD and CIRRELT, will be held on the campus of the University of Montreal. Complementary breakfasts, lunches and coffee breaks will be available for the duration of the conference.

Please visit us at <http://w1.cirrelt.umontreal.ca/informs-rmp2008/> for more details. We look forward to your participation.

- Organisers: Patrice MARCOTTE (Université de Montréal) and Gilles SAVARD (Polytechnique Montréal)
- Information: RMP2008@CIRRELT.ca

- Scientific Committee: Christopher Anderson, Luce Brotcorne, Guillermo Gallego, Soulaymane Kachani, Yuri Levin, Costis Maglaras, Jeff McGill, Jean-François Pagé, Georgia Perakis, Ioana Popescu, Mariane Riss, Garrett van Ryzin, Gustavo Vulcano

Eye for Travel — Airline Revenue Management & Pricing Conference
18th and 19th June, 2008, Cancun

Details to follow shortly

IATA Commercial Strategy Symposium
December 01–December 04, 2008
Featuring Airline Revenue Management & Pricing

JW Marriott , Las Vegas, Nevada, USA

See <http://www.iata.org/events/css2008/index.htm>

Details to follow.