

Hahnair selects RateGain to power pricing for over 350+ airlines globally

Noida, 16th July 2024: RateGain Travel Technologies Limited (RateGain), a global provider of SaaS solutions for travel and hospitality, today announced a partnership between its airline pricing solution, AirGain, and Hahnair, a renowned German airline known for its comprehensive ticketing solutions and distribution services. This collaboration is set to power Hahnair's airline distribution landscape by integrating AirGain's cutting-edge pricing intelligence technology with 100 Hahnair partners using the products H1-Air and X1-Air.

Hahnair, with 25 years of experience in the commercial aviation industry, offers indirect distribution services to over 350 partner airlines, enabling access to more than 100,000 travel agencies across 190 markets worldwide.

By leveraging AirGain's innovative technology, Hahnair aims to optimize revenue streams. AirGain's solution provides Hahnair with the ability to monitor dynamic pricing trends, set up customized alerts, and receive detailed reports, thereby facilitating informed decision-making and strategic positioning in the competitive aviation market.

This alliance underscores AirGain's and Hahnair's commitment to innovation and excellence within the airline industry. By combining Hahnair's distribution prowess with AirGain's technological capabilities, Hahnair's H1-Air and X1-Air partner airlines benefit from optimized revenue as well as, preferred access to corporate travel agencies, online travel agencies, and consolidators worldwide.

Alexander Proschka, Executive Vice President Commercial at Hahnair, expressed enthusiasm for the partnership, stating, "Collaborating with AirGain enables us to harness the power of real-time, data-driven insights to enhance our service delivery. This partnership is not merely an upgrade; it's about pioneering new standards in the airline distribution ecosystem."

Vinay Varma, Senior Vice President and General Manager at AirGain, echoed this sentiment, "Our partnership with Hahnair marks a significant milestone in the evolution of airline distribution. By combining our advanced pricing intelligence with Hahnair's extensive network, we are setting a new benchmark for innovation and efficiency in the aviation sector. We look forward to the dynamic advancements and opportunities this partnership will bring to the forefront of airline operations."

AirGain is a global leader in providing SaaS solutions and real-time pricing intelligence for the travel and hospitality sectors. Its advanced technology empowers airlines, hotels, and other travel entities with actionable insights and market intelligence, enabling them to stay ahead of industry trends and optimize their business strategies. For more information, visit www.airgain.ai.

About Hahnair

Hahnair is the leading provider of indirect distribution services to airlines and ticketing services for travel agents. The company partners with more than 350 airlines and over 100,000 travel agencies in 190 countries. Partner airlines benefit from incremental revenue and an expanded market presence. For more details, visit www.hahnair.com.

About RateGain

RateGain Travel Technologies Limited is a global provider of AI-powered SaaS solutions for travel and hospitality that works with 3,200+ customers and 700+ partners in 100+ countries helping them accelerate revenue generation through acquisition, retention, and wallet share expansion.

RateGain today is one of the world's largest processors of electronic transactions, price points, and travel intent data helping revenue management, distribution and marketing teams across hotels, airlines, meta-search companies, package providers, car rentals, travel management companies, cruises and ferries drive better outcomes for their business. Founded in 2004 and headquartered in India, today RateGain works with 26 of the Top 30 Hotel Chains, 25 of the Top 30 Online Travel Agents, 4 of the Top 5 Airlines, and all the top car rentals, including 16 Global Fortune 500 companies in unlocking new revenue every day.

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