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GBTA Unveils New Airline RFP

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At GBTA's annual Convention this July, the Aviation Committee unveiled a new Airline Request for Proposal (RFP). GBTA is excited to announce that it is making this new RFP toolkit available free of charge to all in the industry.

This new Airline RFP is a complete revamp of an eight-year-old document and will ease the complexity of the resource intensive RFP process. For years, the RFP process has been frustrating for buyers, suppliers, and consultants due to a lack of standardization, so it was a primary goal of the committee to develop a resource that could become an industry standard and could also be flexible and adaptable to the constantly evolving aviation industry.

The EMEA and North American Aviation Committees joined forces to make this a truly global effort, streamlining the process and design of an RFP template that will guide all stakeholders across the globe including buyers, airlines and consultants in launching and responding to an airline RFP. The group designed a suite of easy-to-use documents that reflect the shifting industry trends and the evolution of ancillary services, fuel surcharges and distribution fees, among others. This resource is valid and scalable for all regions and RFP scopes, and will result in a faster sourcing turnaround time and a common language between stakeholders.

"Far too often, buyers and suppliers spend countless hours editing proposals to fit their needs," said Jörg Martin chair of the GBTA EMEA Aviation Committee. "The numerous existing versions of RFPs have led to inconsistency and inefficiency. We believe this suite of documents will ease this complicated task by setting an easy to work with common standard across the industry."

"It was incredibly important for us to create a standard document that could drive consistency in the RFP process across the industry and across the globe," said Kim Kaye, chair of the GBTA North American Aviation Committee. "The Aviation Committees were proud to team up on this important project to create a suite of documents that not only ease the resource intensive RFP process of today, but are flexible enough to continue being a solution as the industry evolves in the future."

Designed to become the new industry standard for travel professionals, simplifying and easing the RFP process, you can download the new Airline RFP toolkit here (<http://www3.gbta.org/l/5572/2016-11-23/4xjg4z>).