



NOTA OPERATIVA: ACCORDO BRITISH AIRWAYS

Poltrona Frau Group

Gentile collega,
l'Ufficio Viaggi Interno è lieto di comunicarti che è da poco stato siglato un

ACCORDO BRITISH AIRWAYS (ONE WORLD Alliance)

Le aziende del Gruppo Poltrona Frau potranno usufruire di un CORPORATE RATE negoziato con **BRITISH AIRWAYS** per la biglietteria in emissione con CWT.

Per maggiori informazioni puoi consultare il documento qui di seguito.
Attenzione! **BRITISH AIRWAYS** ha scelto di produrre materiale promozionale solo in lingua inglese.

[Tempo di lettura: 10 minuti]

Preparati a volare con **BRITISH AIRWAYS** !

Travel Office
Poltrona Frau Group

PFG VIAGGIARE INFORMATI!

PFG TRAVEL: prendi visione di tutte le NOTE OPERATIVE TRAVEL su INTRANET AZIENDALE POLTRONA FRAU GROUP sezione TRAVEL

PFG TRAVEL POLICY: prendi visione nella INTRANET AZIENDALE POLTRONA FRAU GROUP

PFG TRAVEL ACADEMY: segui gli aggiornamenti dei servizi viaggio nella INTRANET AZIENDALE POLTRONA FRAU GROUP

CWT RISPONDE: scrivi alla email dedicata PFG poltronafrau.it@contactcwt.com – Call Centre dedicato PFG t. +39 011 19523232

CWT PORTAL: completa il tuo profilo di viaggio con TUTTI i tuoi DATI nella sezione CWT PORTRAIT. Richiedi le credenziali di accesso a <https://sso.carlsonwagonlit.com/login.do>

CWT APP TO GO: scarica l'APP di viaggio per ricevere dettagli trasferta e informazioni in tempo reale (itinerari di viaggio, flight alert, mobile check-in, ecc.)

CWT B2G: richiedi assistenza per problemi portale CWT BOOK TO GO a onlinesupport.it@contactcwt.com oppure allo 06 82074894



Corporate Agreement for Poltrona Frau





British Airways venne fondata nel 1971 dalla fusione delle due principali compagnie aeree britanniche del tempo BOAC e British European Airways più altre due piccole compagnie aeree regionali.



Oneworld



BRITISH AIRWAYS



British Airways è uno dei membri fondatori dell'alleanza globale insieme a:

American Airlines



American Airlines

CATHAY PACIFIC



Cathay Pacific

QANTAS



Qantas



L'alleanza **OneWorld** è attualmente la più piccola delle tre esistenti, dopo **Star Alliance** e **SkyTeam**.

Il gruppo proprietario di British Airways, l'International Airlines Group, è quotato alla London Stock Exchange e al FTSE 100 Index.



Nel 2009 la compagnia dimostra interesse di fondersi con la spagnola

IBERIA



Iberia

Dal 2010 esiste anche una cooperazione per i voli transatlantici con gli Stati Uniti con

American Airlines



American Airlines

British Airways fu la compagnia aerea ufficiale dei Giochi della XXX Olimpiade svoltisi a Londra nell'estate 2012.








One World Alliance

Airline	Key facts
	Network: 72 cities, 23 countries Main hubs: Moscow
	Network: 58 cities, 37 countries Main hub: Amman
	Network: 54 cities, 27 countries Main hub: Kuala Lumpur
	Network: 70 cities, 29 countries Main hubs: Hong Kong
	Network: 88 cities, 18 countries Main hubs: Nagoya Osaka
	Network: 75 cities, 17 countries Main hub: Sydney
	Network: 150 cities, 40 countries Main hub: Doha
	Network: 103 cities, 48 countries Main hub: Colombo





One World Alliance

Airline	Key facts
 American Airlines	<p>Network: 267 cities, 40 countries</p> <p>Main hubs: Dallas/Fort Worth Chicago O'Hare Miami Los Angeles New York</p>
 BRITISH AIRWAYS	<p>Network: 168 cities, 76 countries</p> <p>Main hub: London Heathrow</p>
 IBERIA	<p>Network: 124 cities, 43 countries</p> <p>Main hub: Madrid</p>
 LAN	<p>Network: 71 cities, 20 countries</p> <p>Main hubs: Santiago Buenos Aires Lima Quito Guayaquil Bogota</p>
 FINNAIR	<p>Network: 63 cities, 32 countries</p> <p>Main hub: Helsinki</p>





One World Alliance

The world's leading global airline alliance

- 12 of the world's best airlines, with more lined up to join soon
- Aiming to be the first choice alliance for frequent international travelers
- Global network connecting the world's business centers
- Commitment to highest standards of safety and quality
- Relevant and competitive product offerings across all areas
- Consistent winner of major industry awards





Welcome to your new Corporate Agreement

1 ACROSSTHE WORLD

Your contract offers discounts from any of our airports in Europe to our destinations across the world – in all of our cabins

2 FLY WHEN YOU NEED TO

The combined networks of American Airlines, British Airways, Finnair and Iberia offer you fantastic products to match your business travel needs – all coming with a discount

3 HELP ALONG THE WAY

We'll help ensure you get the best value out of your contract - providing experienced support and advice along the way

4 ONETARGET

All we ask is for your commitment to one simple annual goal. Your contract is valid for 2 years based on achieving your target

5 START SAVING

We'll get you saving money on your travels – usually within a week of signing your contract

6 SPECIAL OFFERS

As part of your contract we'll also be giving you even more savings by deepening your discounts through our special offers





Your network discounts

We're delighted to provide you with discounts across our joint networks. We know that whilst some of your travel destinations are predictable, your travel patterns can change and you'll need to fly to a new destination.

We've put all of our routes into two groups, which offer different discount levels. We call these two groups 'Core' and 'Focus'.*

Core

Discounts on routes where our products and service offer unique value to your business - in time savings, service standard or convenience

Focus

Routes where we'll offer you deeper discounts to secure more of your custom

*Routes will be reviewed each 6 months and in exceptional circumstances a route may change between Core and Focus. You will be advised should this happen.



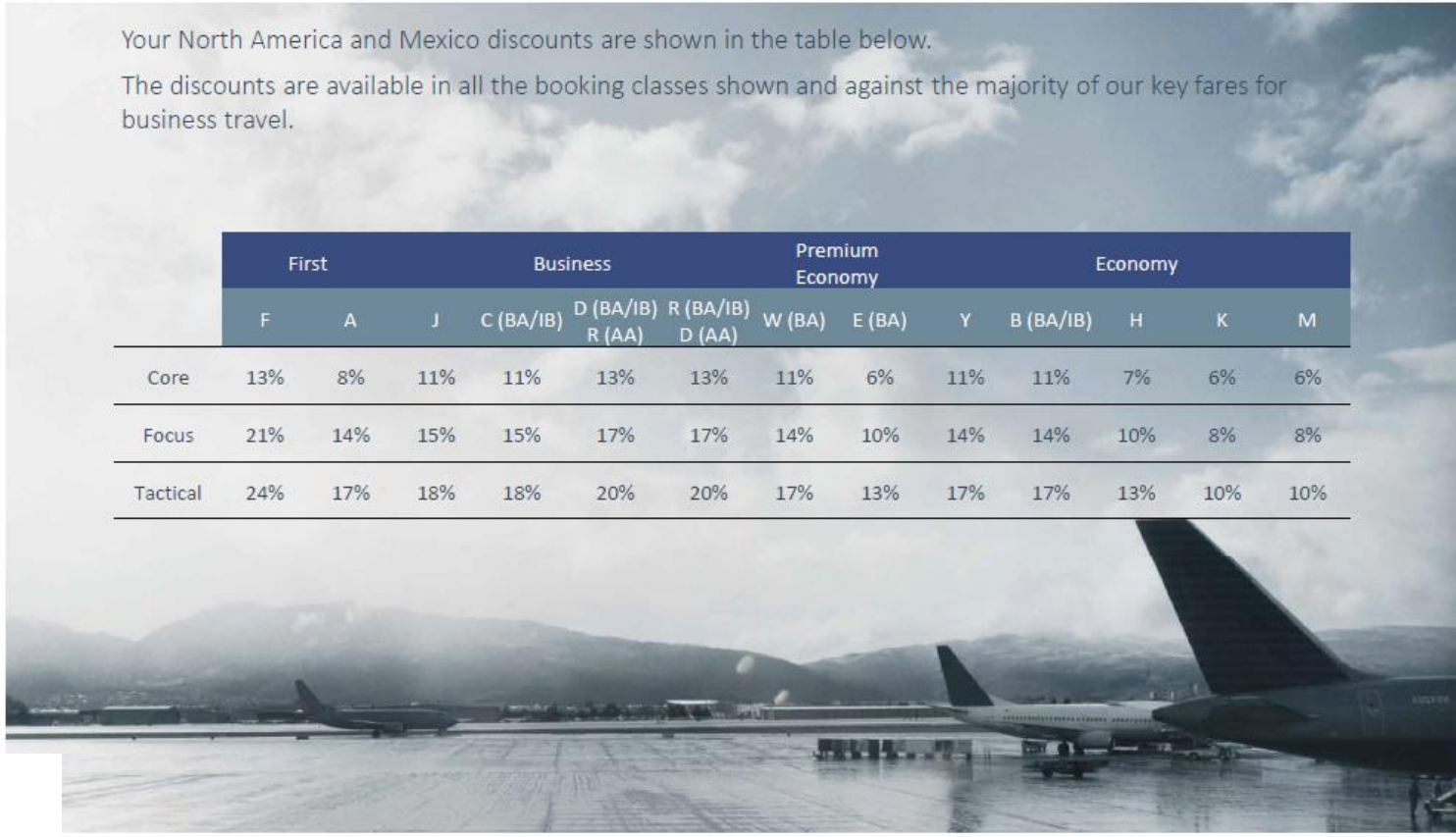


Discounts to North America and Mexico

Your North America and Mexico discounts are shown in the table below.

The discounts are available in all the booking classes shown and against the majority of our key fares for business travel.

	First			Business			Premium Economy		Economy				
	F	A	J	C (BA/IB)	D (BA/IB) R (AA)	R (BA/IB) D (AA)	W (BA)	E (BA)	Y	B (BA/IB)	H	K	M
Core	13%	8%	11%	11%	13%	13%	11%	6%	11%	11%	7%	6%	6%
Focus	21%	14%	15%	15%	17%	17%	14%	10%	14%	14%	10%	8%	8%
Tactical	24%	17%	18%	18%	20%	20%	17%	13%	17%	17%	13%	10%	10%



Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





Discounts to Rest of World destinations

Your rest of world discounts are shown in the table below.

The discounts are available in all the booking classes shown and against the majority of our key fares for business travel.

Typical fares will be fully flexible or with a change and cancellation fee, and some will have an Advanced Purchase or minimum stay requirement.

	First			Business			Premium Economy		Economy				
	F	A	J	C (BA/IB)	D (BA/IB) R (AA)	R (BA/IB) D (AA)	W (BA)	E (BA)	Y	B (BA/IB)	H	K	M
Core	10%	10%	11%	11%	12%	15%	11%	10%	11%	11%	10%	8%	8%
Focus	12%	12%	12%	15%	15%	20%	15%	12%	15%	12%	12%	10%	10%

Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





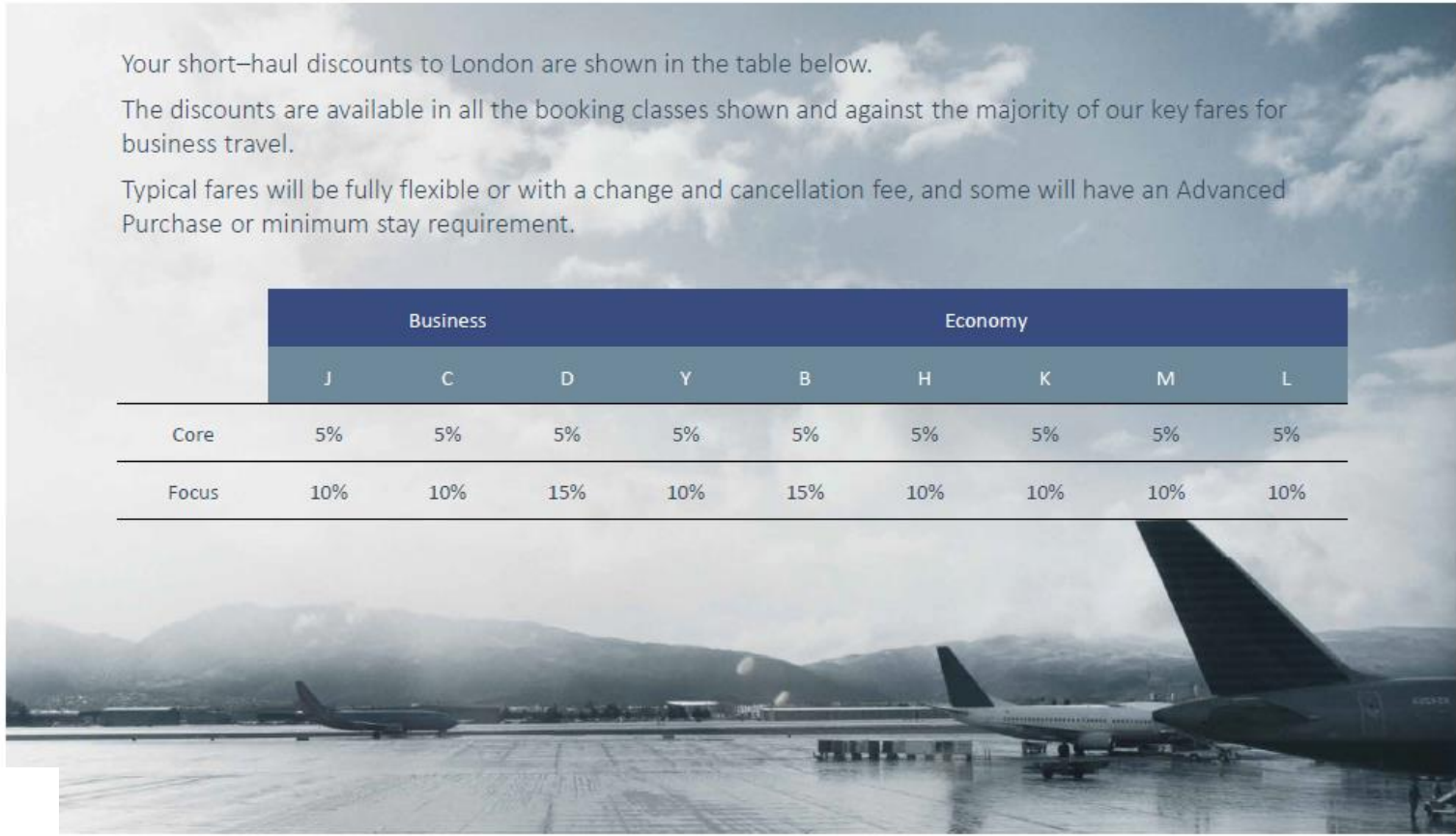
Discounts to London

Your short-haul discounts to London are shown in the table below.

The discounts are available in all the booking classes shown and against the majority of our key fares for business travel.

Typical fares will be fully flexible or with a change and cancellation fee, and some will have an Advanced Purchase or minimum stay requirement.

	Business					Economy			
	J	C	D	Y	B	H	K	M	L
Core	5%	5%	5%	5%	5%	5%	5%	5%	5%
Focus	10%	10%	15%	10%	15%	10%	10%	10%	10%



Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





Discounts to Madrid/ES/EU (operated by IB)

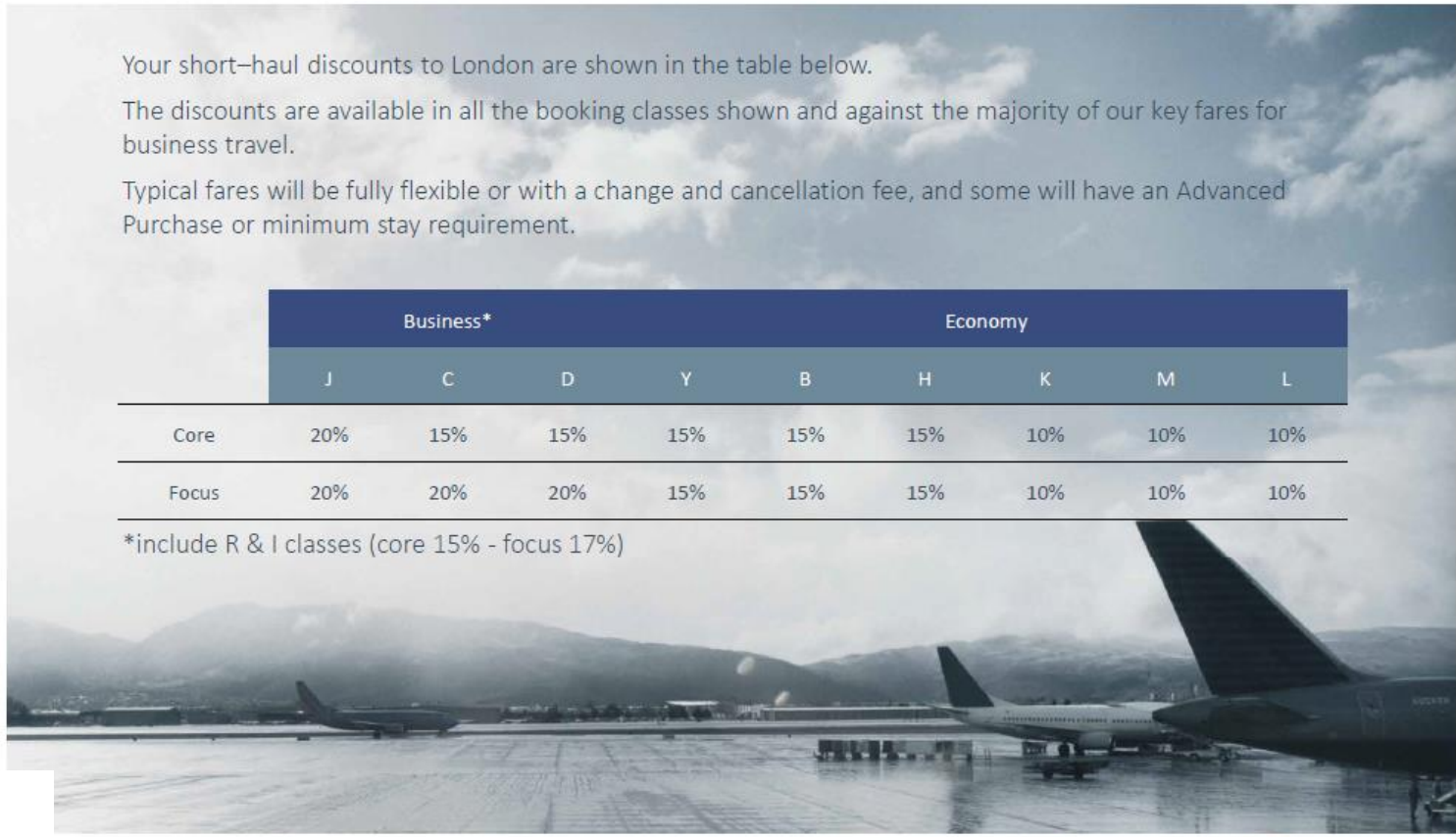
Your short-haul discounts to London are shown in the table below.

The discounts are available in all the booking classes shown and against the majority of our key fares for business travel.

Typical fares will be fully flexible or with a change and cancellation fee, and some will have an Advanced Purchase or minimum stay requirement.

	Business*					Economy			
	J	C	D	Y	B	H	K	M	L
Core	20%	15%	15%	15%	15%	15%	10%	10%	10%
Focus	20%	20%	20%	15%	15%	15%	10%	10%	10%

*include R & I classes (core 15% - focus 17%)



Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





Discounts to Latin America destinations

Your Latin America discounts are shown in the table below. Note there are no core routes applicable.

The discounts are available in all the booking classes shown and against the majority of our key fares for business travel.

Typical fares will be fully flexible or with a change and cancellation fee, and some will have an Advanced Purchase or minimum stay requirement.

	First			Business			Premium Economy			Economy				
	F	A	J	C (BA/IB)	D (BA/IB) R (AA)	R (BA/IB) D (AA)	I (IB)	W (BA)	E (BA)	Y	B (BA/IB)	H	K	M
Italy	12%	12%	15%	15%	15%	15%	0%	15%	12%	15%	12%	12%	10%	10%

Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





Savings Example – Europe to North America

The typical savings you can expect to make on a return trip to these destinations are shown in the table below:

	First		Business				Premium Economy			Economy			
	F	A	J	C (BA)	D (BA/IB) R (AA)	R (BA/IB) D (AA)	W (BA)	E (BA)	Y	B (BA)	H	K	M
AMS to JFK	€ 1,781	€ 677	€ 863	€ 713	€ 638	€ 553	€ 326	€ 110	€ 332	€ 248	€ 127	€ 78	€ 48

Discounts are subject to change
Generally any fares with a 14 day advance purchase are included





Savings Example – Europe to London

The typical savings you can expect to make on a return trip to these destinations are shown in the table below:

	Business					Economy			
	J	C	D	Y	B	H	K	M	L
FRA to LHR	€ 71	€ 61	€ 45	€ 55	€ 42	€ 36	€ 30	€ 25	€ 19

Discounts are subject to change





SAVING



€110.000.

*Proiezione di saving calcolata su booking classes presenti all'interno dell'offerta e prenotate nel 2017





Special fares to reward your loyalty

We are delighted that once you've signed your agreement you will also qualify for our special offers.

From time to time we'll provide extra savings to you on selected routes and cabins.

There's no need to do anything. We'll keep you up to date and look forward to you saving even more – all with our compliments for your loyalty.





Core and Focus Routes from Europe

Core - Europe to Rest of World

AMS-BGI	GVA-ANU	LIN-NAS	STR-CPT
BER-CPT	GVA-BGI	MRS-SYD	VCE-BGI
BRU-CPT	HAM-CPT	ORY-BGI	
CPH-NAS	HEL-CPT	ORY-BOM	
GOT-SYD	LCG-DEL	ORY-NAS	

Core - Europe to Short-Haul

LCY-DUS	LHR-BSL	LHR-LUX	LHR-OTP
LCY-MAD	LHR-BUD	LHR-LYS	LHR-PRG
LHR-BCN	LHR-HAJ	LHR-MAD	LHR-VCE
LHR-BLQ	LHR-KBP	LHR-MRS	
LHR-BRU	LHR-LED	LHR-NCE	

Core - Europe to North America

AMS-PHL	CDG-PHL	FI-DFW	LIN-DFW	NCE-DFW	ORK-PHL	TLS-SAN
BRU-PHL	DUB-DFW	FI-JFK	LIN-LAS	ORK-AUS	ORK-SEA	
BSL-DFW	DUB-PHL	FI-MIA	MRS-DFW	ORK-BOS	ORK-SFO	
BSL-MIA	DUB-PHX	GVA-PHX	MXP-DFW	ORK-DEN	ORK-SJC	
BSL-RDU	DUB-SEA	GVA-SAN	MXP-MIA	ORK-DFW	PRG-PHX	
BSL-SAN	DUB-YUL	HAI-DEN	NCE-ATL	ORK-JFK	STR-SAN	
CDG-DFW	FCO-PHL	HAI-PHX	NCE-BOS	ORK-LAS	TLS-DFW	

Focus - Routes from Europe

Includes all long-haul and short-haul routes from Europe operated by AA AY BA IB except those specified under the Core market grouping lists above.





Eligible Airlines

Grouping	Operating carriers	Marketing code	Additional requirements
Franchises and subsidiaries	BA Cityflyer, British Airways (BA) Limited, Comair, Eastern Airways, Iberia Express, Iberia Regional Air Nostrum, OpenSkies, SUN-AIR of Scandinavia	BA, IB	None
oneworld ® joint business partners	American Airlines, Finnair, Iberia, Japan Airlines	AA, BA, AY, IB, JL	None





ATLANTIC JOINT BUSINESS

Together offering you more across the Atlantic



151 cities and 154 airports in Europe



245 cities and 247 airports in North America

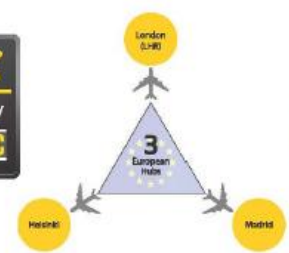


Over 2,100 flat beds flying between New York and London each day



AMS, ATH, BCN, CDG, DJI, EDI, FCO, FRA, GLA, HEL, LCY, LGW, LHR, LIS, MAD, MAN, MUC, MXP, ORY, SNN, VCE, ZRH

ATL, AUS, BOS, BWI, CLT, CUN, DEN, DFW, EWR, FLL, IAD, IAH, JFK, LAS, LAX, MCO, MEX, MIA, MSY, OAK, ORD, PHL, PHX, RDU, SAN, SEA, SFO, SJC, SJU, TPA, YUL, YVR, YYZ



- 89 non stop direct routes between Europe and North America
- 15 direct routes between Spain and North America (Up to 20 flights per day between Spain and North America)
- 39 direct routes between UK and North America (Up to 78 direct flights a day between the UK and North America)



Customers can mix and match airlines and book the best options for them to suit price and convenience. Customers can enjoy maximum benefits, loyalty privileges and rewards across all four carriers frequent flyer programmes.

Global Support for peace of mind

Special help services for customers connecting at seven major joint business gateways (Chicago, Dallas, London Heathrow, Los Angeles, Madrid, Miami, New York JFK)

flytransatlantic.com

British Airways includes OpenSkies operated flights between New York and Paris. American Airlines, British Airways, Finnair, Iberia and oneworld® are trademarks of their respective companies. Statistics are based on S17 (July and August).





Siberian joint business overview





Siberian joint business overview



Three airlines – one experience

- An integrated travel experience from check-in to arrivals with all three airlines.
- Access to more destinations worldwide.
- Smooth and seamless travel experience.

Benefits of enhanced relationship

- More flight options and connections through 4 gateways
- Coordinated schedules
- 63 daily departures
- More destinations through enhanced codeshare opportunities
- Better choice of product
- Access to the best prices across all three airlines
- Joint contracts.





Siberian joint business gateways

Connection through 4 gateways:

- London Heathrow
- Helsinki Vantaa
- Tokyo Narita
- Tokyo Haneda.

Customer benefits:

- Premium check-in
- Consistent priority boarding
- Reciprocal lounge access
- oneworld®** Global Support





Our Transatlantic Network





British Airways Executive Club

Get more from travel with the Executive Club

About the Club

- Executive Club offers four levels of membership – Blue, Bronze, Silver and Gold.
- To join the Club is quick, easy and free.
- Collecting Tier points helps to move between the four tiers of the Club – from Blue up to Gold.
- Each tier offers different benefits, for example:
 - Blue members can collect Avios to spend on reward flights.
 - Bronze members can use business class check-in to move faster through the airport.
 - Silver members can enjoy complimentary refreshment in the comfort of the lounges.
 - Gold members can use First check-in desks and the First lounge to relax or catch up with work.

Tier Points

- Tier Points are awarded on flights with British Airways partner airlines.





British Airways Executive Club

Get more from travel with the Executive Club

Executive Club member can collect Avios on flight with British Airways or **oneworld** airlines.

Ways to collect Avios

- Fly British Airways or **oneworld** airlines.
- Rent a car with Avis – exclusive car rental partner.
- Stay with one of the hotel partners around the world.
- Take out a British Airways credit card.*
- Make a purchase with one of the many shopping partners.

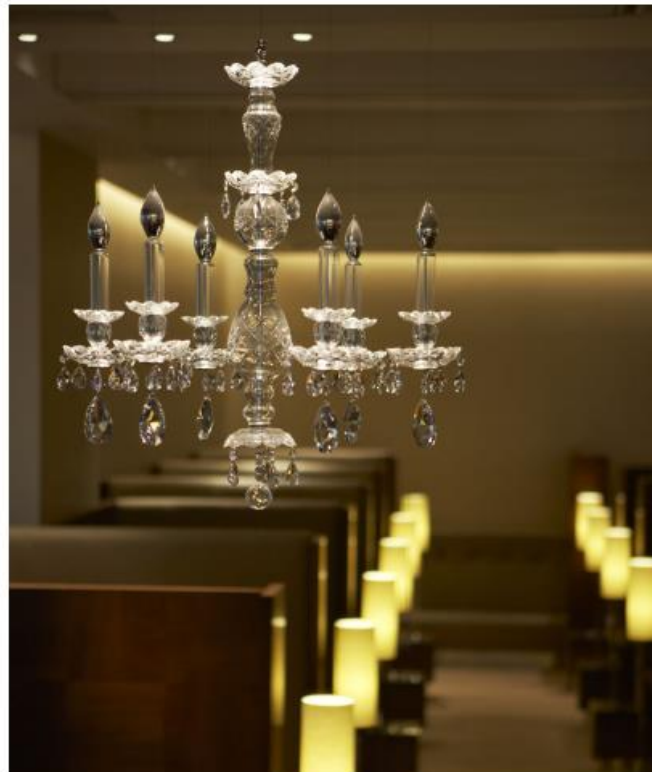
Ways to spend Avios

- Reward flights
- Upgrades
- Hotel stays
- Car rental

Sharing Avios

- Pool Avios with other member who lives at the same address by creating a House Account.
- Even children can join.
- Great way to earn rewards even faster.

*Not available in all countries





Welcome On Board



Corporate Agreement for Poltrona Frau

