



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Relatórios RTAIC – Portaria 1887

“Bringing the World to Africa and taking Africa to the World”

Como é hoje

- Processo misto (automatizado/manual)
- TI (matriz) / Vendas (local)
- Tempo gasto: 2 horas/mês

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Passo a Passo

AO	20130602	083	2119209749	GRU	JNB	GRU	V	V
AO	20130603	083	2119404594	GRU	JNB	GRU	V	V
AO	20130603	083	2119404595	GRU	JNB	GRU	V	V
AO	20130603	083	2119209755	GRU	JNB	GRU	K	K
AO	20130603	083	2119209756	GRU	JNB	GRU	K	K
AO	20130604	083	2119209774	GRU	JNB	GRU	V	V
AO	20130606	083	2119404645	GRU	JNB	GRU	T	V
AO	20130606	083	2119209785	GRU	JNB	GRU	V	V
AO	20130606	083	2119209786	GRU	JNB	GRU	V	T
AO	20130606	083	2119209789	GRU	JNB	GRU	K	K
AO	20130606	083	2119209780	GRU	JNB	GRU	T	V
AO	20130606	083	2119209781	GRU	JNB	GRU	V	V
AO	20130606	083	2118998733	GRU	JNB	GRU	V	V
AO	20130607	083	2119620638	GRU	JNB	GRU	N	N
AO	20130607	083	2119620637	GRU	JNB	GRU	N	N
AO	20130607	083	2119620636	GRU	JNB	GRU	N	N
AO	20130607	083	2119620639	GRU	JNB	GRU	N	N
AO	20130607	083	2119209792	GRU	JNB	GRU	V	V
AO	20130607	083	2119209793	GRU	JNB	GRU	T	T
AO	20130608	083	2118998743	GRU	JNB	GRU	V	T
AO	20130610	083	2119620653	GRU	JNB	GRU	S	T
AO	20130610	083	2119620673	GRU	JNB	GRU	V	V
AO	20130610	083	2119620672	GRU	JNB	GRU	V	V
AO	20130611	083	2119620696	GRU	JNB	GRU	T	Q
AO	20130611	083	2119209828	GRU	JNB	GRU	T	T
O	20130604	083	350601949	GRU	JNB		Y	
O	20130605	083	3506144857	GRU	JNB	GRU	V	V



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

"Bringing the World to Africa and taking Africa to the World"

V	V	223	222	VLSX3	VLSX3	USD	991	57990973	
K	K	223	222	KHPX3	KHPX3	USD	1896	57998920	
K	K	223	222	KHPX3	KHPX3	USD	1896	57998920	
V	V	223	224	VLSX3	VLSX3	USD	991	57998920	
T	V	223	222	TLSX3	VLSX3	USD	1046	57990973	
V	V	225	224	VLSX3	VLSX3	USD	991	57998920	
V	T	223	222	VHSX3	THSX3	USD	1216	57998920	
K	K	223	222	KHPX3	KHPX3	USD	1896	57998920	
T	V	223	222	THSX3	VHSX3	USD	1216	57998920	
V	V	225	224	VLSX3	VLSX3	USD	991	57998920	
V	V	223	224	VLSX3	VLSX3	USD	991	57999001	
N	N	225	224	QHSX3	/A QHSX3 /A	USD	147	57990973	
N	N	225	224	QHSX3	/A QHSX3 /A	USD	147	57990973	
N	N	225	224	QHSX3	/A QHSX3 /A	USD	147	57990973	
N	N	225	224	QHSX3	/A QHSX3 /A	USD	147	57990973	
V	V	223	222	VLSX3	VLSX3	USD	991	57998920	
T	T	223	224	THSX3	THSX3	USD	1277	57998920	
V	T	225	224	VHSX3	THSX3	USD	1216	57999001	
S	T	223	224	SHSX3	THSX3	USD	1465	57990973	0832119209793
V	V	223	224	VLSX3	VLSX3	USD	991	57990973	
V	V	223	224	VLSX3	VLSX3	USD	991	57990973	
T	Q	225	224	TLSX3	VLSX3	USD	1190	57990973	0832118854214
T	T	225	224	THSX3	THSX3	USD	1277	57998920	

"Bringing the World to Africa and taking Africa to the World"



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

	A	B	C	D	E	F	G	H	I	J
233	083	3533154691	GRU	JNB	GRU	H	Q	USD	1624	4 578
234	083	3533139016	GRU	JNB	GRU	M	V	USD	1647	1 578
236	083	4747523943	GRU	JNB	GRU	S	S	USD	1653	2 579
237	083	4747523946	GRU	JNB	GRU	K	K	USD	1663	1 579
238	083	3505672403	GRU	JNB	GRU	K	S	USD	1668	1 575
239	083	3533144993	GRU	JNB	GRU	K	Q	USD	1684	1 578
242	083	4747768966	GRU	JNB	GRU	V	B	USD	1769	3 575
244	083	3506337178	GRU	JNB	GRU	B	I	USD	1830	2 575
247	083	4747483544	GRU	JNB		Y		USD	1859	3 575
249	083	2119621356	GRU	JNB	GRU	R	R	USD	1891	2 579
255	083	4747792403	GRU	JNB	GRU	K	K	USD	1896	6 579
257	083	4747884797	GRU	JNB	GRU	B	Q	USD	1927	2 575
259	083	4747523986	GRU	JNB	GRU	M	H	USD	1958	2 579
260	083	4747738217	GRU	JNB	GRU	K	M	USD	2018	1 579
261	083	4747863690	GRU	JNB	GRU	V	Y	USD	2163	1 579
262	083	2119210143	GRU	JNB	GRU	Y	Q	USD	2322	1 579
263	083	4747523999	GRU	JNB	GRU	K	Y	USD	2534	1 579
265	083	4747718803	GRU	JNB	GRU	Y	Y	USD	2981	2 575
267	083	3533129385	GRU	JNB	GRU	D	V	USD	3462	2 575
268	083	3533154198	GRU	JNB	GRU	D	T	USD	3605	1 575
270	083	4747889001	GRU	JNB		C		USD	4452	2 575



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER

“Bringing the World to Africa and taking Africa to the World”

RTAICSAA20130720130815 - Notepad

File Edit Format View Help

```
1; SAA; 201307; 20130815; 55
2; SBGR; FAJS; SBGR; Y; Y; 991,00; 12
2; SBGR; FAJS; SBGR; Y; Y; 1046,00; 8
2; SBGR; FAJS; SBGR; Y; Y; 1135,00; 4
2; SBGR; FAJS; SBGR; Y; Y; 1155,00; 7
2; SBGR; FAJS; SBGR; Y; Y; 1190,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1200,00; 2
2; SBGR; FAJS; SBGR; Y; Y; 1216,00; 5
2; SBGR; FAJS; SBGR; Y; Y; 1217,00; 2
2; SBGR; FAJS; SBGR; Y; Y; 1272,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1277,00; 7
2; SBGR; FAJS; SBGR; Y; Y; 1278,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1292,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1314,00; 11
2; SBGR; FAJS; SBGR; Y; Y; 1327,00; 3
2; SBGR; FAJS; SBGR; Y; Y; 1373,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1375,00; 2
2; SBGR; FAJS; SBGR; Y; Y; 1382,00; 3
2; SBGR; FAJS; SBGR; Y; Y; 1404,00; 7
2; SBGR; FAJS; SBGR; Y; Y; 1465,00; 3
2; SBGR; FAJS; SBGR; Y; Y; 1466,00; 2
2; SBGR; FAJS; SBGR; Y; Y; 1469,00; 2
2; SBGR; FAJS; SBGR; Y; Y; 1472,00; 3
2; SBGR; FAJS; SBGR; Y; Y; 1526,00; 1
2; SBGR; FAJS; SBGR; Y; Y; 1587,00; 1
```

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	2018	,	00	;	1
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	2163	,	00	;	1
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	2322	,	00	;	1
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	2534	,	00	;	1
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	2981	,	00	;	2
2	;	SBGR	;	FAJS	;	SBGR	;	J	;	Y	;	3462	,	00	;	2
2	;	SBGR	;	FAJS	;	SBGR	;	J	;	Y	;	3615	,	00	;	1
2	;	SBGR	;	FAJS	;	9999	;	J	;	9	;	4412	,	00	;	2
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	5077	,	00	;	4
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	5722	,	00	;	3
2	;	SBGR	;	FAJS	;	SBGR	;	Y	;	Y	;	5920	,	00	;	4

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Alguns *hubs* não fornecem uma amostra representativa do mercado

JNB

DXB

AUH

DOH

PTY

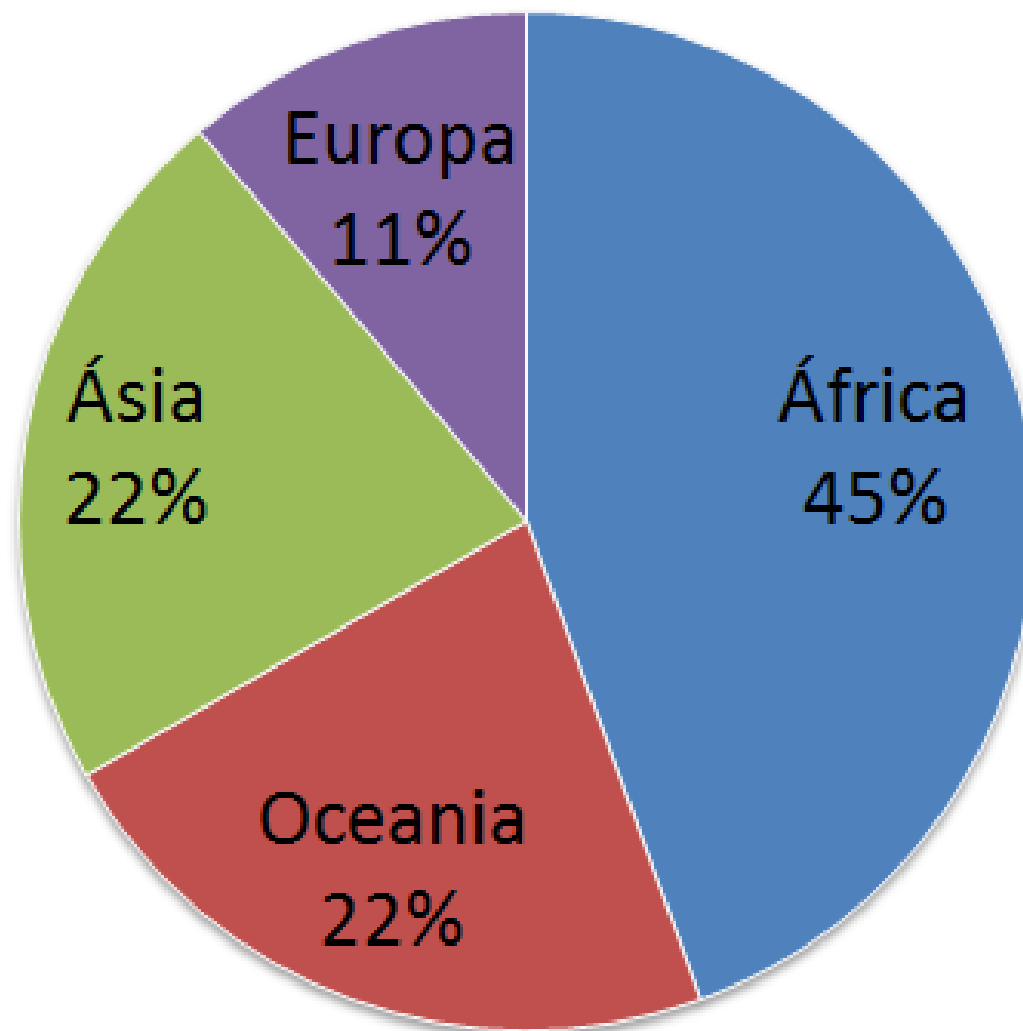
ZRH

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 



“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

África

- JNB, CPT, LAD, LOS

Ásia

- TYO, HKG, BJS, SIN

Oceania

- SYD, PER, AKL

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Tarifas Publicadas

	OW	RT
01 VHSX3		1155 V
02 THSX3		1277 T
03 QHSX3		1472 Q
04 SHSX3		1653 S
05 HHSX3		1776 H
06 KHPX3		1896 K
07 MHPX3		2139 M
08 BHPX30		2382 B
09 YRT30		3482 Y
10 Y3	2015	Y
11 DRT3		6383 D
12 ERT30		6691 E
13 JR30		7112 J
14 CR3		8015 C
15 Y3	4094	Y
16 FR3		9049 F
17 C3	4677	C
18 F3	5573	F

"Bringing the World to Africa and taking Africa to the World"



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Tarifas Publicadas

	OW	RT
01 VLSX3		991 V
02 TLSX3		1101 T
03 QLSX3		1278 Q
04 SLSX3		1443 S
05 HLSX3		1553 H
06 KLPX3		1663 K
07 MLPX3		1773 M
08 BLPX30		1994 B
09 YRT30		3482 Y
10 Y3	2015	Y
11 DRT3		6383 D
12 ERT30		6691 E
13 JR30		7112 J
14 CR3		8015 C
15 Y3	4094	Y
16 FR3		9049 F
17 C3	4677	C
18 F3	5573	F

"Bringing the World to Africa and taking Africa to the World"



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Conclusões

- Hotran / Hub – cobertura incompleta
- Desequilíbrio na exposição de dados (AFxBAxTPxEKxSA)
- Viés sociológico – outras fontes
- Dados objetivos da operação:
 - Estatísticas (capacidade, ocupação etc)
 - Tarifas publicadas (GDS, OTAs, sites)

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 

Obrigado
Ngiyabonga!

“Bringing the World to Africa and taking Africa to the World”



SOUTH AFRICAN AIRWAYS

A STAR ALLIANCE MEMBER 