



**From:** "Jones, Wade" <Wade.Jones@sabre.com>  
**Sent:** Sat, 8 Jun 2019 11:15:10 -0500 (CDT)  
**To:** "Barnett, Doug" <Doug.Barnett@sabre.com>; "Menke, Sean" <Sean.Menke@sabre.com>;  
 "Shirk, Dave" <Dave.Shirk@sabre.com>  
**Subject:** Fwd: Update - EXPE direct connect w/ LHG

Expedia is expanding the direct connect to NAM. We don't know timing or details, but if all content, it will be significant. Will know more next week. Details below.

Begin forwarded message:

**From:** "Terry, Shelly" <Shelly.Terry@sabre.com>  
**Date:** June 7, 2019 at 7:24:32 PM CDT  
**To:** "Jones, Wade" <Wade.Jones@sabre.com>, "Mendis, Roshan" <Roshan.Mendis@sabre.com>, "Mcdonald, Sean" <Sean.Mcdonald@sabre.com>  
**Cc:** "Rapken, Michael" <Michael.Rapken@sabre.com>, "Wilding, Chris" <Chris.Wilding@sabre.com>, "Ciancimino, Alessandro" <Alessandro.Ciancimino@sabre.com>, "Terry, Shelly" <Shelly.Terry@sabre.com>, "Woodhouse, Laurence" <lwoodhouse@sabre.com>, "Ubhi, Gurpreet" <Gurpreet.Ubhi@sabre.com>  
**Subject:** Update - EXPE direct connect w/ LHG

All - we received an update from Heidi that the LHG deal will likely include NAM for direct connect. LHG carriers represent about [REDACTED] bookings TTM in NAM which equates to about [REDACTED] annual contribution.

Heidi says NAM may [REDACTED] We continue to speak w/ her daily to get details.

We'll follow up on Monday w/ more info as we have it.

Shelly

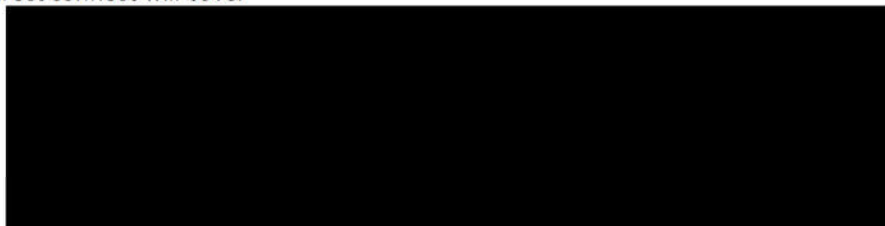
Sent from my iPhone

On Jun 6, 2019, at 8:47 AM, Terry, Shelly <Shelly.Terry@sabre.com> wrote:



Hi Wade, Roshan and Sean – we received notice from EXPE that they will be issuing a press release late this week or early next week regarding a direct connect w/ LHG. Here are the details we have at this time:

- It will announce Expedia direct connect with LHG. Finalizing w/ LHG, expect to release later this week or next
- Direct connect will cover [REDACTED]



[REDACTED]

As a reminder, Sabre does not [REDACTED] so this impact will be to [REDACTED]

Heidi signaled to us a month or so ago that they would likely pursue a direct connect approach [REDACTED]. We know they are also negotiating w/ [REDACTED] and expect something to be effective in the [REDACTED] timeframe. She has told us they will go retail w/ [REDACTED] in NAM w/ a surcharge. They are currently [REDACTED] at [REDACTED] so we will run the impact moving back to retail (NEF w/ IPB).

I will share updates as we get them.  
Best,  
Shelly

[REDACTED]