



Navan Accelerates NDC Adoption with New Iberia Partnership

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MADRID, 29 OCTOBER 2024 — [Navan](#), the all-in-one solution that makes travel and expense easy, today announced the rollout of a new New Distribution Capability (NDC) integration with [Iberia](#). Navan customers can now access Iberia's best available fares while avoiding the airline's surcharge on traditional global distribution system bookings.

The NDC connection, which was rolled out in September, has ramped swiftly, with more than half (51%) of Iberia flights booked on Navan now made via NDC — representing the steepest NDC adoption increase of any airline to date.

"Navan is investing heavily to ensure our customers have access to full and unrestricted airfares at low prices — bookable and changeable at the click of a button," says Michael Riegel, CEO, EMEA, Navan. "To do this, we work closely with partners and source content from several providers. Our latest NDC connection with Iberia demonstrates that with a great partner and adequate investment, NDC bookings can be utilised rapidly and at scale."

Since the connection was enabled, nearly all (99.6%) Iberia bookings made on Navan were completed through Navan's desktop or mobile app without the need for an agent. As with all of Navan's NDC connections, users benefit from the same self-service capabilities as content from the Global Distribution System (GDS). This includes the ability to make exchanges, cancellations, and more — all online without requiring additional agent support.

"Our partnership with Navan means that even more customers will benefit from Iberia's exclusive NDC content, demonstrating the constructive working relationship we've quickly managed to cultivate together," says Beatriz Guillen, Global Sales Director, Iberia. "We worked collaboratively with Navan to help ensure our NDC capability was quickly made available for our valued TMC and corporate customers, ensuring a direct line to modern airline retailing."

Iberia's use of continuous pricing via NDC means Navan customers have access to more price points than with GDS EDIFACT content.

"Getting access to NDC content from the airlines that are important to us has been a game-changer for Personio's travel programme," says Gabriela Saenz de Buruaga Rodriguez, Senior Workplace Program Manager, Personio. "Navan's NDC content is helping us save on travel costs and eliminating a lot of the frustrations that our travellers and I used to deal with. We're excited that Navan is now adding Iberia Airlines to its NDC connections, which will help us get better deals in one of our key markets and ensure smooth travel experiences for our employees around the world."

The NDC content from Iberia adds to Navan's list of NDC connections, which now includes 16 airlines globally, including Lufthansa Group, Air France, KLM, British Airways, Finnair, Singapore Airlines, American Airlines, United Airlines, Qantas, and Air Canada.

About Navan

Navan is the all-in-one super app that makes travel and expense easy so you can focus on being there, not getting there. Say goodbye to spending hours on the phone trying to change your flight or saving stacks of receipts to manually input expenses. From EAs and finance teams to travel managers and employees, Navan empowers people to concentrate on the things that matter most to them — all while providing companies with real-time visibility, savings, and control. Learn more at navan.com