



# HID® Delivers Card Issuance Solution to Simplify and Enhance Customer Loyalty Program for Mediterranean Passenger Line

Attica Group is engaged in passenger shipping through SUPERFAST FERRIES, BLUE STAR FERRIES, HELLENIC SEAWAYS and AFRICA MOROCCO LINK operating 32 vessels providing modern, high-quality transportation services in Greece and abroad. Attica's vessels serve 60 unique destinations in 4 countries, connecting 71 ports transporting over 7 million passengers, 1 million passenger vehicles and 400,000 trucks every year.

The Seasmiles loyalty program offers a year-round discount ticket policy and 3-tier cards system. Additionally, the program utilizes an earn-burn model which provides rewards like free tickets, meals, or drinks in exchange for various ticket purchases and on-board transactions.

## CHALLENGE

Attica Group was seeking a secure solution to optimize its card management system and improve the user experience of joining the Seasmiles loyalty program.

### Challenges included:

- Passengers had to submit handwritten applications on board, which did not protect their personal information
- Card personalization partner CubelQ received thousands of registration applications per month, which were often illegible and required additional time to process
- Mailing cards to members was expensive and erroneous as wrong addresses and returned mail increased postal costs
- Applicants often had to wait more than six weeks to receive their physical cards and begin to enjoy membership benefits



## SOLUTION

In partnership with CubelQ, Attica Group deployed new self-service Seasmiles kiosks to digitize the application process and centralize its membership services onboard its ferries. Each kiosk is integrated with an HID FARGO DTC4500e high-capacity card printer and encoder for the instant personalization and issuance of the membership cards.

The DTC4500e's dual input hoppers and high-capacity print ribbons equip the Seasmiles kiosks with maximum card input capability to print full-color credentials and supports the continuous and efficient card personalization needs of the loyalty program. In addition, the card cleaning roller within the ribbon cartridge helps produce a high-quality credential and protects the company's investment.

## RESULT

Seasmiles' fully operational, self-service kiosks are installed on 19 passenger ferries. The integration of the HID FARGO DTC4500e has optimized the membership application process and has improved the membership program's profitability. Cards are automatically issued, which ensures safe delivery to members while saving postage costs.

The Seasmiles kiosks have also enhanced passengers' onboard experience and improved customer loyalty. Within the first 180 days of deployment, Seasmiles member registrations increased to more than 15,000 and the kiosks have personalized more than 40,000 cards.

"HID's FARGO DTC4500e printer and encoder has been instrumental in helping us develop an award-winning innovative system that improves the travel experience of our passengers," said Dionysis Theodoratos, Chief Commercial Officer for Attica Group. "The automated process and quick issuance of the loyalty membership cards strengthens the relationship of trust with both our valuable customers and our brand."

The Seasmiles program now has a reliable and user-friendly system that efficiently and securely captures new registrant data, processes the application, and instantly issues cards so passengers can immediately enjoy member benefits while on board.



## PRODUCTS:

HID® FARGO® DTC4500e High-Capacity Card Printer and Encoder

## RECOGNITIONS:

**Best Use of Digital Onboarding —**  
Bronze Loyalty Award '20

**Best New Product/Service Loyalty Initiative —** Gold Loyalty Award '20

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Dionysis Theodoratos  
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