

# TRAVEL TECH



**Turning paper savings into real savings while maximising traveler experience and thus adoption sits at the heart of the technology.** As defined in the procurement process, the corporate strategy powers the ranking algorithm at the point of sale to steer negotiated and compliant volumes. Travellers enjoy a relevant and fast search and book experience thanks to a recommendation engine that displays hotel lists, securing compliance, reducing booking time, and increasing satisfaction.

Structured information in consumer-grade look and feel on hotel lists and detail pages provides a fast overview of the property's amenities, including info on sustainability, security, and satisfaction scores of peer travellers supporting the decision-making process.

Innovative reshopping technology secures the best price displayed when booking and even after. Patented rate-filter technology secures rate compliance with negotiated terms paired with a multi-source engine. Best available rates from all available content sources covering over 120 channels/APIs are sourced and compared with negotiated rates, and only the most favourable rate will be displayed to the booker at the point of sale. This maximises savings at the time of booking. Fully automated rebooking monitors rate fluctuations between booking and arrival and rebooks automatically at the lowest rate, without any manual intervention, and at 100%like-for-like terms. Compliance and Upgrade Rebooking recommend alternative hotels when still booked outside the corporate program or better offers become available for the same or cheaper price during the time of booking and projected arrival.

## WHY IS THIS UNIQUE?

→ **One Booking Interface and technology** that can even augment the experience in other ecosystems to make it consumer-grade ready (via Plugin).

→ **Fully automated Recommendation Engine** leading to a 50% shorter booking process and 26% lower carbon footprint booked.

→ The synchronic actions of the technology paired with the negotiated rate and access to literally all relevant content sources and rates (GDS, OTAs such as Booking, EAN, Ctrip, Meituan, and chain direct connects already addressing ABS capabilities) equips customers best to **book at best rates and maximize savings** while securing compliance

→ The fully automated process works in real-time and is **entirely agnostic** as it doesn't prioritize any commercial interest of intermediaries; customer value defines displayed order, securing the highest availability and best price value.

→ **Fully managed booking ecosystem enablement:** online involving OBE, TMC, PNR, Risk Management providers (via API), and even offline via connecting TMCs via agent integration to cover the spend regardless of the channel.

→ Regardless of which OBE (SAP Concur, Amadeus Cytric, KDS, or one of 16 other OBEs we natively integrate) is used by the customer, our **technology integrates seamlessly** and even augments the booking experience to display that relevant data on security, satisfaction, and sustainability even if the OBE doesn't support these organically via browser plug-in technology. I.e., a web plug-in that natively integrates property-level data into the UX of the chosen OBE. Available for SAP Concur and KDS.

