



# Hotel Distribution Platform

B2B booking platform that delivers global travel content such as luxury hotels and tour activities to travel partners across the globe.

## OVERVIEW

A Hotel Distribution Platform that distributes ARI (Availability, Rates, Inventory) of supply-side partners with B2B demand-side partners.

## CLIENT

US-based emerging travel technology company that delivers global travel content such as hotels, transfers, transportation, sightseeing tours, and activities to travel partners.

## KEY EXPECTATIONS

- 01 The proposed system should be able to load thousands of contracts and ensure seamless booking without impacting performance.
- 02 The platform should be capable of adding contracts on a daily basis and onboarding new travel agents.
- 03 User base and inventory increase as the business grows. The platform should be scalable to handle such changes.
- 04 The platform would also ensure that performance issues of a connected interface would not impact its performance.

## BUSINESS REQUIREMENTS

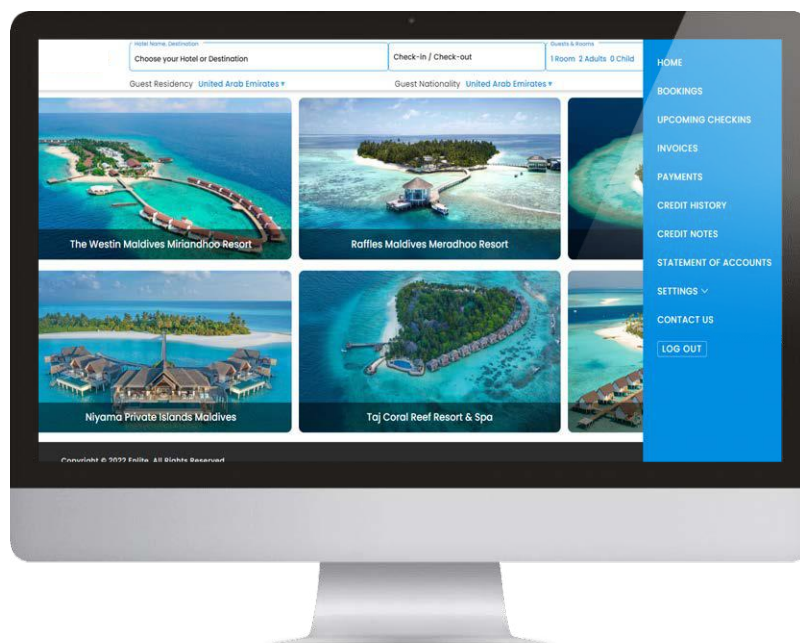
A B2B portal for wholesale hospitality suppliers and their customers. The portal would offer the following features and functionalities.

- + Accounts of all stakeholders (employees, customers, and suppliers)
- + Hotel profiles including hotel details, room details, amenities, image gallery, contact information, transport and driving details, and geo coordinates








- + Contracts and policies - this includes room price (per season or per day) based on occupancy levels and board basis, cancellation policy, stop sales, closeout, promotions, additional services, and supplements
- + Ability to search, filter, and sort hotels based on defined criteria
- + Ability to book, cancel, or amend booking
- + Manage payments from customers and to supplier
- + Accounting modules to manage sales, purchase payments, credits, and debits
- + Accounting and MIS reports

## OUR SOLUTION

The proposed platform addressed some of the limitations that the existing platform presented. Our solution comprised a robust back office module for loading and managing contracts. A seamless flow of real-time booking statuses was maintained using various portals to avoid overlaps. Multiple suppliers and channel managers were integrated into the platform using different business rules. Search functions were implemented across all available options to ensure users are offered the most suitable options. Performance of the platform and the ability to add additional interfaces were a focus during development. Reducing the effort of contract loading staff was also an area of focus. Additional features were added to minimize data entry.



## KEY FEATURES

-  Create and display promotions of properties for quick access
-  Create, save, and share multiple quotes with unique markups for customers before confirming sale
-  Search result sorting and filters based on price, mode of transfer, property type, and star rating
-  Search result displays:
  - Room availability (on request or available for booking)
  - Cancellation deadline
  - Promotional rate
-  Allows the users to select multiple rooms with unique meal plans for booking
-  Booking list displays:
  - Snapshot of the booking details
  - Booking status
  - Payment status
  - User can add details of other bookings or services from outside the system and attach them to an existing booking in the system
-  Offline bookings: This allows users to add historic data or bookings made outside the system

## INTEGRATIONS

**Integrations to Switches:** DHISCO, TravelGateX

**Integrations to CRS:** Pegasus, Travelclick, SynXis

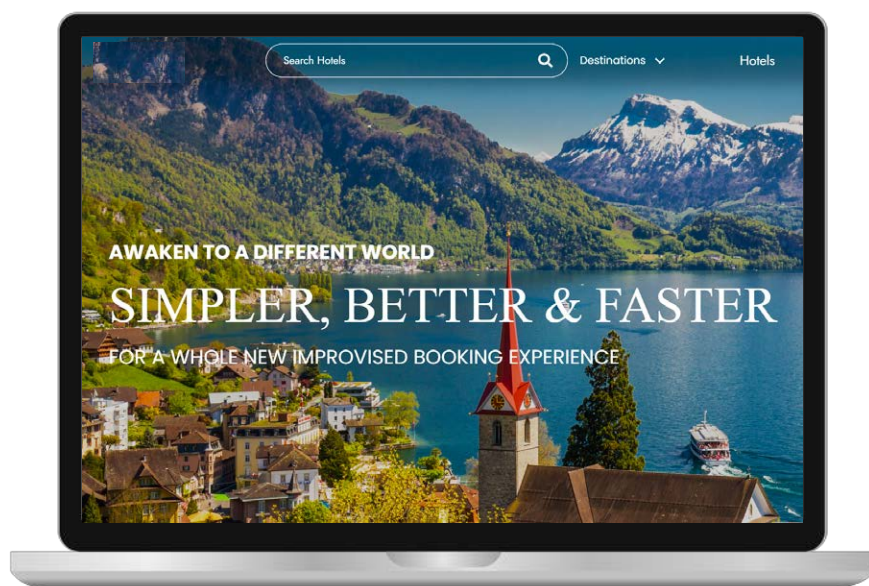
**Bedbanks:** Hotelbeds, HotUSA, RateHawk, Rakuten

## TECHNOLOGY USED



## BUSINESS BENEFITS

- The B2B solution is capable of addressing almost all types of contracts available in the industry.
- Flexible markup management for all stakeholders helps users to manage sales profits.
- User-friendly and easy-to-use interface for contract and policy management.
- Ability to promote selected hotels based on logged-in or searched location. This is an additional revenue source for the business.
- Ability to add as many contracts as quickly as possible with the ability to duplicate existing promotions.
- The business added clients such as Marriott, Accor, Hilton, Intercontinental, Hyatt, Wyndham, Kempinski, Minor, Jumeirah, Emaar, and Rotana.



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