



Company profile

Founded in 2006

Head Office Gurgoan - India

Countries with offices India, UAE, Brazil

Main activities “Providing comprehensive solution to the sellers & travel intermediaries to enable them to take their business online. Providing multiple front ends for business and leisure customers.”

Number of employees 150

Countries with operations 3

Global revenues -

Main references in airline industry British Airways, Lufthansa, Skyres, Yatra.com, Dnata, Rennies

Intended positioning on the market



Providing a seamless & scalable technology for distribution of Travel content by the intermediaries and suppliers. A comprehensive TMS solution helping large and small TMC and Corporates. Providing open marketplace for the travel industry to help the suppliers work closely with the resellers.





Products name :

- Travog
- Xchange
- Konnect

Addressed clients :

- Travel agents (OTA, TMC) on leisure and corporate segments.
- Main markets : North America, Europe, Middle East, Africa, Asia, Latin America

Current NDC offer

These products are based on the same NDC integration and Direct Connect :

- **Travog** is a self-booking tool & expense management for the corporate travelers
- **Xchange** is an centralized management & distribution system for travel agents, OTA and TMC
- **Konnect** is B2B marketplace where supplier can directly sell their content to the travel agents (not in production yet)

Value proposition

- A comprehensive solution with content sourced from multiple direct connects (NDC) with airlines & GDSs. This can be used for all business vertical (Direct B2C, reseller B2B or Corporate B2E)

What differentiates this solution

- The system provides multiple sales channels integrated with centralized booking engine and common customer profile management. (SBT, POS, Mobile)

 **Currently in production with Skyres (UK – Travel Agent) using BA’s API**

NDC Roadmap

- Extend the scope of the solution by providing NDC integration tool to airlines
- Create a global switch with a capability to connect with multiple airlines, GDS, LCC for distribution of fares.
- Make ancillary as a part of shopping process and provide seamless booking flow to the traveler.

NDC perception

 **Modules bringing most value**

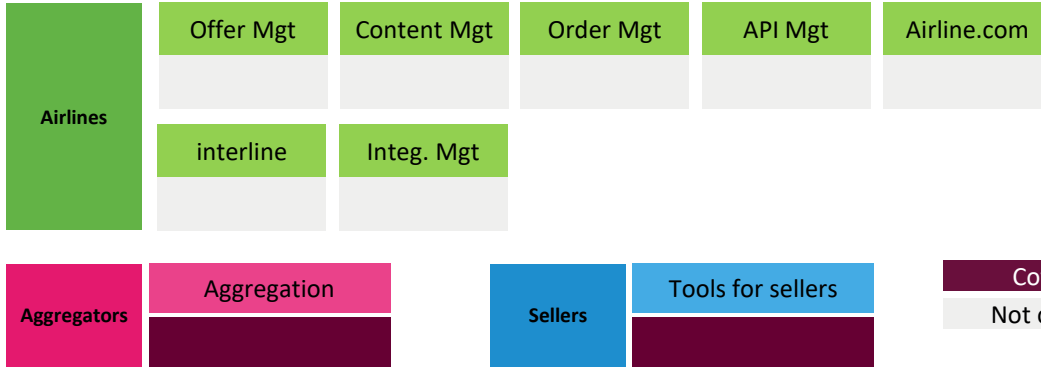
- Dynamic pricing
- Personalization
- Air ancillary services

 **Main pain points heard from industry**

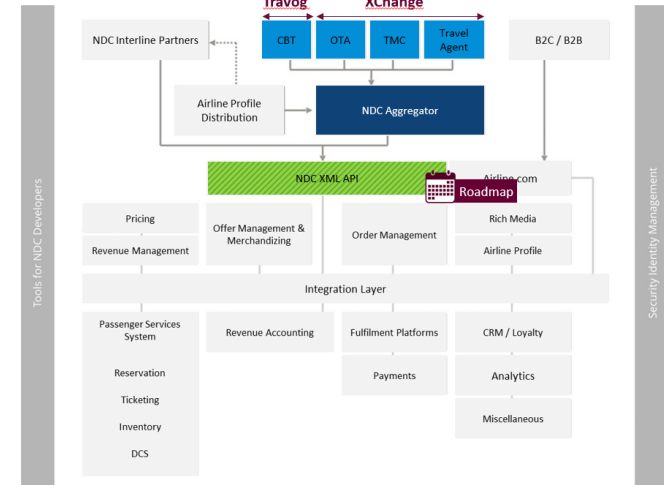
- No preliminary analysis of the airline's processes
- Airlines relationship with their current IT provider(s)
- Lack of demand for NDC features



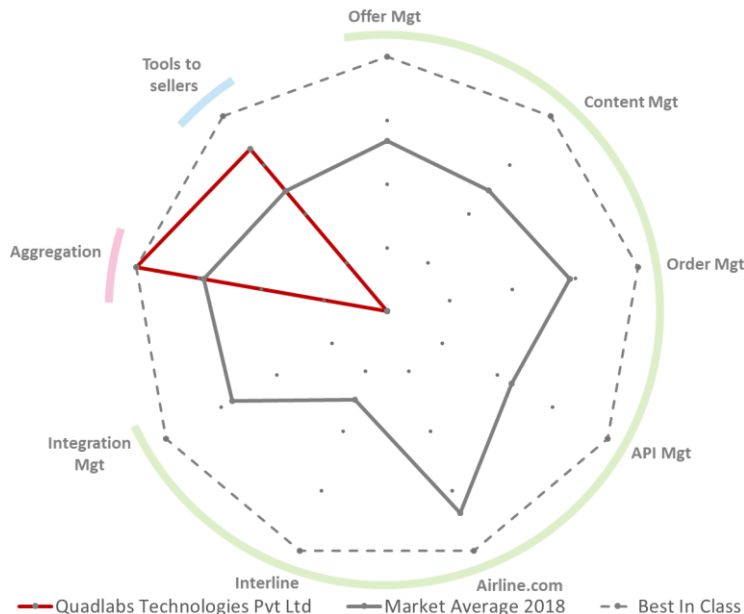
Value chain



Architecture



Functional coverage



BRD NDC use cases coverage

- 43 % BRD use cases covered**
- 91 % Shopping
- 94 % Booking
- 86 % Payment & ticketing
- 100 % Airline Profile
- 0 % Interline

Market presence

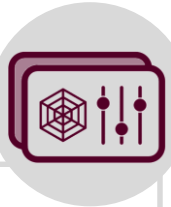
2 airlines
1 sellers

Engagement

<10 working on NDC
1% NDC bookings
0%-50% in next 2 years (target)
5%-8% in 2 years (target)

Key points

- 3 NDC products, based on the same aggregation platform, enables Quadlabs to address each kind of sellers
- Data is aggregated from different sources : BA (NDC), low cost airlines (direct connect), GDS connectors & LCC aggregators



Functional coverage

		Covered						Not covered	
Use cases		Functional items							
Airlines	Offer Mgt	Air ancillaries	Non-air ancillaries	Personalization	Dynamic pricing	Rich media	Affinity shopping	New offer logic	
	Content Mgt	Reference in NDC message	Text	Video	Picture	Multi-language			
	Order Mgt	Order creation	Post-booking ancillaries	Order change	Order cancellation	Payment	Order repository	One Order	
	Airline API Mgt	Direct connect Integration	Aggregators Integration	Airline Profile	Network				
	Airline.com	B2C web site and mobile app	B2B web site and mobile app						
	Interline	Offer Interlining	Order Interlining						
	Integration Mgt	CRM integration	Loyalty integration	PNR synchronization	Analytics	RMS integration	CMS integration		
Aggr.	Aggregation	Offer messages	Order Messages	Rich media	Airline Profile				
Sellers	Tools for sellers based on NDC messages	Travel agency solutions	Self Booking Tool	TMC solutions	OTA solutions	MSE solutions	Two-way translation		



Architecture

