Quadlabs Technologies

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.
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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

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)

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)

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

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
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**Value chain**

- Airlines
  - Offer Mgt
  - Content Mgt
  - Order Mgt
  - API Mgt
  - Airline.com
  - interline
  - Integ. Mgt

- Aggregators
- Aggregation

- Sellers

- Tools for sellers

- Covered
- Not covered

**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 seller

**Engagement**

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

<table>
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Architecture

Travog
- NDC Interline Partners
- CBT
- OTA
- TMC
- Travel Agent
- Airline Profile Distribution
- NDC Aggregator
- NDC XML API
- Airline.com

XChange
- B2C / B2B

Integration Layer
- Passenger Services System
- Reservation
- Ticketing
- Inventory
- DCS
- Revenue Accounting
- Fulfilment Platforms
- CRM / Loyalty
- Payments
- Analytics
- Miscellaneous

Roadmap

Tools for NDC Developers

Security/Identity Management

IT Provider

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