



**Company profile**

**Founded in** 2005

**Head Office** United Arab Emirates (Dubai) & India (Kerala)

**Countries with offices** 2 countries (India and United Arab Emirates)

**Main activities**

"TPConnects is a global IT provider. It provides 2 solutions: one for Travel Agencies (TA), Online Travel Agencies (OTA), Tour Operators and Other ; one for airlines"

**Number of employees** 48

**Countries with operations** Worldwide

**Global revenues** Not specified

**Main references in airline industry** flydubai; Rotana Jet ; Emirates ; American Airlines ; Saudi Arabian Airlines

**Intended positioning on the market**



TPConnects launched a new Generation Travel Retailing Platform for Travel Agencies and NDC Gateway for Airlines. We are one among the Top 5 NDC Providers. We want to be in the Top 3 in terms of Travel Retailing for Travel Agencies and OTA's and enabling airlines to adapt NDC.





## Current NDC offer

### IT Provider & Aggregator

“TPConnects offer six different solutions :

- 1- New Generation Travel Retailing Distribution Platform connecting all Travel Suppliers (Airline PSS, GDS, Hotel, Car, Transfers, Tours, Cruise, Insurance, Holiday Makers) and Travel Sellers (Travel Agents, Corporates and OTA's)
- 2- Travel Agent Platform for Airlines - With all Travel Retailing Element and Rich Media
- 3- NDC Gateway with Merchandising Engine for Airlines (NDC XML/API Out)
- 4- NDC based booking and rules engine for OTA's
- 5- NDC based Leisure Management Platform
- 6 - NDC based Mobile Platform”

### Value proposition

- “Travel Retailing making possible like amazon.com or alibaba.com, Lower cost of distribution, Disseminate Rich Content, Personalized Offers, Reduce Time to market”

### What differentiates this solution

- **“1/ Airline solution:** TPConnects enables any airline with any PSS to be NDC compliant from end to end. It also provides a travel retailing platform which enables airlines to offer Direct connect to travel agencies connected with them as well as NDC modules for airlines.com web and mobile.
- **2/ Travel Agency solution:** TPConnects provides a travel retailing booking engine which handles air products as well as other travel products such as hotels, transfers, etc. This platform is compatible with NDC and non-NDC carriers. This engine consumes all kind of NDC API and GDS messages (for instance for hotels)”



### Currently in production with

FZ, RG, AA, EK, SV (sol.1) ; FZ and RG (sols. 2 and 3)

## Roadmap

### (!) Main pain points heard from industry

- Lack of demand for NDC features
- Airlines were not aware of NDC
- Relationship with their PSS provider

### (!) Modules bringing most value

- Air Ancillary services
- Dynamic pricing
- Order management

### NDC Roadmap for the next 2-3 years

- “For now deployments always tie to the airline’s current PSS but TPCONNECTS is working on a 100% NDC solution.”



### Levers of performance of their solution

- Hardware scalability
- Hierarchical rule engine
- Configuration in a load-balance environment

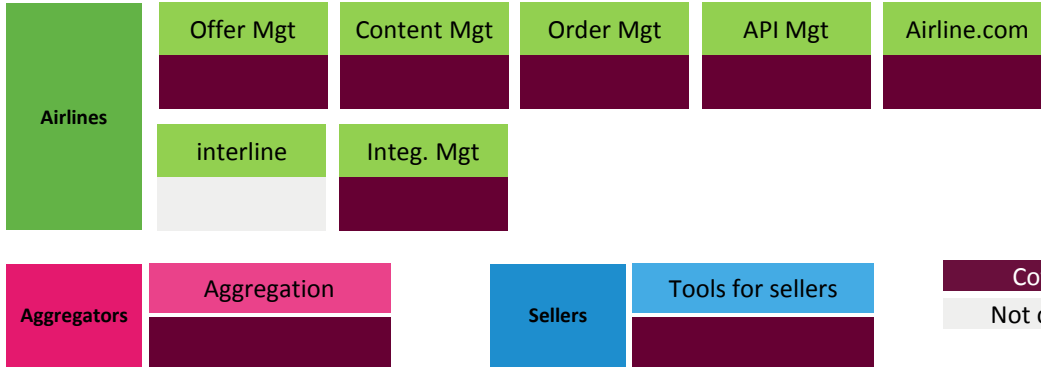


### Levers of security of their solution

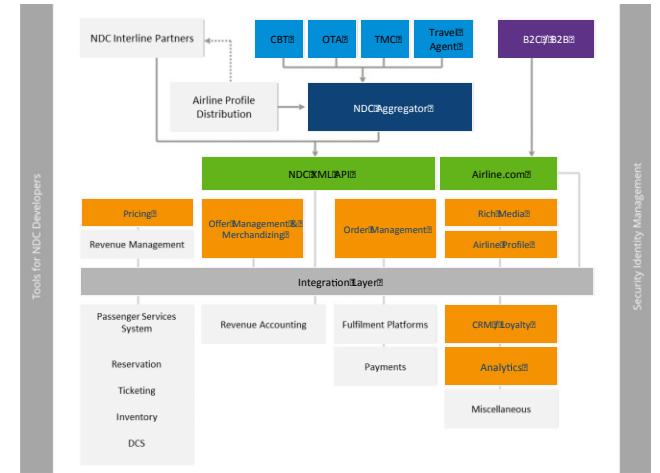
- Network firewall
- Data encryption
- Tokenization



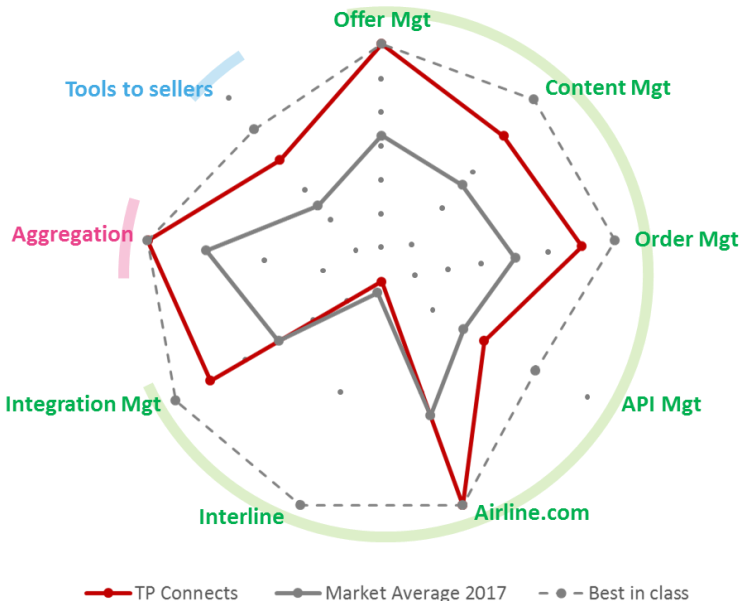
Value chain



Architecture



Functional coverage



BRD NDC use cases coverage

- 70 % BRD use cases covered
- 91 % Shopping
- 100 % Booking
- 86 % Payment & ticketing
- 100 % Airline Profile
- 51 % Interline

Market presence

5 airlines, X aggregators, 48 sellers

Engagement

50-100 working on NDC, 80% of total in next 2 years (target), 2% NDC bookings, 15% in 2 years (target)

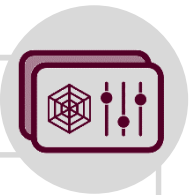
Key points

- IT provider and Aggregator
- Cover air and non air ancillaries
- Use FileRetrieve messages to synchronize rich content database
- An airline can either load the inventory directly on the PSS or they can load the inventory on TPConnects merchandising engine.



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

