



Company profile

Founded in 2012

Head Office Spain (Palma de Mallorca)

Countries with offices Spain

Main activities "Technology provider offering smart solutions for connectivity between buyers and sellers. TravelgateX is the global marketplace for the travel trade with over 600+ sellers and 250+ buyers".

Number of employees 92

Countries with operations 25

Global revenues Not specified

Main references in airline industry Iberia, Lufthansa, Condor, American Airlines, Vueling, EasyJet, Amadeus, Galileo, Sabre, etc.

Intended positioning on the market

“

The global marketplace for the travel trade

”



Current NDC offer

- Product Name :**
- FlightX
- Addressed Clients :**
- Airlines, Aggregators, OTA, other distributors, CBT, MSE, etc.
- “Travelgate X work for major OTAs to allow connectivity with airlines through NDC.
 - Travelgate X searches and calculates best route based on Big Data analysis.
 - Travelgate X caches and optimizes the traffic“

Value proposition

“A single endpoint for all NDC needs with direct connections to NDC carriers, low cost airlines and GDS

What differentiates this solution

More than 6 years experience in integrating travel suppliers, we have more than 80 engineers fully dedicated to connectivity solutions.

Currently in production with Iberia, Iberia Express, Lufthansa, Condor

NDC Roadmap

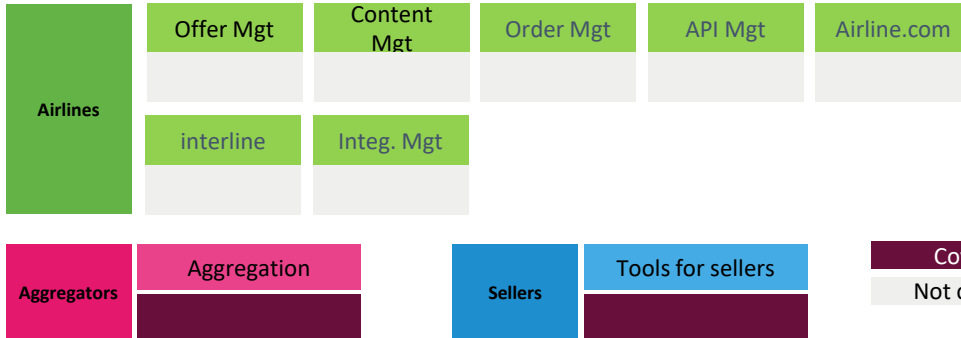
- “Integrate as many NDC airlines as possible, actively looking for new partners to integrate”

NDC perception

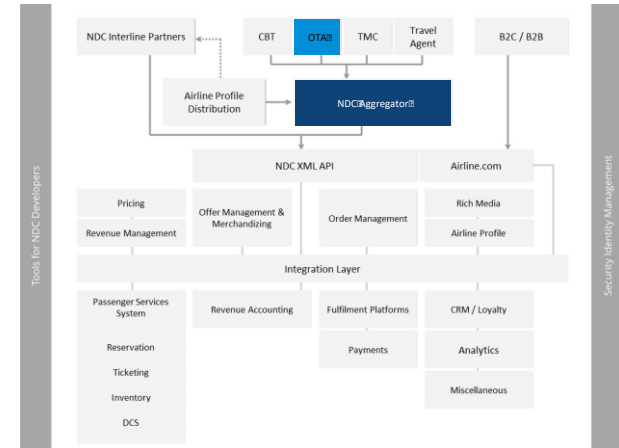
- Modules bringing most value**
 - Affinity shopping
 - Air ancillary services
 - Airline profile
- Main pain points heard from industry**
 - Relationship with their current IT provider
 - No clear view of how to transition
- Areas of innovations**
 - Integration of Loyalty
 - Untie from PSS
 - Implement Interline
 - One Order



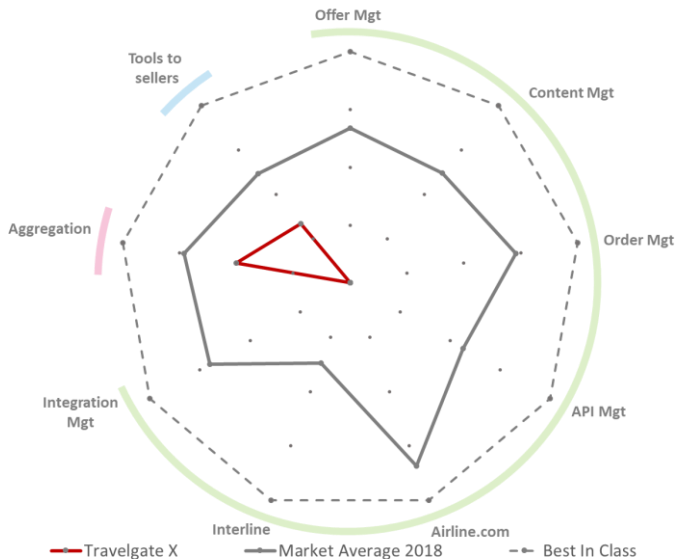
Value chain



Architecture



Functional coverage



BRD NDC use cases coverage

26 % BRD use cases covered

- 55 % Shopping
- 13 % Booking
- 57 % Payment & ticketing
- 50 % Airline Profile
- 17 % Interline

Market presence

8 airlines → 1 aggregators → 1 sellers

Engagement

<10 working on NDC 40 % NDC bookings
 +0 - 50 % in next 2 years (target) 50 % in 2 years (target)

Key points

- Translate in both ways messages from and to the airline's proprietary XML and NDC XML.
- No offer and order management modules
- Connected to Logitravel Group (OTA) and Iberia, Condor



		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

