



Connecting the travel industry



1 reservation every **8 seconds**

3.000+ online **connections**

25.000+ reservations per day

3+ billion **searches** per day

3.2+ billion € per year in business volume

Partners in every continent and **30+** countries

TravelgateX **connects** companies of any size allowing them to **do business** *seamlessly*

www.travelgatex.com

Team



Oscar Perez
CTO

Seasoned developer graduated from Universitat Autònoma de Barcelona, has extensive experience in the travel industry having worked in companies such as Grupo Transhotel, Viajes Marsans, Logitravel Group. Has been in TravelgateX since its early beginnings and is the main architect behind the tech.



Pedro Camara
Founder & CEO

Developer by training, entrepreneur at core, helped to build a job marketplace, a payment gateway and a vacation rental platform before founding the company in 2012. Since then grew TravelgateX from 4 people to more than 120 with a revenue of €8m in 2019.



Jose Diaz
CCO

Entrepreneur and mentor of Startups. Extensive background in travel with expertise in sales, planning and profit delivery in high growth environments with multicultural and international exposure in companies such as Hotelbeds, Secret Escapes or Hoppa. Joined in 2016 and helped x3 the company revenue within this period.

The global marketplace for the travel trade

For Buyers (OTAs, Bedbanks, DMCs)

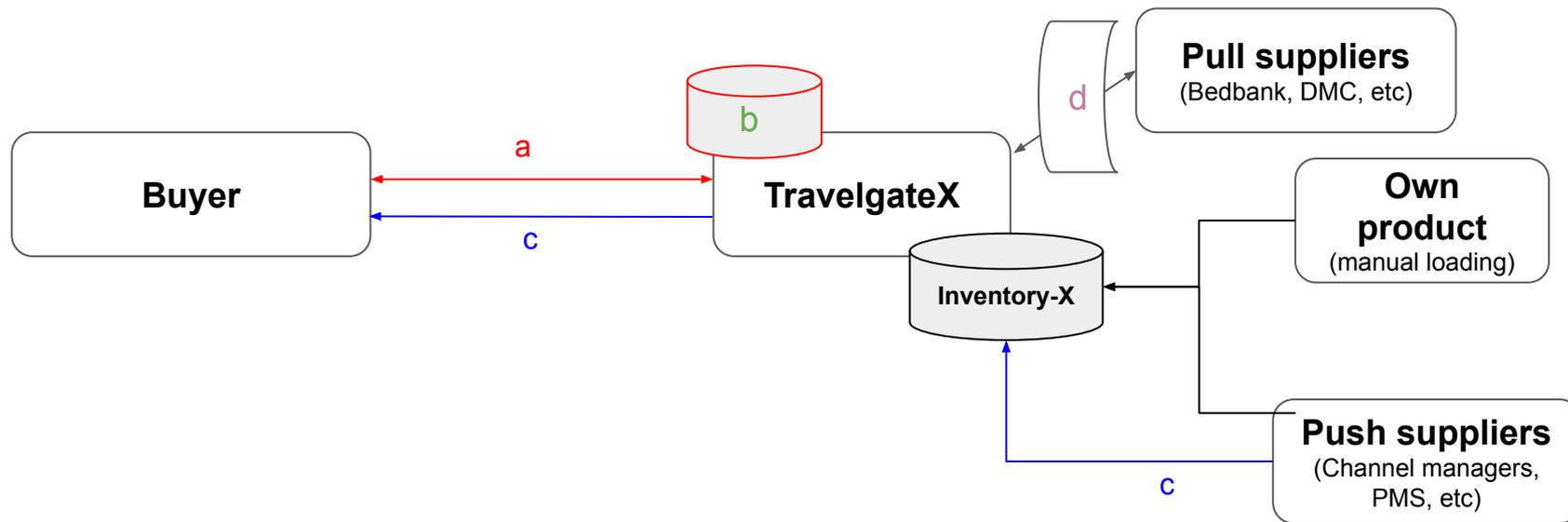
- OTAs and mostly every other type of travel company must connect via XML to an ever growing number of suppliers in order to buy hotel products.
- Building a decent portfolio composed of hotel chains, Destination Specialists, PMS, channel managers, wholesalers and bedbanks is not only difficult, but also require working with different types of connectivity - pull and push integrations for example.
- Even when building the integration in-house, there's no guarantee that once live, the supplier will be able to match the Buyer's technical requirements nor that the product and/or the rates will be as expected.

For Sellers (DMC, hotels, wholesalers, etc)

- In order to sell their product, suppliers must convince the demand partners to integrate their APIs, often being forced into long development pipelines and losing valuable time to market.
- Suppliers must give API dev support and certification to every single new client they connect to.
- For every API update or new version of the supplier's API, all demand partners must be notified and updated, and the supplier must fight to secure a development spot and then offer support to its client's developers.
- Suppliers many times lack the data necessary to effectively assess who is likely to buy their product.

The TGX way: connecting the travel industry

“A single connection provides a gateway to the largest and most varied network of buyers and sellers”



- (a) HotelX: API developed by buyers + (b) Plugins: buying rules
- (c) ChannelX: API push to receive product without calling TGX system
- (d) SpeedX: Our cache solution

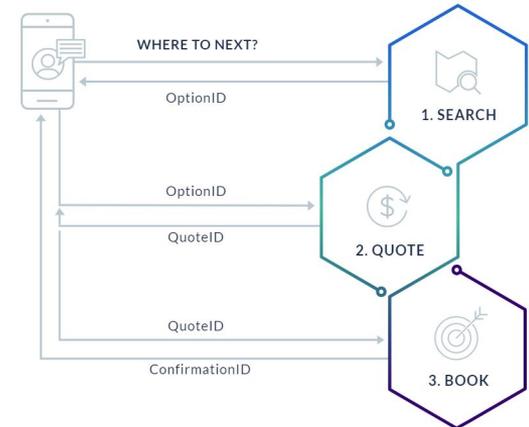
The 3 different steps of our API

Hotel-X is the most powerful and innovative aggregating solution in the industry: we've added a GraphQL layer of business logic in front of the transformation layer of our API. This fast, totally scalable and flexible layer allows you to overwrite everything at the request level or to leave it as it is. Our API is completely written in Go and Redis for performance and scalability. Use our additional plugins (in Go) to add your own logic or add an extra functionality. Our solution, your criteria.

Using Hotel-X, you can improve your hotel search response times and accuracy by customizing aggregated responses based on your preferred criteria. Hotel-X sends out multiple requests to sellers, then returns a single response, based on your criteria. The response is mapped using your own mapping files and brings the cheapest option from all the suppliers connected. Each option is determined by the aggregation key utilised, such as hotel only, hotel+room type, hotel+room+mealplan and so on.

A basic booking flow for buyers consists of 3 steps which are mandatory and must be executed sequentially.

- **Availability/Search:** a list of possible options returned by the provider according to your search criteria. Results will be divided by hotel - room type - board type - payment type, etc.. The results will include a first price estimation.
- **Quote:** a pre-selection, an option which will be valued. The response will contain the final price of the selected option, along with other information such as detailed cancellation policies.
- **Book/reservation:** booking the selected option chosen in the previous step.



Pioneers using **GraphQL** in the travel industry

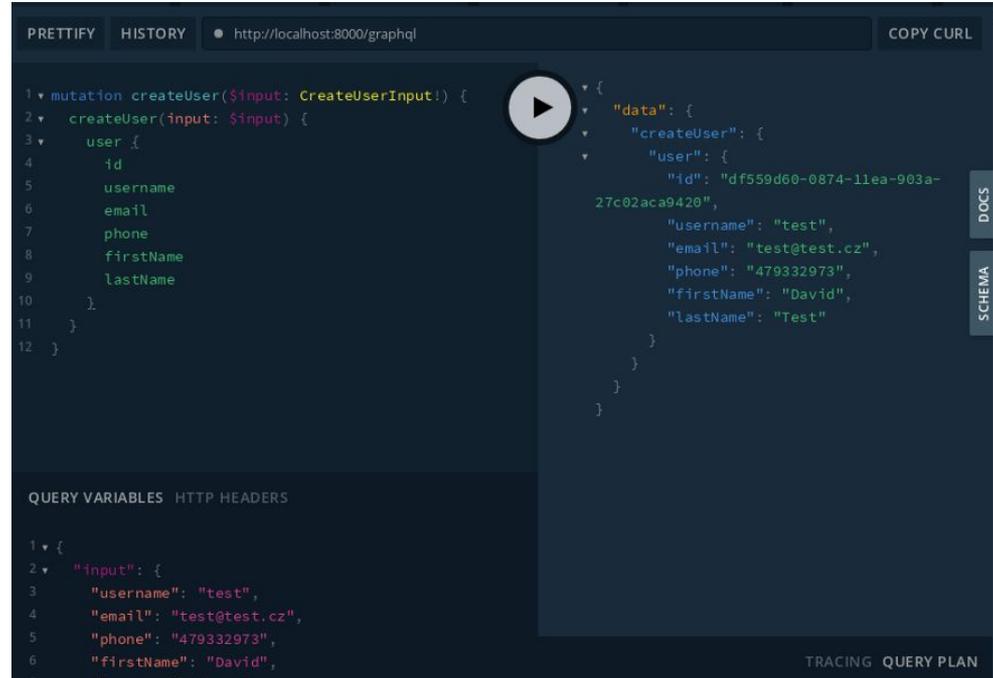
- GraphQL was conceived by Facebook in 2012 and released in 2015
- Hotel-X was launched in the tradeshow Fitur Jan 2017
- Main reasons to use GraphQL were:
 - Better response **performance** as more information could be exchange in the request with just a fraction of the data
 - More **versatile** data structure allowing to select only the necessary field empowering users to customise their requests and focus in the relevant information
 - **Self-documented** API makes more robust how developer interacts with the language

Playground: try it for yourself

API Playground is an interactive, fun, and super quick way to get to know our APIs.

In the API Playground, as you start to type the query, it will autocomplete with the fields available to complete your query parameters. You can also click on the green *Schema* button on the right of the Playground window to learn more about our data model and to see all of the options available for building your query.

You can set *Query variables* in the bottom left pane of the Playground. This lets you customize the response you will receive so that only the fields you need are returned in the response.



The screenshot shows the GraphQL Playground interface. At the top, there are tabs for 'PRETTYIFY', 'HISTORY', and 'COPY CURL'. The URL is 'http://localhost:8000/graphql'. A play button is visible in the center. The main area displays a query on the left and its JSON response on the right. The query is:

```
1 mutation createUser($input: CreateUserInput!) {  
2   createUser(input: $input) {  
3     user {  
4       id  
5       username  
6       email  
7       phone  
8       firstName  
9       lastName  
10    }  
11  }  
12 }
```

The response is:

```
{  
  "data": {  
    "createUser": {  
      "user": {  
        "id": "df559d60-0874-11ea-903a-  
          27c02aca9420",  
        "username": "test",  
        "email": "test@test.cz",  
        "phone": "479332973",  
        "firstName": "David",  
        "lastName": "Test"  
      }  
    }  
  }  
}
```

At the bottom left, there are tabs for 'QUERY VARIABLES' and 'HTTP HEADERS'. The 'QUERY VARIABLES' pane shows:

```
1 {  
2   "input": {  
3     "username": "test",  
4     "email": "test@test.cz",  
5     "phone": "479332973",  
6     "firstName": "David",  
7     "lastName": "Test"  
8   }  
9 }
```

At the bottom right, there are tabs for 'TRACING' and 'QUERY PLAN'. On the far right, there are vertical buttons for 'DOCS' and 'SCHEMA'.

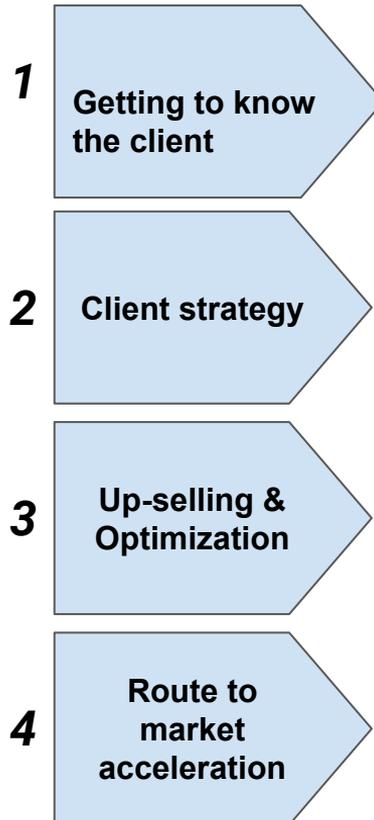
What's in it for me as a buyer?

- Save **Time**: one development grants access to all suppliers that now will only be a click away.
- Save **Money**: activate/deactivate suppliers in a matter of hours and then decide whether they are as worth as they told you without investing in new developments.
- **Minimize Issues**: many other buyers are already buying from the same suppliers so these connections are fully live and constantly tested.
- **Centralized support**: we do the heavy lifting for all your suppliers.
- **Optimised** traffic: benefit from our expertise improving conversion rates with your partners
- **More Product**: make sure you have last minute availability by getting access to many suppliers in your key destinations selecting only the competitive options. Their connections are fully tested and constantly updated
- 3rd Party Integration **Marketplace**: payment solutions, mapping inventory, BI reporting, caching, profit optimization.
- **Qualify** your source of product. Amount of requests we handle daily allow us to identify only the right partners according to your specific needs.

Appendix: Go-to-market Assessment

Over the years, we have implemented a methodology to turn our connectivity into a trigger for growth for our partners, no matter how big or small:

- Buyers have progressively shown a tendency to use TravelgateX not just for connectivity to suppliers but also for guidance on **sourcing options** within the industry
- Our selling process has become more **consultative** following roughly the WIP steps shown in the chart
- This process helps us to **qualify** the leads according to their potential and then help them to get the most of our connectivity



- **Client business model** are you a B2B / B2C / Hybrid?
- Are you **interested in buying/selling** or both?
- **IT connection** what is your tech expertise?
- What is your **main source market** ? Worldwide?
- How many direct properties in your **Portfolio**? How many pre-buys? Where?
- How many signed partners do you have?
- What are your **average margins**?

- Which are your **Growth plans**?
- How do you think TGX can help you?
- How **many connections** do you plan to connect with TGX?
- In which **regions/markets** you want to grow?
- What is your expected TTV?

- **Risk Detection** and alternative proposals
- **Alarms** on sudden increase/decrease in sales or traffic.
- **Benchmark** with same business model clients
- TGX provides **optimization tools**: Dashboard, No availability reports at a hotel level, error rates, response times and market BI reports

TGX suggests **taylormade assessments** according to:

- Business model
- Roadmap
- TGX trends
- Market expertise

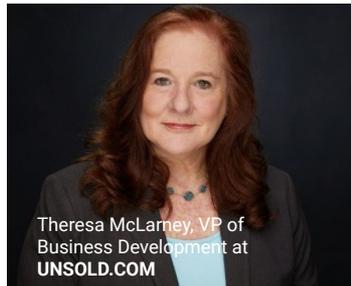
Appendix: Pricing- our promise

- Money should never be **an excuse** not to join our marketplace. We value every client not only according to what they pay also because of the traction they bring to the marketplace as a new active member
- We play **transparent**. We never charge both sides. If buyer pays for the connectivity, then the seller has no fees from us (and vice versa!)
- We make it **easy** for clients to join by limiting or avoiding upfront costs
- Either you are a buyer or seller, you will always have access to **free connectivity** options in our marketplace
- We are **flexible** allowing partners to try our connectivity for free for a certain period so that they can experience the benefits first hand. Once part of our Network, it's easier to determine which commercial option is better for them

It's all about them



Vincent Yuan Senior
Key Account
Manager, Long haul,
Trip.com group



Theresa McLarney, VP of
Business Development at
UNSOLD.COM



Anders Kjong, CCO
WEBBEDS



Michele Ruberl, Head of
Enterprise Architecture
ALPITOUR



Martin Kleinman Director
Hotels LASTMINUTE

“TravelgateX 为“线上化”的商业世界注入了更多能量、可能性和及时支持

TravelgateX has brought more energy, possibility, and support to enable us and many other partners to connect to “an online world of business”

*“TravelgateX shares our **passion** for technology and their business and they have supported us through **empowerment** and **engagement**”*

*“Throughout the years TravelgateX has proved a **reliable** and **robust** technology provider and more easily **customized** to our requirements than other ‘off the shelf’ platforms”*

*“TravelgateX has demonstrated to act not only as of the technical ‘pipe’ to flow in but also as an **advisor** on how to most **effectively** reach the product we need”*

*Connectivity technology is our lifeblood and TravelgateX is **key to success***

TravelgateX

Connecting the travel industry

Send your request to info@xmltravelgate.com
or visit our website www.travelgatex.com

