

# MakeMyTrip logs in to Travelport

With this strategic partnership, MakeMyTrip and Travelport aim to strengthen domestic and international air bookings, besides enhancing the hotel front.



InterGlobe Technology Quotient (ITQ), the official distributor of Travelport in India, and MakeMyTrip have forged a strategic alliance that will allow the OTA access into Travelport's Travel Commerce Platform. Under the agreement, MakeMyTrip can expand the use of Travelport's technology from the Ibibo Group to their other primary

distribution channels starting in the second half of calendar year 2017.

Elaborating on the partnership, **Gordon Wilson**, Travelport's President and CEO, stated, "With this development, we believe we are now the leading travel technology provider in India and now we've got a partnership with the leading OTA in the market as well."



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For further details, please contact:

Gunjan: +91 96503 99905 gunjan@ddppl.com, Amit: +91 96509 13334 amit.bhasin@indiatravelawards.in  
Seema: +91 96501 96531 seema.datt@indiatravelawards.in, Sonia: +91 96503 11774, sonia.butalia@indiatravelawards.in

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"India is a very important market for us – it has now surpassed Germany as the third largest booking market for air GDS, and has moved up to occupy the second spot, after the US. Our business in India has reported a 20 per cent growth in air bookings in the first six months of this year which is faster than any market, as a result of the share gains we've been making here, and MakeMyTrip will accelerate this differential even further."

**Deep Kalra**, Founder, Chairman and Group CEO, MakeMyTrip, said, "This is an exciting time for MakeMyTrip and we are delighted to partner with Travelport and ITQ as part of our growth strategy in the service of the travelling Indian consumer."

Adding on, **Sandeep Dwivedi**, COO, ITQ, commented, "We were partners with Goibibo and seeing the advantages we've brought to the table, thanks to our state-of-the-art technology, MakeMyTrip has embraced our value. What we also value is the kind of growth MakeMyTrip has attained so far so it's a win-win-situation for both of us. The Indian aviation market is witnessing double-digit growth which is an indication that the prospects are going to be beneficial for us so we would like to continue investing in this market."

Travelport currently boasts a portfolio of approximately 400 airlines, including the merchandised content of over half of these carriers such as fares families and ancillary products (paid seat assignments, baggage fees, priority boarding, etc).

MakeMyTrip, along with its other entities Goibibo and redBus, receives over 33 million visits via its desktop and mobile-web platforms and serves over 40 million mobile app active users each month.