

New Apps to ease agency's business

Sandeep Dwivedi, Chief Commercial Officer, InterGlobe Technology Quotient, tells TRAVTALK about their new initiative, set to launch in March, that promises to boost the functioning of the travel industry.

KANCHAN NATH

Talking about the product, **Sandeep Dwivedi**, Chief Commercial Officer, InterGlobe Technology Quotient said, "Recently we have started working on a new initiative which we are going to launch sometime in March 2016. This is related to providing a financial package which will boost the functioning of the travel industry. We have done a tie-up with Tally, which is one of the best accounting packages available for travel fraternity. We have created a layer in-between from GDS, or from LCC carrier that will communicate with the system, automatically pushing the required information in the accounting package. From the agency point of view, it will not lose any revenue because all the postings will happen automatically into the system. Also there will be an ease of use and reporting will be available to the travel agent. Plus the resources especially on the travel agencies side are a challenge. Because of Tally the resources will be easily available to the travel agencies in the market itself."

He added, "We have released Smartpoint 6.5, which comes with a lot of changes, keeping in mind the Indian requirements especially from the travel agent's viewpoint. Smartpoint offers branded fares from over 400 leading airlines from around the world and over 650,000 unique hotel properties. It is designed to increase the productivity of everyday jobs such as Queue and PNR management."

About the Travelpart Universal API, he said, "UAPI is gaining a foot in the Indian market especially the OTA space. This Application Programming Interface aggregates content from GDS, accommodation providers, LCCs and merchandising and ancillary services through a single connection. It enables travel consultants to gain access to multiple content sources by writing code for only one solution, decreasing the time required to launch new travel applications."

The company's travel app, Trip38, has real-time access to travel content and

branded ancillary services that assists the travellers on unknown grounds. "It manages a traveller's itinerary-starting from check-in alerts, baggage allowance, flight details, terminal info, airport facilities and so on," Dwivedi said. The App offers unique feature of professional services and branding for the agents. He added, "If as a travel consultant you incorporate this App and register in it with your

credentials (which is a onetime action) you can do your company's branding free of cost. The only thing you have to do next is ask your customer to download the App and register himself. After that, during his journey he has to open the App and get detailed information about places he is visiting with your company's branding on it. And you get to increase your brand and service loyalty."



"Trip38 also offers a unique feature of professional services and branding. If as a travel consultant you incorporate this App and register in it with your credentials (which is a onetime action) you can do your company's branding free of cost."

Sandeep Dwivedi
Chief Commercial Officer, InterGlobe Technology Quotient



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Tech Talk
➤ A new financial package, with support from Tally, will make resources easily available for travel agencies in the market