

300 eyes for Rooms & More

Travelport Rooms and More' has already been tested for a few months with 300 travel agencies spread across India.



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Travel agents had been gradually pressed to hunt for newer avenues that can yield remuneration, especially when earnings from the air-component had been diminishing. One such offering has now been officially launched by InterGlobe Technology Quotient (ITQ), a strategic business unit of InterGlobe Enterprises through Travelport's technological tool 'Travelport Rooms and More' for the Indian market.

JB Singh, CEO, InterGlobe Technology Quotient said, "India is an extremely important, evolved market for ITQ and we see a great business potential here. The technology platform has been developed keeping in mind the needs of the travel agencies. It will help them create more remuneration from the non-air content." The technology offering is aimed at improving the travel agent's productivity through the availability of a wide variety of hotel booking options in the hospitality domain and offers smarter, efficient and



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CEO
InterGlobe Technology Quotient

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evolved booking services to travel agents.

"Travelport Rooms and More is a web-based hotel price comparison and booking engine. We have tied up with over 26 global hotel



Sandeep Dwivedi
Chief Commercial Officer
ITQ

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aggregators, along with negotiating with hotels directly. It serves as a one-stop shop for travel agents to search, shop and book from a choice of more than 6,00,000 hotel properties with over a million offers

available across these properties. Currently, the inventory accessible to both corporate and leisure travel agents in India stands at 90,000 properties across the world," said **Sandeep Dwivedi**, Chief Commercial Officer, ITQ.

"We have tested our application for a few months with 300 travel agencies spread across India. We hope to take the tally of agents to over 1,200 by end of the year, which also will be the second phase of this application. We are also willing to work with smaller hotel aggregators in India. In fact, we have a few other applications ready, which will be shortly released in the market. We are also launching it in the Sri Lankan market."

Enhancing Efficiency

The technology offering is aimed at improving the travel agent's productivity through the availability of a wide variety of hotel booking options in the hospitality domain and offers smarter, efficient and evolved booking services to travel agents.