

# PRESS RELEASE

## TRAVELPORT BECOMES SOLE GDS PROVIDER OF AIR INDIA'S DOMESTIC FLIGHT CONTENT IN INDIA

- Sole provision fully effective as of 1 January 2020
- Significant growth in operational profit and cost reductions already achieved by Air India

**New Delhi, India 09 January 2020:** [Travelport](#), a leading technology company serving the global travel industry, today confirmed that the company is now the sole global distribution system (GDS) provider of Air India's domestic flight content in India.

The contract, which was awarded to Travelport following a competitive bidding process, came into effect in November 2018 and was fully implemented as of 1 January 2020. It means, Travelport is now the only GDS provider through which travel agents in India can receive both Air India's domestic and international flight content. The company also continues to provide all domestic and international flight content from the carrier to its wide network of travel agents across the world.

As Air India is signed up to Travelport's leading merchandising solution, Travelport Rich Content and Branding, travel agents booking through its platform benefit from a graphically rich experience when searching for and booking the airline's branded fares, as well as greater access to its ancillary offers.

The milestone comes just one month after Meenakshi Malik, Executive Director of Commercial Operations at Air India, revealed that the carrier had already seen "growth of 22 per cent" in operational profit and "cut down cost by around Rs. 300 crore" since it began changing its distribution strategy. Malik also projected a saving of "Rs. 3200 crore in five years".

Travelport has seen a rapid expansion in India in recent years and now has an extensive agency partner network in the country. This includes major online travel agencies such as MakeMyTrip, Ibibo, Yatra, EaseMyTrip and ClearTrip, as well as major corporate travel agencies and newer entrants to the travel sector such as PayTM. In addition to industry-leading airline content, Travelport has a significant footprint with leading hotel groups and aggregators in India such as Oberoi, Taj, Treebo and Trident.

Martin Herbert, Regional Managing Director for India and Sri Lanka at Travelport, said: "We're delighted to reach this landmark. Wide and cost-effective distribution, coupled with impactful merchandising, are important to all airlines and we're proud we are now the sole GDS provider of these services to Air India when it comes to both domestic and international content in India. The results the carrier has already achieved since it started adjusting its distribution strategy have been extremely positive. We now look forward to taking performance to the next level for the benefit of the airline and its customers."

Sandeep Dwivedi, Chief Operating Officer at InterGlobe Technology Quotient, said: "Since inception, this partnership between Air India and Travelport has presented impressive prospects. Now that we have had a glimpse of last year's performance, with respect to positive reflections on growth, cost and savings for our partner - Air India; the future only seems bright from here. As the sole GDS distributor of Air India's domestic content, we are aiming at easing the process, cutting down unnecessary stages and offering value-added advantage in booking Air India branded fares and ancillary services, both simply and seamlessly."

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**Notes to Editors:**

The table below confirms where Air India domestic and international flight content is available through global distribution systems.

	Points of sale within India	Points of sale outside of India
<b>Air India domestic flight content</b>	Travelport GDS <u>only</u>	Travelport GDS and other GDS(s)
<b>Air India international flight content</b>	Travelport GDS and other GDS(s)	Travelport GDS and other GDS(s)

**About Travelport ([www.travelport.com](http://www.travelport.com))**

Travelport is the technology company which makes the experience of buying and managing travel continually better, for everyone. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world’s leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel platform.

Travelport is one of the leaders in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides critical IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over \$2.5 billion in 2018, Travelport is headquartered in Langley, U.K., has over 3,700 employees and is represented in approximately 180 countries and territories.

**About ITQ ([www.itq.in](http://www.itq.in))**

InterGlobe Technology Quotient (ITQ), a strategic business unit of InterGlobe Enterprises, is a part of large Indian conglomerate established in 1989 and headquartered in Gurugram, InterGlobe employs more than 22,000 professionals globally through its various businesses leading in Aviation, Hospitality and Travel related services.

ITQ is an official distributor of Travelport in 6 markets across Asia Pacific region including India, Sri Lanka. Headquartered in Gurgaon, the company provides cutting edge travel technology solutions with unmatched inventory options to its customers helping them increase their productivity and business efficiency. With an extended network nearly 400 cities having 19 dedicated offices and 14 REPs, InterGlobe Technology Quotient reaches out to over 36,000 agency terminals, with two nationalised service centres and 16 training centres having state-of-the-art infrastructure and facilities matching international standards.

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