



## **Executive Travel Designates Travelport Primary Technology Partner**

Atlanta  
Oct 17, 2012

Travelport, the business services provider to the global travel industry, today announces a long term renewal with Executive Travel, a BCD affiliate and one of the Midwest's largest travel management companies based in Lincoln, NE. Under the terms of the agreement, Travelport will continue as Executive Travel's travel technology partner and provide access to travel content including air, hotel, car rental and cruise lines via its Apollo platform.

The agreement also provides Executive Travel with several strategic solutions including:

- industry leading e-Pricing™, to ensure travelers have the most advanced tools for shopping low fares,
- Agency Technology, smart technology to improve the time-consuming and costly manual aspects of the reservation management process, and
- Travelport Rapid Reprice™ (ARNE), an automated ticket repricing product.

Steve Glenn, chairman of the board and CEO, said, "We spent 12 months reviewing technology companies serving the travel management industry and were extremely impressed with the leadership and vision of the Travelport senior management team. Combining that vision with an open and flexible technology platform gave us the confidence to enter into this long term partnership."

Glenn added, "Executive Travel is using the Travelport platform to completely re-engineer the corporate travel management fulfillment process to allow its customer to lower the cost of airline, hotel, and car reservations and ticketing. Our new and exclusive travel management model is designed to provide corporate management and global procurement departments a completely open architecture to minimize the TMC fulfillment costs for both online and full service reservations. Managing corporate travel is changing at the speed of light. Our new partnership with Travelport provides us with a technology platform that allows us to respond quickly to industry changes and provides new and enhanced services to our customers that are consistent with our company's commitment to provide world-class service."

Scott Hyden, vice president and general manager, U.S. and Canada, Travelport, said, "We are delighted to extend Travelport's long-standing partnership with Executive Travel. We are investing in new technology to respond to emerging trends. Executive Travel's decision to choose Travelport is a glowing endorsement that Travelport has the solutions it needs in order to grow and succeed."

