



**INTERGLOBE**  
TECHNOLOGY QUOTIENT

**TRAVELPORT**  
Official Partner

## Delta Air Lines Signs Transformative Agreement with Travelport Driving Industry Retailing Innovation

*Travelport's partnership with Delta will maximize value for travel retailers, corporations and travelers*

Delta Air Lines and Travelport announced today a transformative global distribution agreement, designed to further enhance value-generation for the entire travel retailing ecosystem, including travel management companies, agencies, corporations, and travelers. The customer experience and value-based, multi-year content distribution agreement gives Travelport-connected travel buyers simplified access to Delta's enriched content through the Travelport+ platform with enhanced retailing capability to better understand, compare and customize offers for travelers.

"Our transformative new agreement with Travelport is another big step in elevating retailing in the indirect channel ecosystem for the benefit of all customers and stakeholders," said **Jeff Lobl, Managing Director of Global Distribution for Delta Air Lines**. "In addition to the value-based commercial model, we thank Travelport for their partnership and commitment to continually enhancing their agency workspace. This ensures customers have easier access to all products, whether they are a corporate traveler shopping within travel policy or a leisure traveler finding the right itinerary for their holiday."

Travelport continues to evolve its worldwide retailing platform, Travelport+, with the next generation retailing tools and merchandising capabilities that provide long term value to the travel agency channel. An intelligent, multi-product display gives Travelport-connected buyers the ability to easily access the wide array of available products from all of Travelport's global air partners, compare those to find the best options, and select the right choice for their customers.

"This new agreement emphasizes the shared commitment of both Travelport and Delta to improve the way airline products are retailed and make it easier for agents to help travelers choose offers that deliver the most value to them," said **Jason Clarke, Chief Commercial Officer, Travel Partners at Travelport**. "We look forward to continually evolving and delivering the tools that Delta and all of our travel partners need to effectively reach and engage the entire spectrum of buyers."

Delta's omni-channel, customer-centric approach invests across all channels to provide consumers with an elevated shopping experience within their preferred channel. This emerging approach to retail transformation will create value for all stakeholders in the ecosystem by enhancing traveler experiences and expanding customer choice.

"Today's announcement is another innovative milestone for Delta and the industry, as we continue to strengthen our partnerships for the benefit of our customers," said Lobl.

**Sandeep Dwivedi, Chief Operating Officer at InterGlobe Technology Quotient** said, "Futuristic and customer-centric is the way to go in this new decade. With this multi-year content distribution agreement, both Travelport and Delta Air Lines are taking that route by focusing on long-term value generation for travel agencies and the end-consumer, the traveler. This agreement will certainly elevate the way how travel products are traded and consumed."

**-Ends-**

## About Travelport

Travelport is a worldwide leader in travel retail. Our next-generation marketplace connects buyers and sellers that share our passion for delivering exceptional travel experiences. Unconflicted and independent, we are reinventing a simpler future for travel's complex ecosystem. We are a truly global company, operating in over 180 countries. Our headquarters are in London, United Kingdom.

## About ITQ

InterGlobe Technology Quotient (ITQ), a strategic business unit of InterGlobe Enterprises, holds leadership position in travel technology industry with its avant-garde travel technology solutions. Bringing nonpareil inventory options to travel agents' desktops and mobile phones, ITQ renders the process of travel booking and agency management, seamless. As sole distributor of Travelport in India, Sri Lanka, Maldives and Bhutan, ITQ invigorates the connection between travel agents and airlines through a vast network of data.

With innovation fuelling its operations since 2005, ITQ has been technologizing travel agents with inventory, interface and intelligence by being the neural system of travel agencies in India. Connected to nearly 200,000 agency terminals, ITQ serves over 13,000 customers, including travel management companies, online travel agencies and retail agencies, in almost 400 cities while providing unparalleled assistance through 24X7 helpdesk.

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## Travelport Official Partner

InterGlobe Technology Quotient is an independent Official Partner appointed by Travelport in India, Sri Lanka, Maldives and Bhutan, connecting buyers and sellers to industry-leading travel content through a single platform. Together, Travelport and its Official Partners are on a mission to power the future of travel. By focusing all our energy and expertise on connecting buyers and sellers of travel through a single, independent, unconflicted marketplace, Travelport is reinventing a better future for our industry.

For more information on ITQ and its business and financial solutions, visit [www.itq.in](http://www.itq.in)  
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**For any media related queries, please get in touch with our marketing team:**

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