



3 Ways to Improve Domestic Travel Business: GP Travel Enterprise 8.1

Online Webinar

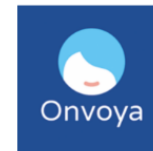
May 21, 2020

Your Reliable Technology Partner

GP Solutions is an established travel technology vendor delivering advanced and innovative travel solutions to hundreds of customers across the globe.

- ✓ 17+ years of experience in developing advanced software for travel
- ✓ 200+ IT-professionals passionate about travel
- ✓ 450+ successful IT-projects related to travel
- ✓ 350+ performed integrations of XML/JSON APIs of travel suppliers
- ✓ 300+ clients from more than 30 countries across the globe

Some of Our Clients





Maria

- ✓ Co-owner of GP Solutions and product director of GP Travel Enterprise
- ✓ 15 years experience in travel industry
- ✓ 18 years experience in IT sphere
- ✓ Market analysis and strategic product planning in terms of scope and functionality.
- ✓ Business communications with customers and partners
- ✓ Coordination of team work in GP Solutions



Alexandra

- ✓ Marketing Specialist at GP Solutions
- ✓ Market research and trends analysis
- ✓ Develop, implementation, and tracking of marketing strategy
- ✓ Assisting in outbound or inbound marketing activities
- ✓ Business communication with customers

“3 Ways to Improve Domestic Travel Business: GP Travel Enterprise 8.1”

- ✓ Main challenges of domestic travel
- ✓ What makes a good DMC Operator?
- ✓ Inventory management for travel products
- ✓ Integrations with partners and suppliers
- ✓ Loyalty programs for clients and upsell via partners or locally
- ✓ Scheduler to organize transfers and activities, rooming lists of hotels – keep everything under control
- ✓ Q&A

A woman with long dark hair, wearing a green shirt and a blue lanyard, stands at the front of a meeting room, gesturing with her hands as she presents. She is facing a group of people seated around a large conference table. The table is set with water bottles, coffee cups, and papers. In the background, a large screen displays a bar chart with three bars of increasing height. Below the chart, three circular callouts show percentages: 35%, 22%, and 15%. The room has large windows on the right side, letting in natural light.

Main Challenges of Domestic Travel

Key Challenges for Domestic Travel Business



Variety of Travel
Products



Clients' Satisfaction



Keeping Track




Flexibility in Staff



Response Time



Pricing Competition



What Makes a Good DMC Operator?

3 Ways to Success



Products



Distribution



Attention

A group of business professionals in white shirts and ties are gathered around a dark wooden conference table. One person's hand is pointing at a laptop screen which displays a large blue pie chart and several smaller bar and line graphs. On the table, there is a tablet with a flowchart, a pair of blue-rimmed glasses resting on a brown leather notebook, and some printed documents with charts. The scene is dimly lit, with a red curtain visible in the background.

Inventory Management for Travel Products

Inventory Management for Travel Products

Quick and Convenient Access to Travel Products with Ability to Add and Edit at Any Time



Inventory Management for Travel Products

Hotels

Name Supplier [Archive](#)

Country City Description for internal use

[Search](#) [Reset](#)

Found products: 2

[Create a new hotel](#) [Create a new contract for an existing hotel](#)

Results per page: 10

Name	Country	City	Supplier	Status	Actions
Hotel property	United Kingdom	Lond			
The Marble Arch Hotel	United Kingdom	Lond			

[Create a new hotel](#) [Create a new contract for an existing hotel](#)

Group excursion "Guided Wembley Stadium Tour"

[Information](#) [Prices](#) [Allotment](#)

[Info](#) [Catalogue](#) [Tourists](#) [Services](#) [Extra services](#) [Photo](#)

Services

Found services: 1

[Create](#)

[Back to list](#)

Name	Excursion code	Escort language	Type	Status
	3378	EN	Guide	Active

Results per page: 50

Hotel "The Marble Arch Hotel"

[Information](#) [Prices](#) [Availability](#)

Tariffs

[Daily rates](#) [Price lists](#) [Price lists for Surcharges](#) [Price lists for Extra services](#) [Discounts](#) [Penalties](#) [Commission](#)

Found tariffs: 5

[Create](#)

Name	Description for internal use	Currency	Effective dates	Acti
ABC Tour			26.04.2019 - 31.03.2020	Acti
Conference Product			15.02.2020 - 13.03.2020	Acti
Daily rates with VAT			26.07.2018 - 23.11.2019	Acti
Early booking			01.06.2017 - 17.12.2017	Acti
Standard			01.06.2017 - 31.12.2020	Acti

[Create](#)

Summary **Categories**

Period (from - to): 12.05.2020 - 12.06.2020 Source: All

* Extra services: All (Allocated / Booked / Available)

[Show](#)

Search for: 12.05.2020 - 12.06.2020, partner: All, category: All, service: All

Day of week	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Description
Date	12.05	13.05	14.05	15.05	16.05	17.05	18.05	19.05	20.05	21.05	22.05	23.05	24.05	
Total	R 20	20	20	20	20	20	20	20	20	20	20	20	20	
Allotment	R 20	20	20	20	20	20	20	20	20	20	20	20	20	
Release	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	1 days	
- Not	R 20	20	20	20	20	20	20	20	20	20	20	20	20	
- Other	R 10	10	10	10	10	10	10	10	10	10	10	10	10	
- Deluxe	R 10	10	10	10	10	10	10	10	10	10	10	10	10	
- Free sale TO	R 20	20	20	20	20	20	20	20	20	20	20	20	20	
- Other	R 10	10	10	10	10	10	10	10	10	10	10	10	10	
- Deluxe	R 10	10	10	10	10	10	10	10	10	10	10	10	10	
On Request														

Legend:

- No date
- Sales limit
- Sales limit with overbook
- Undefined
- Terminated allotment
- On request
- Release
- Blockout

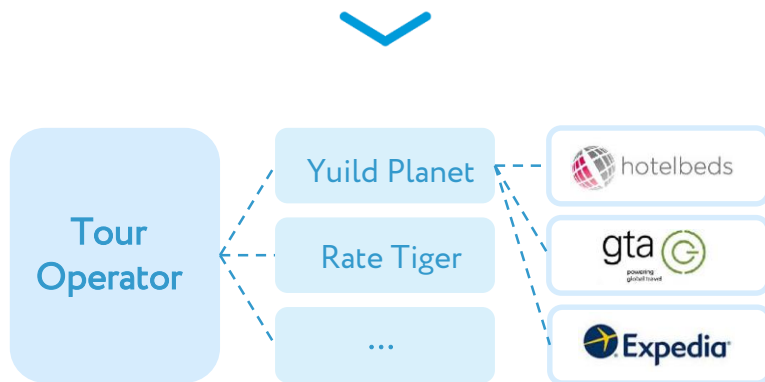


Integrations with Partners and Suppliers

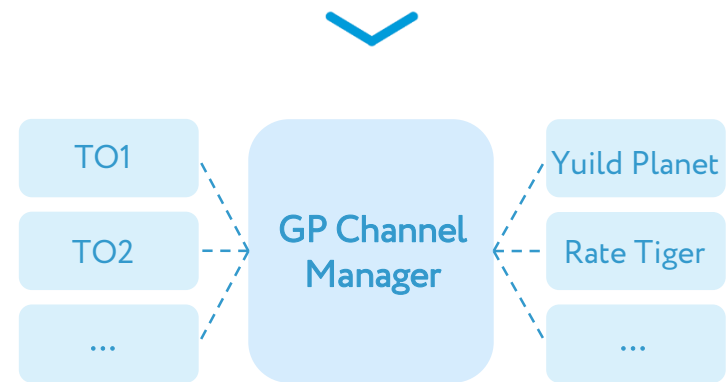
Integrations with Partners and Suppliers

Flexibility and Access for making integrations with partners and suppliers

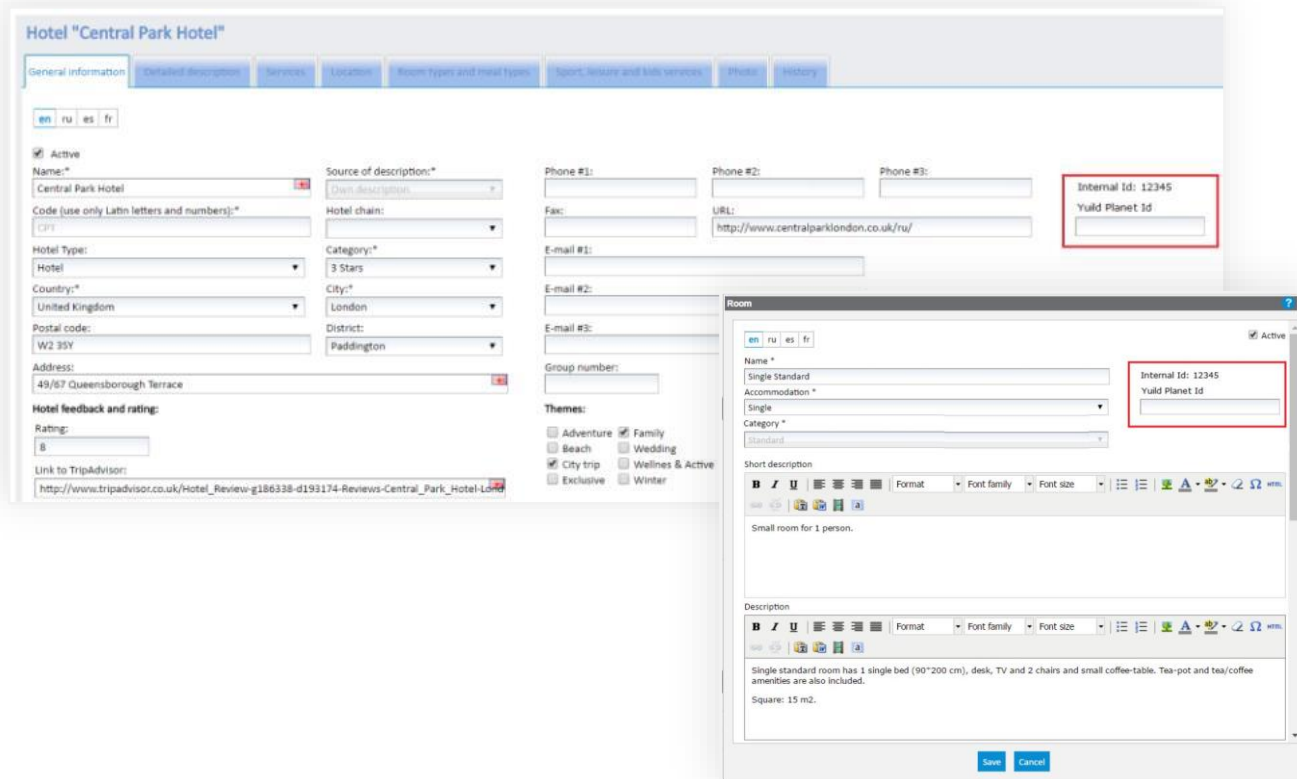
Connection via API to other partners



Integration with Channel Managers



Integrations with Partners and Suppliers



The screenshot displays the 'Hotel Central Park Hotel' management interface. The main window shows the 'General information' tab with various fields for hotel details. A red box highlights the 'Internal Id: 12345' and 'Yield Planet Id' fields. An inset window titled 'Room' shows details for a 'Single Standard' room, also with a red box highlighting its 'Internal Id: 12345' and 'Yield Planet Id' fields.

Hotel "Central Park Hotel"

General information | Detailed description | Services | Location | Room types and hotel types | Sport, leisure and kids services | Photos | History

en ru es fr

☒ Active

Name: *
Central Park Hotel

Code (use only Latin letters and numbers): *
CPT

Hotel Type: *
Hotel

Country: *
United Kingdom

Postal code: *
W2 3SY

Address: *
49/67 Queensborough Terrace

Hotel feedback and rating:
Rating: *
8

Link to TripAdvisor:
http://www.tripadvisor.co.uk/Hotel_Review-g186338-d193174-Reviews-Central_Park_Hotel-Lond

Source of description: *
Own description

Hotel chain: *
3 Stars

Category: *
3 Stars

City: *
London

District: *
Paddington

Phone #1:
Phone #2:
Phone #3:
Fax:
URL: <http://www.centralparklondon.co.uk/ru/>

E-mail #1:
E-mail #2:
E-mail #3:
Group number:

Themes:
☐ Adventure ☒ Family ☐ Beach ☐ Wedding ☒ City trip ☐ Wellness & Active ☐ Exclusive ☐ Winter

Internal Id: 12345
Yield Planet Id

Room

en ru es fr ☒ Active

Name: *
Single Standard

Accommodation: *
Single

Category: *
Standard

Short description:
Small room for 1 person.

Description:
Single standard room has 1 single bed (90*200 cm), desk, TV and 2 chairs and small coffee-table. Tea-pot and tea/coffee amenities are also included.
Square: 15 m2.

Save Cancel

A high-angle, close-up photograph of a person's hands typing on a silver laptop keyboard. The person is wearing a light-colored, long-sleeved button-down shirt and a black wristwatch on their left wrist. The laptop is open on a light-colored wooden desk. In the background, a white external keyboard and a white computer mouse are visible. Several sheets of paper with blue charts and graphs are scattered on the desk. The overall lighting is soft and professional, with a slight blue tint. The text "Loyalty Programs for Clients and Upsell" is overlaid in white, bold, sans-serif font across the center of the image.

Loyalty Programs for Clients and Upsell

Loyalty Programs for Clients and Upsell

Personal attention for clients and ability to make combined reservations with various services

5089 In progress	Common Hanz Mueller	Hanz Mueller	Mrs. Monica Black	BAH-FRA Germany, Frankfurt am Main Bahrain, Bahrain - Germany, Frankfurt am Main 30.05.2020 - 30.05.2020		Monica Black	Amadeus QLAQLB	CAD 732.53	CAD 879.04	Approval is not required	62
5090 In progress	Common Hanz Mueller	Hanz Mueller	Mrs. Monica Black	SVO-RIX Latvia, Riga Russia, Moscow - Latvia, Riga 21.06.2020 - 21.06.2020		Monica Black	Amadeus QLBG86	CAD 163.69 Commission: CAD 1.64	CAD 172.39	Approval is not required	12
5076 In progress	Common Hanz Mueller	Hanz Mueller	Ms. Anna Ivanova	SVO-RIX, RIX-SVO Latvia, Riga Russia, Moscow - Latvia, Riga - Russia, Moscow 12.06.2020 - 12.06.2020		Anna Ivanova	Amadeus QGA3G7	CAD 0.00	CAD 0.00	Approval is not required	0

Products Calculation VAT Sales terms Cross-rates Cancellation fees Grouping **Loyalty** Tags

Currency: EUR

Name	Currency
Points for bookings	USD

[Edit](#) [Delete](#)

View loyalty program

Loyalty program info

Name * Active

All

Category	Points	%	+	-
Activities	5	%		
Flights	10	%		
Hotels	8	%		
Transfers	5	%		
Other	0	%		

[Save](#) [Cancel](#) [Close](#)

Service

Hotel: The Marble Arch Hotel *****

Address: London, United Kingdom
35 Great Cumberland Place, Westminster-Borough
Check in: 04.03.2020 after 12:00
Check out: 05.03.2020 before 12:00
Stay duration: 9 night

Supplier: The Marble Arch London Hotel
Ref # 101101
Hotel Confirmation # 10110101
VISA Visa services are not supported
Service team: 10110101
Service manager: 10110101

Room	Room type	Additional services	Guests	Custom fields	Comments
Deluxe double room	room only	Mr. Anna-Abc Nationality Germany Mr. Abc-Abc Nationality Germany			

London Useful Links and Comments

Transportation
Taxi: 2 GBP per km
Services Uber, TaxiTransfers (+23825103) - Underground - 6 GBP single, 10 GBP daily rates
Map: www.london.co.uk
London underground map

Activity: Excursion in London

Private
Unidentified
Start date and time: 04.03.2020 10:00
Location: Great London, London
Room plan: The Marble Arch Hotel (1 Great Cumberland Place, Westminster-Borough)
Duration (in hours): 2

Supplier: UNKONIC
Ref # 123123
Service team: 10110101
Service manager: 10110101

Service	Traveller count	Tourism	Language	Extra services	Comments
1 Private 1000, EN	1	Anna-Abc Nationality Germany	EN (German)		

Extra service: Safari camp

Date: 03.03.2020

Supplier: ABC Supplier
Ref # 123
Service team: 10110101
Service manager: 10110101
Tourism

Status: Confirmed

Client: GBP 31.000
Approval: 31.000
Points: 31.000
Back transfer: 31.000

Status: Confirmed

Client: GBP 31.000
Approval: 31.000
Points: 31.000
Back transfer: 31.000

Status: Confirmed

Client: GBP 11.000
Approval: 11.000
Points: 11.000
Back transfer: 11.000

A person is working at a desk with a laptop and a tablet. The person's right hand is holding a white pen and writing on a piece of paper. Their left hand is touching the screen of a tablet, which displays a bar chart and a line graph. The laptop is open to the left, and the background is softly blurred, showing a window with natural light.

Scheduler to Organize Transfers and Activities

Scheduler to Organize Transfers and Excursions

Scheduler

Service:
 Status:
 Guide:

Program type:
 Date: -
 Driver:

Program:

[Search](#) [Reset](#)

[Standard mode](#)

Found groups: 28

Results per page: 50

[Edit](#) [Merge](#)

#	Group number	Date	Program	Service	Program type	Tourists #	Guide	Driver	Status
<input type="checkbox"/>	3304866	16.04.2020 09:00	Madrid walking tour	Activity	Shared	3	Nikolai Semenov		Done
<input type="checkbox"/>	3382923	02.04.2020 10:00	Excursion in London	Activity	Individual	1	Nikolai Semenov	Arseni Arsenev	Done
<input type="checkbox"/>	3326438	27.03.2020 00:00	Conference in Hilton	Activity	Individual	1			New
<input type="checkbox"/>	3209521	04.03.2020 10:00	Excursion in London	Activity		1			In progress

Found groups: 19

Results per page: 50

[Edit](#) [Merge](#)

#	Group number	Date	Program	Service	Program type	Tourists #	Guide	Driver	Status
<input type="checkbox"/>	3380211	21.04.2020 12:00	Cancun Airport - Hotel (GROUP)	Transfer	Shared	1			In progress
<input type="checkbox"/>	3135754	03.12.2019 10:00	Airport London Heathrow to hotel in London (shared) (GROUP)	Transfer		1			In progress
<input type="checkbox"/>	3136369	03.12.2019 10:00	Airport London Heathrow to hotel in London (shared) (GROUP)	Transfer		0		Arseni Arsenev	New

Room Lists Reports



Room Lists Reports

Rooming List - Hotels

Period from 29.04.2020 to 13.05.2020

Check in date: 18.06.2020

United Kingdom, London

Hotel Garden View (Testing) (2*)

Order №	№	Surname/Name	Citizenship	Accommodation	Meal Type	Supplier	Status	Supplier reference	Comments
5131	1	Duck Dan	Germany	Single Room, Standard	Bed & Breakfast	Travco	Confirmed	SD14372/01	

Rooming List - Excursions

Period from 01.02.2020 to 13.05.2020

Date: 02.03.2020

Excursion KidZania London (Shared)

Order №	№	Surname/Name	Citizenship	Time of departure	Pickup Location	Drop off Location	Duration (in hours)	Language	Status	Comments
4732	1	Jo Jame	Germany						Confirmed	

Date: 04.03.2020

Excursion Excursion in London (Private)

Order №	№	
4764	1	Al

Rooming List - Transfers

Period from 01.02.2020 to 13.05.2020

Date: 23.03.2020

Transfer Prague, V?clav Havel Int. Airport (PRG) - Prague (Prague City Center zone) (GROUP)

Order №	№	Surname/Name	Time of departure	Pickup Location	Drop off Location	Status	Comments
4883	1	Gates Bill	10:00:00	Czech Republic, Prague, airport Vaclav Havel Airport Prague (PRG) (Flight: 145624, PRG, 23.03.2020 10:00:00)	Czech Republic, Prague, 13000, DALIMILOVA,10	Error	



Questions and Answers

Dear Colleagues!

We hope that you have found this presentation valuable and useful for your business.

Please, tell us if you have any questions to discuss that were unclear or you have some other ideas for business. We will be glad to answer all your questions.

Additionally, you can contact us using this email sales@software.travel



Thank You for Attention!

Your Global Partner
For Enterprise Travel Software

www.software.travel