



Cut Down Your Costs Through Automation: GP Travel Enterprise 8.0

Online Webinar

May 7, 2020



Maria Bondarenko

- ✓ 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

“Cut Down Your Costs Through Automation: GP Travel Enterprise 8.0”

- ✓ Travel company automation is the future
- ✓ Automation of data management for the company
- ✓ Auto-generation of travel documentation
- ✓ Partners' work automation using the single solution
- ✓ Receiving analytics and smart decisions in one place
- ✓ Q&A

A woman with glasses and a dark sleeveless top stands in front of a large digital screen, gesturing with her hands. The screen displays a complex collage of icons and diagrams related to technology and data, including a central circular network diagram, a bar chart labeled 'DATA ANALYSIS', a line graph, a globe, a cloud, a magnifying glass, a smartphone, a clock, and various arrows and nodes. The audience, seen from behind, is seated in the foreground. The background is a brick wall.

Travel Company Automation is the Future

Types of Business Automation



Marketing and eCommerce automation



Business process automation



Robotic process automation



Inventory management automation

Reasons Every Business Needs Automation



Adapt
to Market Demand



Reduce
Labor Cost



Optimize
Workforce Allocation



Minimize
Human Errors



Increase
Employee Satisfaction



Enhance External
Partner Communication



Deliver a Consistent
Customer Experience

Automatic Work VS Manual Work

✓ Manual mode of work

Scenario description	Bookings (quantity)	Time for one booking (hours)	Total efforts (hours)
<ul style="list-style-type: none"> - 2 managers - Different Excel files with price lists - Bookings in e-mails and then separately send to accounting – - At the end of the day make money collection report and report manually bookings to statistics 	100	0,5	50

✓ Automatic mode of work

Scenario description	Bookings (quantity)	Time for adding prices lists (hours)	Total efforts (hours) inc.5% of manual work
<ul style="list-style-type: none"> - Price list is entered once - Booking is made automatically by partner (only 5% of bookings needs manual mode) - Information is automatically transferred to accounting - Management always has access to actual data 	100	8	9,25



**Automation of data
management for the company**

Single Place for Data Management

Centralized storage of all business data in one system – is the key for transparency of your business



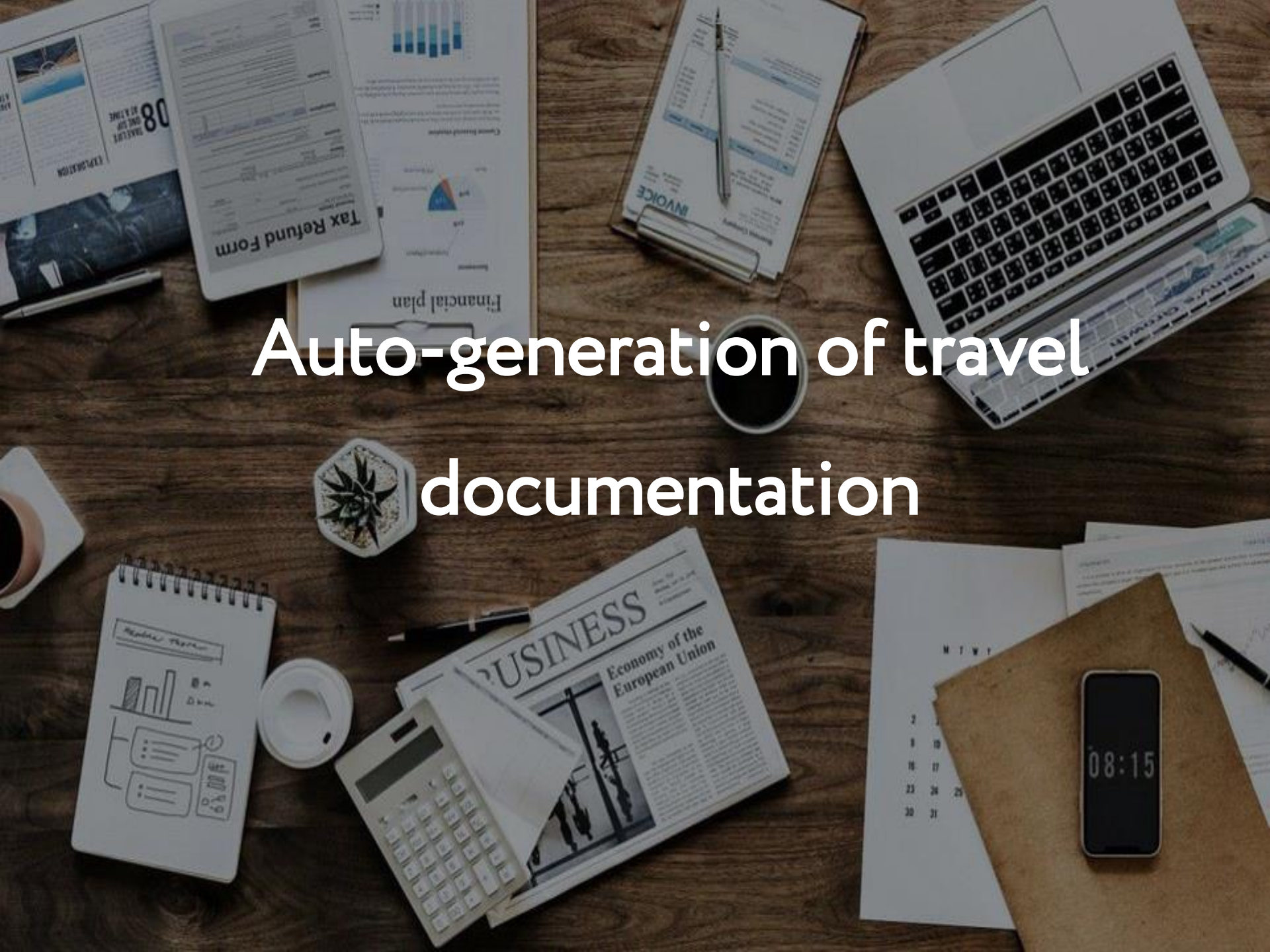
Single Place for Data Management

	Name	Alias	Company code	Type	Country	City	Phone	Group of contracts	Manager	Stage	E-mail	Registration
<input type="checkbox"/>	Happy Travel	happy2	1kh09	Travel agency	Germany	Berlin	123456789		Diana Efimchik	Client	happy@test.com	29.08.2017
<input type="checkbox"/>	Special Tours	special2	1kh74	Tour operator	United Kingdom	London	123456789		Victor Victorov		special@test.com	29.08.2017
<input type="checkbox"/>	PASHA TRAVEL		1m71v	Travel agency	Azerbaijan	Baku	+994502351199		Sebastian		parvana.agayeva@pashatravel.az	15.09.2017

	Name	Country	City	Phone	E-mail	Registration	Number of reservations
<input type="checkbox"/>	Sunhotels	Spain		+34 871 955 649	service@sunhotels.net	31.05.2016	125
<input type="checkbox"/>	Sabre	Russia	Moscow	(499) 929 5080	russia@sabre.com	20.01.2016	99
<input type="checkbox"/>	AutoEurope	United States of America	Portland, Maine	1-888-223-5555	reservations@autoeurope.com	20.01.2016	4
<input type="checkbox"/>	UES	Russia	Moscow			16.12.2014	0
<input type="checkbox"/>	CarTrawler	United States of America	Seattle, Washington	+ 1 (206) 659 0807		19.07.2013	8
<input type="checkbox"/>	Academicservice	Russia	Moscow	+7 (495) 660-90-90	info@acase.ru	19.07.2013	51
<input type="checkbox"/>	Amadeus	Spain	Madrid	+34 91 582 0100	info@amadeus.com	27.10.2011	113

	Reservation number	Company	Manager	Client	Service	Status	Travelers	Supplier	Service manager	Supplier	Client	Approval	Corporate policy	Loyalty points
<input type="checkbox"/>	5104 in progress	Common Hanz Mueller	Hanz Mueller	Mr. Andry White	TXL-CDG, CDG-TXL France, Paris Germany, Berlin - France, Paris - Germany, Berlin 06.06.2020 - 07.06.2020	✓	Andry White (+1)	Amadeus RFRQ82		CAD 483.58	CAD 504.68	Approval is not required		36
<input type="checkbox"/>	5100 in progress	Common Hanz Mueller	Hanz Mueller	Mr. Andry White	TXL-CDG, CDG-TXL France, Paris Germany, Berlin - France, Paris - Germany, Berlin 06.06.2020 - 07.06.2020	✓	Andry White (+1)	Amadeus QM4ZBH		CAD 519.24	CAD 543.74	Approval is not required		38
<input type="checkbox"/>	5099 in progress	Common Hanz Mueller	Hanz Mueller	Mrs. Monica Black	Motel One Berlin - Alexanderplatz Germany, Berlin 16.05.2020 - 17.05.2020	✓	Monica Black (+1)	Own Supplier		EUR 50.00	EUR 72.00	Approval is not required		7

Auto-generation of travel documentation




Auto-generation of Travel Documentation

Quick and beautiful documents based on pre-defined templates




Auto-generation of Travel Documentation

 GP Solutions

Common
Phone(s): 123456789
Email: test@gpsolutions.com

Accommodation Voucher
Reservation #: 00005099
16 May 2020 - 17 May 2020 (1 night)


ACCOMMODATION



Motel One Berlin - Alexanderplatz
★★★★★
Mitte, Berlin Berlin
Distance from center

Check in: 16 May 2020 (Sat) after 14:00
Check out: 17 May 2020 (Sun) before 12:00
Guests: Mrs. MONICA BLACK, Ms. MARY BROWN

Room type	Meal type
Double	Room Only

 GP Solutions

Common
Lise-Meltner-Str. 111 Unterschleißheim
Munich, Germany
SWIFT
Priorbank


Invoice № 368

For: Mrs. Monica Black
E-mail: test@gpsolutions.com

No	Service	
1	ACCOMMODATION Ref# / PNR: Hotel Motel One Berlin - Alexanderplatz Germany, Berlin, Mitte, Berlin 16.05.2020 - 17.05.2020 Room type: Double Board type: Room Only Tourists: Monica Black, Mary Brown Tariff: Standard	72.00 EUR

Pay invoice to 14.05.2020 08:29


Total: 72.00 EUR


 GP Solutions

Common
Phone(s): 123456789
Email: test@gpsolutions.com


Itinerary
Order №: 00004883
23.03.2020 - 27.03.2020

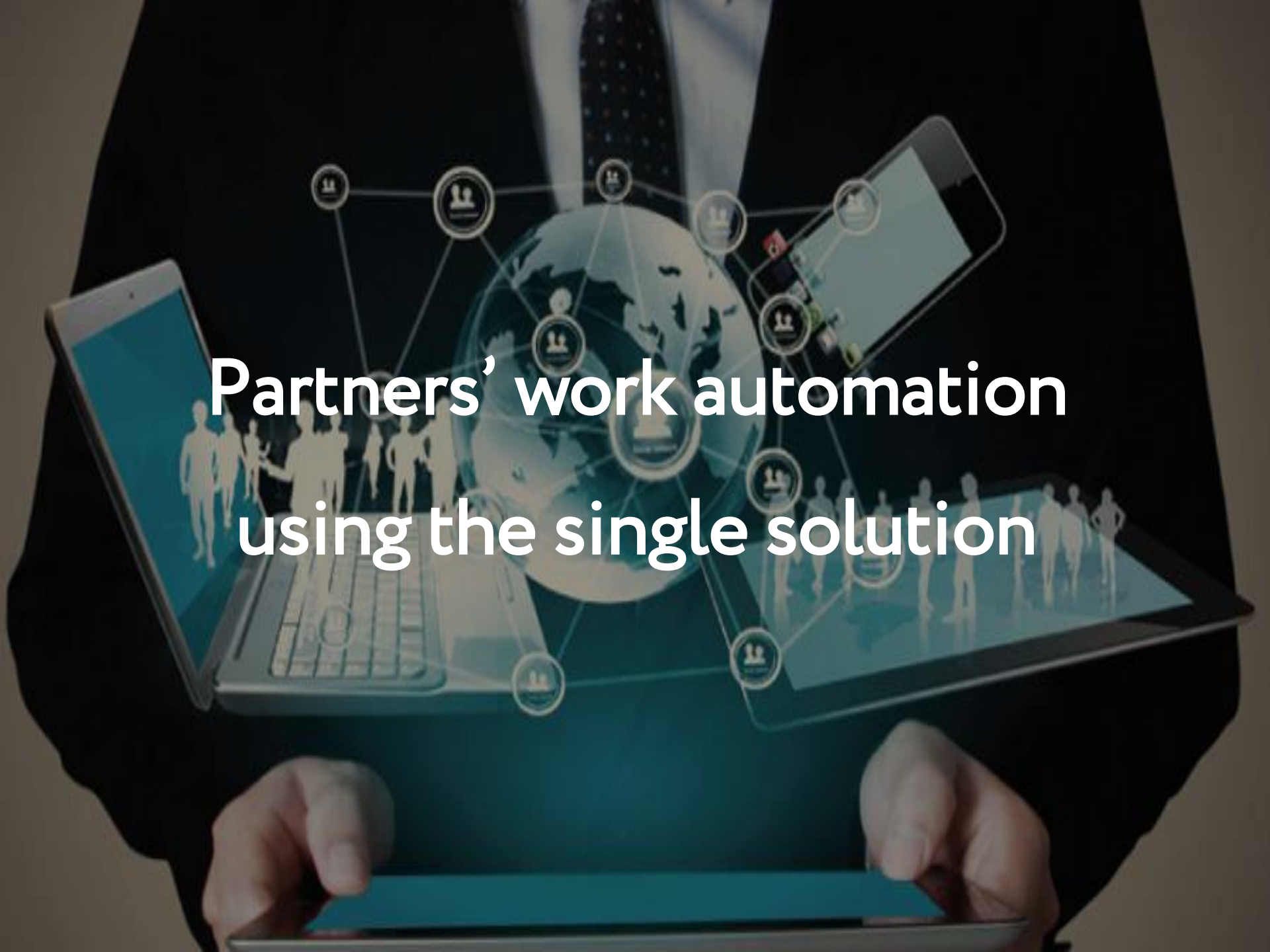
Monday, 23 March, 2020

Flight  **Moscow (SVO) - Prague (PRG)**
OK, 899, Economy (P)
08:10 • Departure from Moscow
09:00 • Arrival to Prague

Hotel  **Apartment Amendment**
Prague, Czech Republic, Kamenická 23, 170 00 Praha, Czechia
APARTMENT ONE BEDROOM, ROOM ONLY
00:00 • Check-in

Friday, 27 March, 2020

Hotel  **Apartment Amendment**
Prague, Czech Republic, Kamenická 23, 170 00 Praha, Czechia
APARTMENT ONE BEDROOM, ROOM ONLY
00:00 • Check-out

A person in a dark suit and tie is holding a tablet. Overlaid on the image is a digital graphic featuring a central globe with a network of lines and circular icons containing human figures. Several smartphones and a laptop are also depicted, some showing silhouettes of people. The overall theme is global connectivity and work automation.

Partners' work automation
using the single solution

Partner's Work Automation

Comfortable access for clients and suppliers in one single application



Online booking on web site for travelers



Private cabinet for agents and corporate clients with their specifics

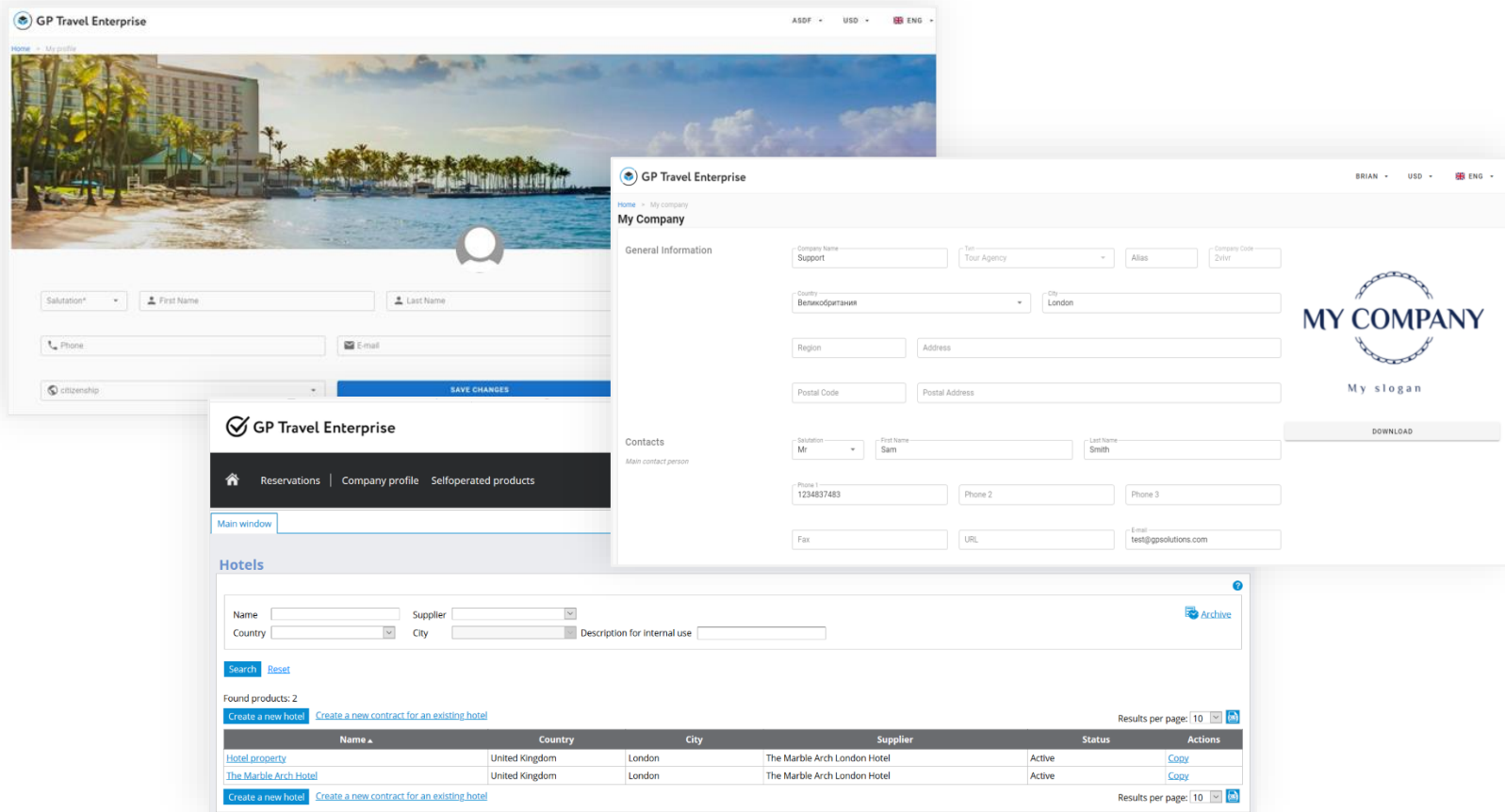


Extranet for suppliers



API to connect online with those who have their own automation systems

Cabinets for Suppliers and Clients



The image displays three overlapping screenshots of the GP Travel Enterprise web application interface.

Top Left Screenshot: User Profile

Header: GP Travel Enterprise, ASDP, USD, ENG

Navigation: Home, My profile

Profile Fields:

- Salutation*
- First Name
- Last Name
- Phone
- E-mail
- citizenship
- SAVE CHANGES

Top Right Screenshot: Company Information

Header: GP Travel Enterprise, BRIAN, USD, ENG

Navigation: Home, My company

Section: My Company

General Information:

- Company Name: Support
- Tour Agency: [dropdown]
- Alias: [dropdown]
- Company Code: 23191
- Country: Великобритания
- City: London
- Region: [dropdown]
- Address: [dropdown]
- Postal Code: [dropdown]
- Postal Address: [dropdown]

Contacts:

- Salutation: Mr
- First Name: Sam
- Last Name: Smith
- Phone 1: 1234837483
- Phone 2: [dropdown]
- Phone 3: [dropdown]
- Fax: [dropdown]
- URL: [dropdown]
- E-mail: test@gpsolutions.com

MY COMPANY logo and My slogan

DOWNLOAD button

Bottom Screenshot: Hotels Search Results

Header: GP Travel Enterprise

Navigation: Reservations, Company profile, Selfoperated products

Main window

Hotels

Search filters:

- Name: [dropdown]
- Country: [dropdown]
- Supplier: [dropdown]
- City: [dropdown]
- Description for internal use: [dropdown]
- Search, Reset

Found products: 2

Buttons: 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	London	The Marble Arch London Hotel	Active	Copy
The Marble Arch Hotel	United Kingdom	London	The Marble Arch London Hotel	Active	Copy

Buttons: Create a new hotel, Create a new contract for an existing hotel

Results per page: 10

A person is sitting at a wooden desk, working. They are holding a smartphone in their left hand and a pen in their right hand, writing on a notepad. A laptop is open in front of them, displaying a social media dashboard. A cup of coffee with a latte art is on the desk to the left. The background is a blurred office or home setting.

Smart Notifications and Auto Control

Smart Notifications and Auto Control

Smart and auto notification templates for customers and suppliers



Notifications and reminders

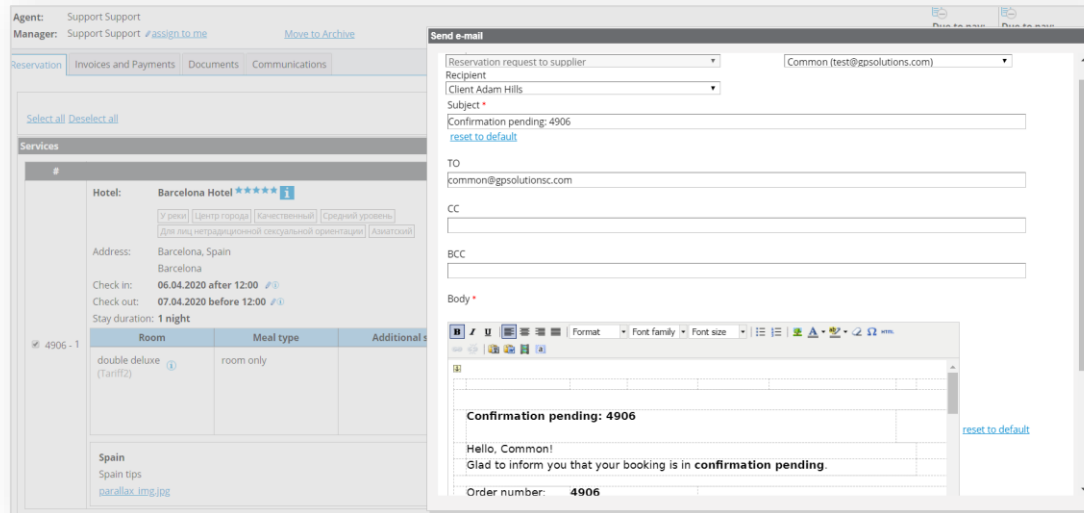


Auto-cancellation before fees



Mass mailing

Smart Notifications and Auto Control



The screenshot displays a web interface for managing reservations. On the left, a reservation for 'Barcelona Hotel' is shown with details: check-in on 06.04.2020, check-out on 07.04.2020, and a stay duration of 1 night. The room is 'double deluxe' and the meal type is 'room only'. On the right, an email template is shown for sending a confirmation pending message to 'Common (test@gpsolutions.com)'. The email body includes a greeting, a confirmation message for reservation 4906, and the order number.

Cancellation penalties for reservations 1785

Test Tour

Attention!

Below there is the list of reservations that are unpaid and for which cancellation fees will be applied soon:

Sr #	Travel Agency	Country	Travel Product	Reservation #	Description	Travel Dates	Travelers	Cost	Cancellation Fees	Agent
1	Test Tour	France	Hotel	1785	Marble Hotel	12 May 2020 - 15 May 2020	Qwerty Qwerty	USD 75.00	From 09 May 2020 00:00 cancellation fee is USD 75.00	Test

Analytics and Smart Decisions in One Place

```
[cpu] done / done / password found / operation 129 22 /  
[cpu] negative / negative / (not found) / operation 2288 /  
[cpu] done / negative / error 001 /  
[cpu] error / error / restart /  
[cpu] done / done / access / complete / operation 122 334  
[cpu] error /  
[cpu] negative / analyzing / operation 552 390  
[cpu] preparation complete / code xxx000x0xxx0x0
```



Analytics and Smart Decisions in One Place

Analytic data is the key for smart decisions in travel business



Reports



Dashboards

Analytics and Smart Decisions



Turnovers by products

Period from 30.03.2020 to 30.04.2020

Product	Number of services	Net total, EUR	Gross total, EUR	Commission, EUR	Total income, EUR	Average order price, EUR
Accommodation	42	10521.10	13450.31	1.51	2927.69	320.25
Extra service	5	1220.00	1384.00	0.00	164.00	276.80
Transfer	3	87.62	155.19	0.00	67.57	51.73
Flight/Charter	2	320.00	460.80	0.00	140.80	230.40
Activity	2	209.22	296.39	0.00	87.17	148.20
Grand total	54	12357.95	15746.69	1.51	3387.24	291.61

Income comparison

- Accommodation (2927.69 EUR)
- Extra service (164.00 EUR)
- Transfer (67.57 EUR)
- Activity (87.17 EUR)
- Flight/Charter (140.80 EUR)

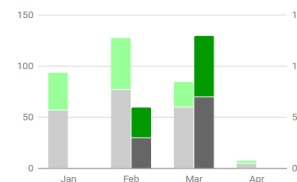
Summary

10 reservations

turnover
EUR 1810.43

profit
EUR 221.16

Reservations by Months



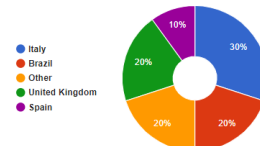
Top Clients / Distributors

		Turnover
	GP Demo	1 EUR 1697.12
	Rally Jackson	2 EUR 1275.53
	Ana Costa	1 EUR 173.35
	Harry Potter	2 EUR 146.17
	Happy Travel	1 EUR 113.31
	David Jackson	1 EUR 70.59
	Herold Hauke	1 EUR 31.49

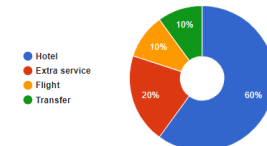
Top Agents

		Turnover
	Hanz Mueller	1 EUR 1665.63
	Sabina Schwarz	1 EUR 113.31
	Olivia Subarzo	1 EUR 31.49

Top Destinations



Top Products





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