GP Solutions

Cut Down Your Costs Through Automation: GP Travel Enterprise 8.0

Online Webinar

May 7, 2020

GP Solutions

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

Agenda

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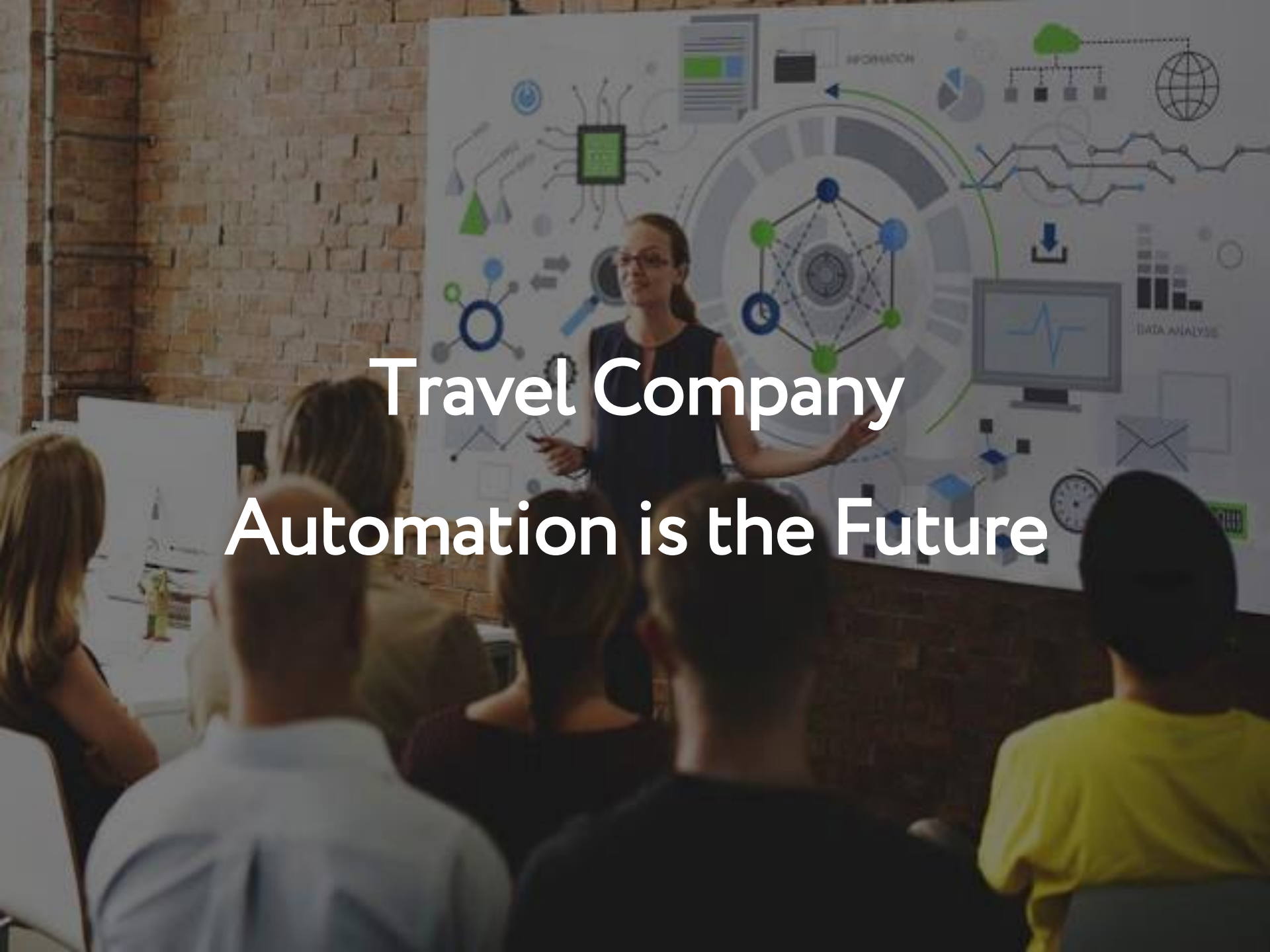
“Cut Down Your Costs Through Automation: GP Travel Enterprise 8.0”

- ✓ 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


Travel Company
Automation is the Future

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Types of Business Automation

Marketing and eCommerce automation

Business process automation

Robotic process automation

Inventory management automation

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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

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Automatic Work VS Manual Work

✓ **Manual mode of work**

Scenario description	Bookings (quantity)	Time for one booking (hours)	Total efforts (hours)
- 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
- 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

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Single Place for Data Management

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

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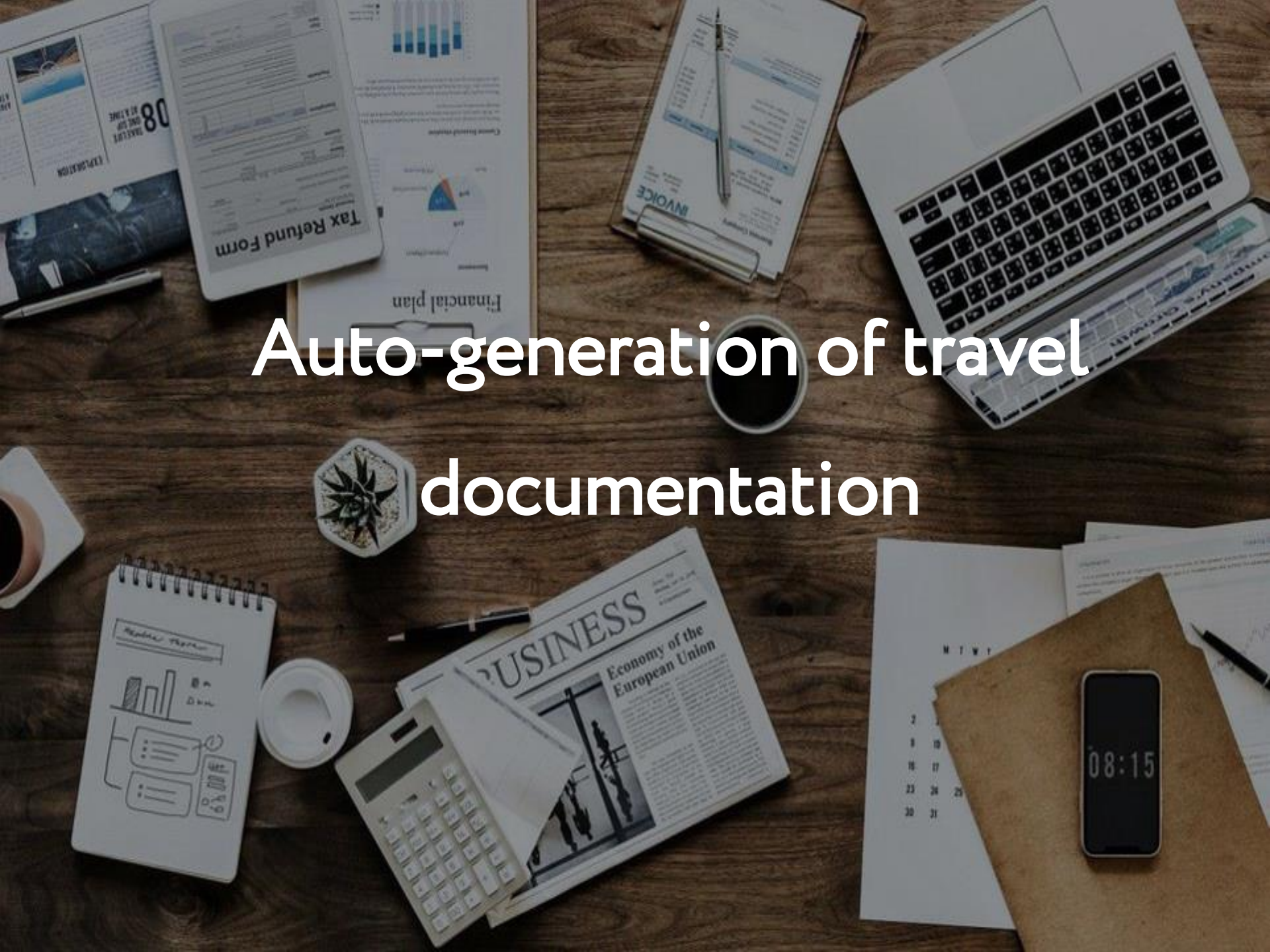
Single Place for Data Management

	Name	Alias	Company code	Type	Country	City	Phone	Group of contracts	Manager	Stage	E-mail	Registration
	Happy Travel	happy2	1kh09	Travel agency	Germany	Berlin	123456789		Diana Efimchik	Client	happy@test.com	29.08.2017
	Special Tours	special2	1kh74	Tour operator	United Kingdom	London	123456789		Victor Victorov		special@test.com	29.08.2017
	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
	Sunhotels	Spain		+34 871 955 649	service@sunhotels.net	31.05.2016	125
	Sabre	Russia	Moscow	(499) 929 5080	russia@sabre.com	20.01.2016	99
	AutoEurope	United States of America	Portland, Maine	1-888-223-5555	reservations@autoeurope.com	20.01.2016	4
	UFS	Russia	Moscow			16.12.2014	0
	CarTrawler	United States of America	Seattle, Washington	+ 1 (206) 659 0807		19.07.2013	8
	Academservice	Russia	Moscow	+7 (495) 660-90-90	info@acase.ru	19.07.2013	51
	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
	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
	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
	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

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Auto-generation of Travel Documentation

Quick and beautiful documents based on pre-defined templates

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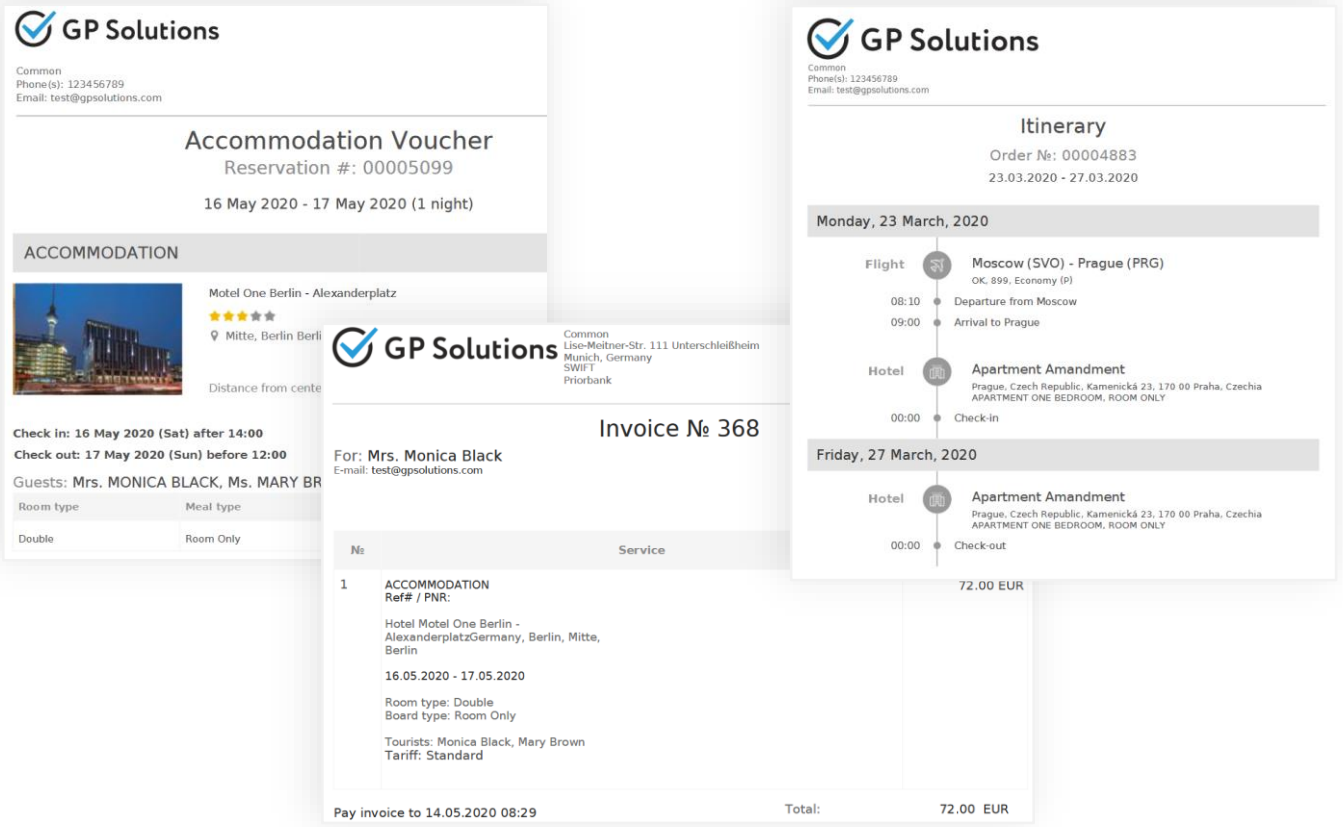
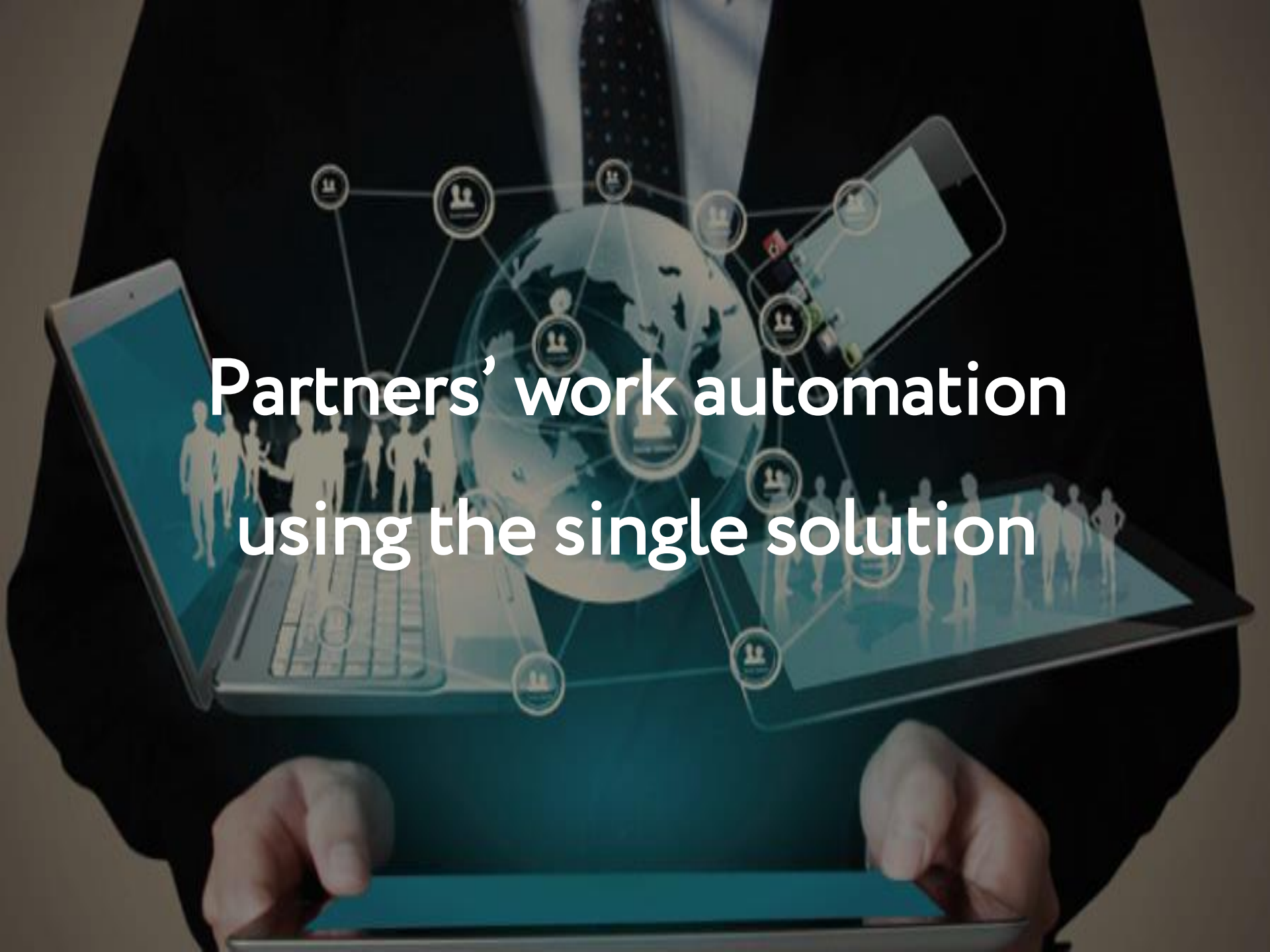
Auto-generation of Travel Documentation




Partners’ work automation
using the single solution

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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

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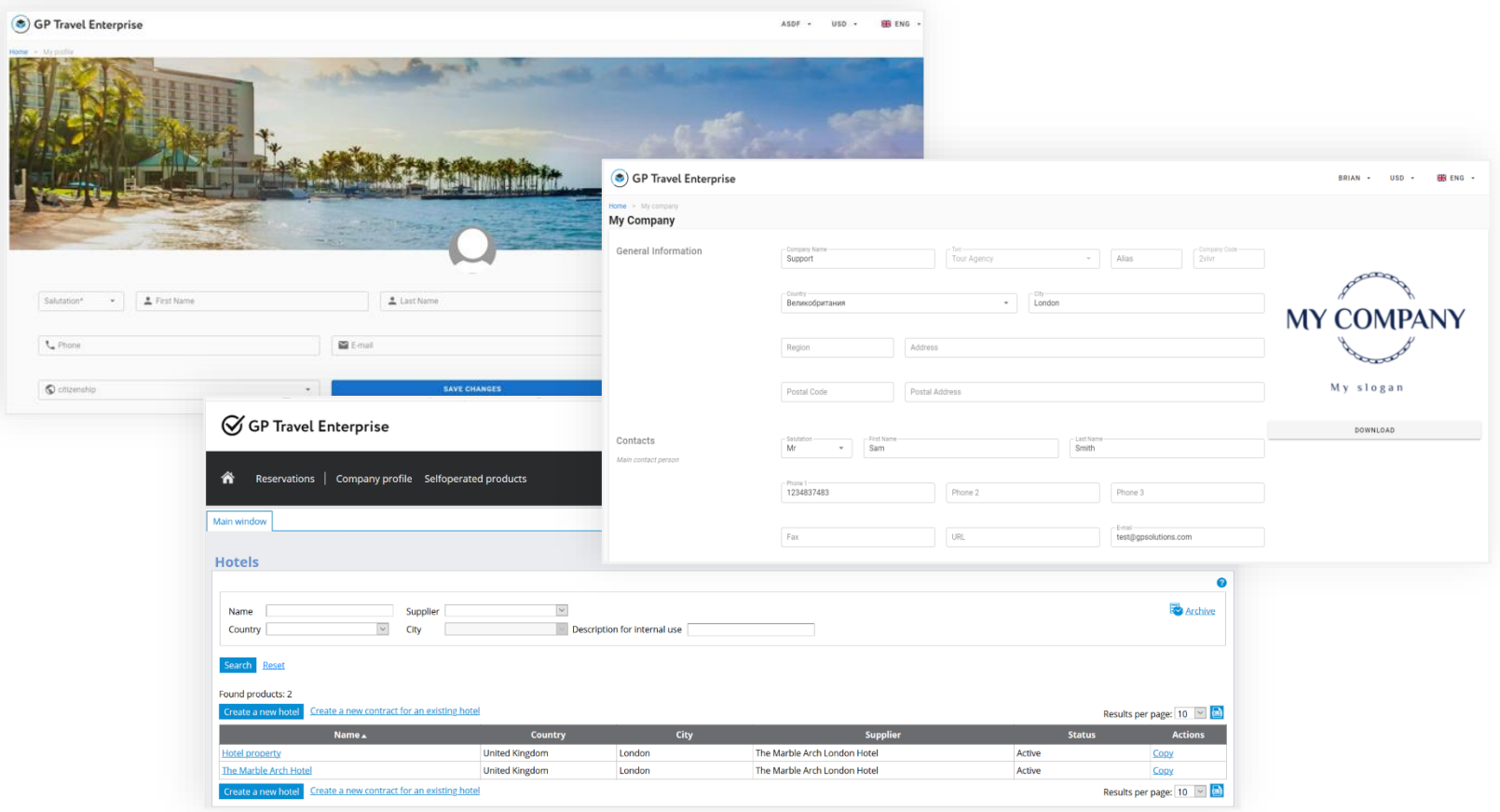
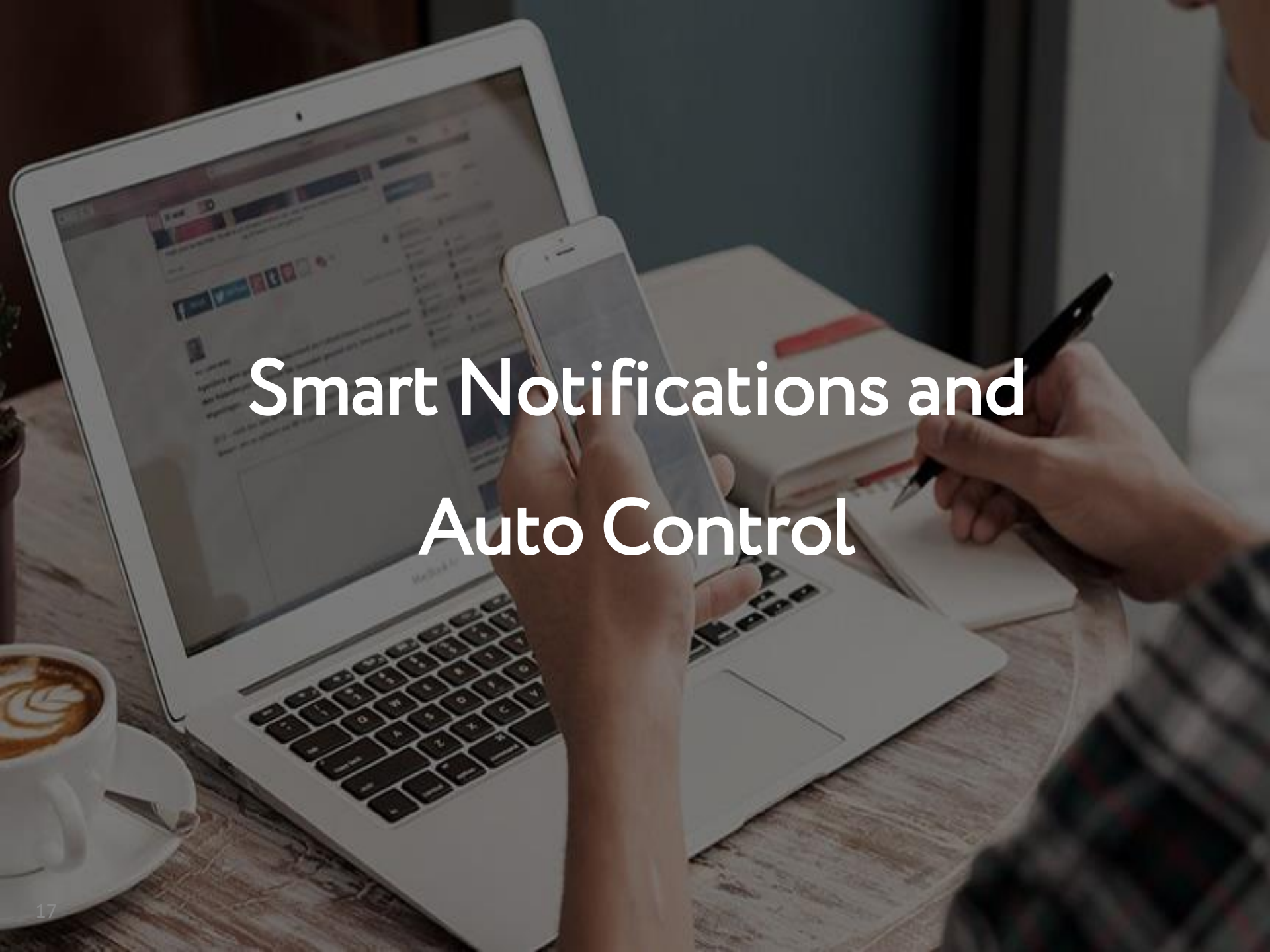
Cabinets for Suppliers and Clients





Smart Notifications and Auto Control

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Smart Notifications and Auto Control

Smart and auto notification templates for customers and suppliers

Notifications and reminders

Auto-cancellation before fees

Mass mailing

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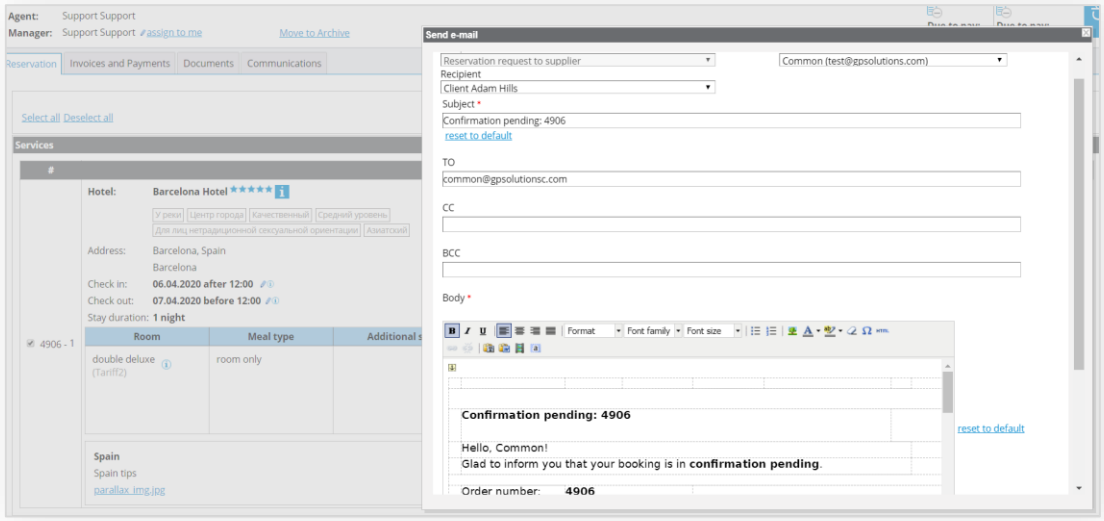
Smart Notifications and Auto Control



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	Cancelletion 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

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Analytics and Smart Decisions in One Place

Analytic data is the key for smart decisions in travel business

Reports

Dashboards

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Analytics and Smart Decisions

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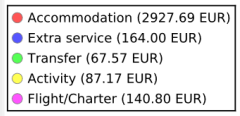
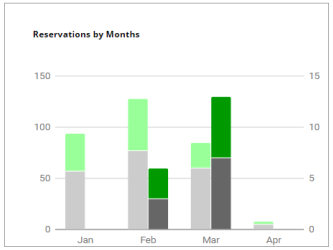
Turnovers by products

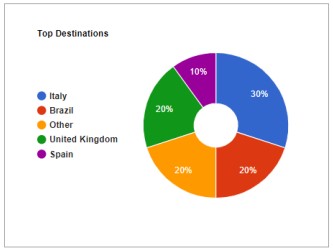
Period from 30.03.2020 to 30.04.2020

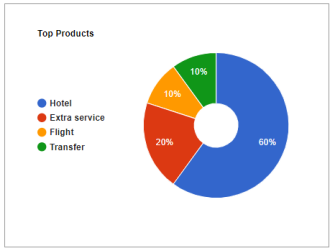
Product	Number of services	Net total, EUR	Gross total, EUR	Commission, EUR	Total income, EUR	Average order price, EUR
Accommodation	42	10521.10	13450.31	1.51	2927.69	320.25
Extra service	5	1220.00	1384.00	0.00	164.00	276.80
Transfer	3	87.62	155.19	0.00	67.57	51.73
Flight/Charter	2	320.00	460.80	0.00	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









Questions and Answers

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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

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Thank You for Attention!

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For Enterprise Travel Software

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