

# Catalan company specialized in customisable tourism booking engines looks for a commercial agency agreement in Latin America (LATAM) and elsewhere

- **SCHEDA**
- **APPROFONDIMENTI**

Identificativo proposta:BOES20210726001

**RICHIEDI MAGGIORI INFORMAZIONI**

Catalan firm seeks commercial agency agreements to sell its customizable tourism booking engines for hotels or travel agencies, especially in Latin America. The service consists of online booking engines for tourism establishments and travel agencies that integrate to their existing websites.

SME founded in Barcelona specialized in booking engines seeks a commercial agency agreements within the tourism sector with direct contact with hotels, hostels, other accommodation types and travel agencies interested in purchasing its main product which is an accommodation booking engine, especially in Latin America (Latam). In order to focus in development of the product, the company seeks to externalise commercialisation in Latam where they lack expertise. The commercial agent should thus know market and be autonomous following training. This booking engine integrates into any website, adapting to the corporate style of the establishment, with extranet for the creation and update of rates, bedroom types, capacity control, offers, promotional codes, payment methods, reservations management and collection management by the establishment. The application also includes the following modules -Reports and a statistics generator. -Marketing module that incorporates : clients' reviews manager, loyalty club, price comparison engine, pre-paid cards, retargeting and budgets. -B2B module: It enables private access to companies or agencies with an established business model and negotiated rates. -Activities and services module: It enables the accommodation to sell complementary activities and services, before or after confirmation of the booking. Totally automatic and customisable parallel booking process. -Gift package module: Enables the final user to buy a service to gift to a third party. -Channel manager integrated in the platform: manages all the channels from the booking engine. -Integration with metasearch engines such as Tripadvisor, Google Hotel Ads, Trivago, Kayak, Sky Scanner, etc. Integration with the main market channels Integration with various payment gateways -Reservation system for bed banks and travel agencies (B2B/B2C) It has a multi-language and multi-currency engine that can search in the client's own product offerings and that of third parties via XML, offering a single result. The responsive design means it adapts to all mobile devices. The system automatically sends confirmation to the client and the supplier. -Extranet for loading accommodation module Through private access, the establishment may easily manage its entire inventory and flexibly establish prices, as well as generate all kinds of promotions and offers in real time. It can also register the additional services of the establishment. Its responsive design facilitates the management task for the user. -Billing module The system enables communication of the self-invoice and/or billing to suppliers and clients. It has a connection with a billing and digital payment tool (ERP) -Sales and management module for travel agents or professionals: The system enables agents or professionals to be registered to the system and to offer special prices, commissions and payment methods according to the business model. Agents and professionals may have private access to the entire inventory through the on-line search engine and confirm their booking in real time without the need for managing bookings with the establishment by e-mail or telephone. -XML connection for purchase/sales module: This module allows the client to expand their offer by offering not just their own product but also other suppliers' products via XML. It also allows the client to offer their product in other sales channels or to travel agencies, thus increasing the chance of making a sale. -Module for reservation system for sale of activities: Through this module all kinds of additional services can be sold. Direct access can be given to the suppliers for the direct management of data and update inventory and prices. The final user may simply add the different services or activities through the purchase process, confirm their booking summary and proceed with a single payment. Everything in a 100% on-line process.

**Riferimento Esterno:** BOES20210726001

**Tipo:** Business Offer

**Paese:** Spain

**Presentazione:** 20/09/2021  
**Ultimo aggiornamento:** 18/11/2021  
**Scadenza:** 19/11/2022