



Introduction to
Verteil Technologies



About Verteil



8 Years
NDC Leadership



2000+
IATA Agencies



50+
Airlines



200+
Skilled Resources



IATA ARM Index
Certified



IATA Financial
Gateway (IFG)
Certified



PCI Certified



Headquarters

Thapasya Building, B Wing, Third
Floor, Infopark Campus, Kochi,
Kerala, India



Subsidiary Office

3rd Floor, Cuore Ebisu, 4-11-9,
Ebisu, Shibuya, Tokyo, Japan



Sales Offices / Representations:

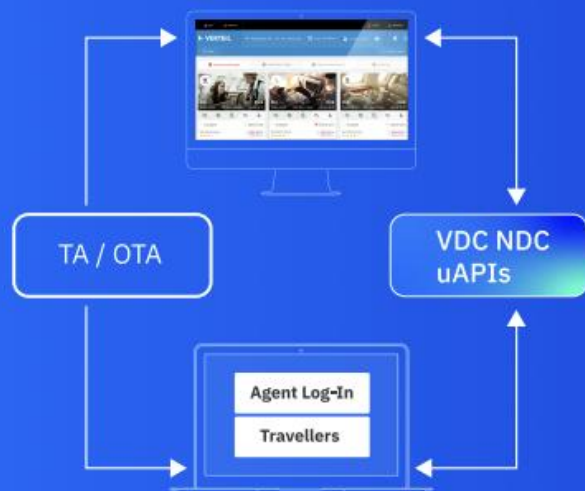
UAE, Kenya, Nigeria, South Korea,
USA, UK

Verteil Offerings

VERTEIL'S TRAVEL RETAIL ECOSYSTEM

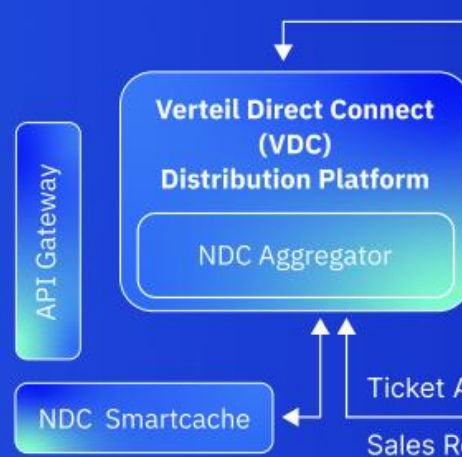
Travel Seller

VDC Web Application



B2B Retailing Solution
Verteil Nexus (Marketplace)
Verteil OpenConnect

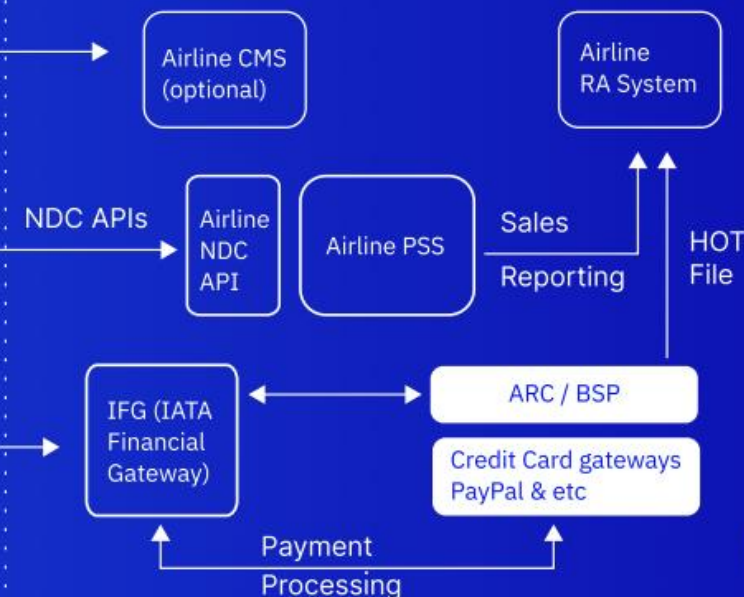
Distribution



VERTEIL PRODUCT OFFERINGS

NDC Aggregator
NDC SmartCache
Downstream Synchronization Solution

Airline



Offer Order Management System
NDC Agency Portal
Payment & Settlement Solution
NDC API Gateway

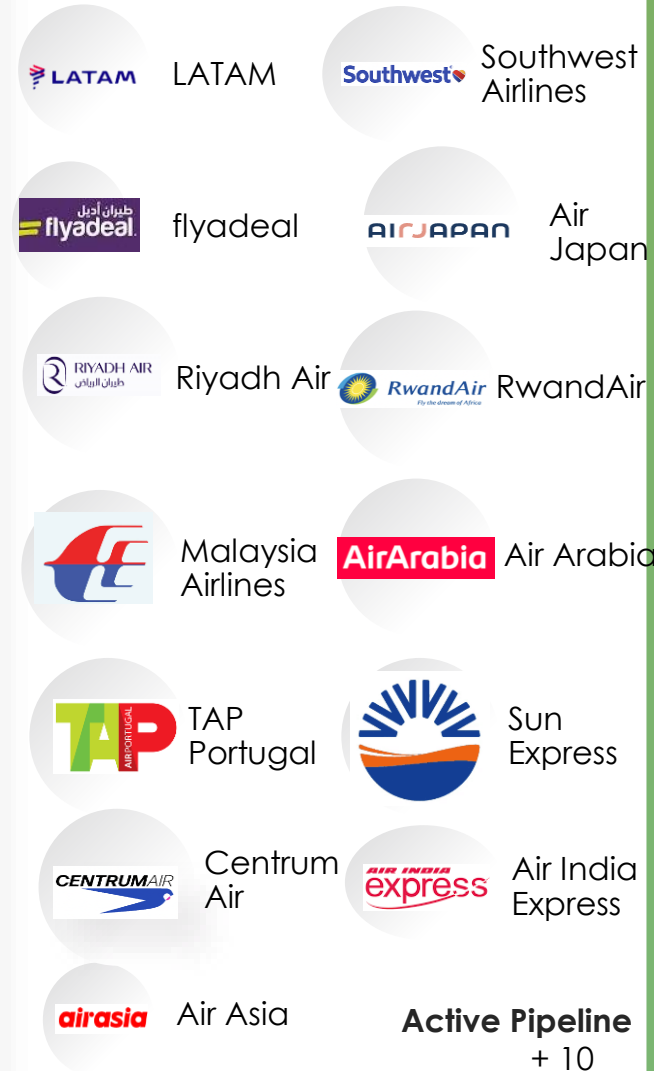


Verteil's Airline Partners

NDC Airlines Live on Verteil Direct Connect



In Progress



- Navan(TripActions)
- Downtown Travel
- Travelpack
- Citibond
- Inca Tours
- Eastern Travels
- Stars Travel
- Indus Travels
- Golden Rule



- JTB Group
- H.I.S. Travel
- F-ness & Associates
- Global Travel
- Travel Media
- Connect Group
- Akbar Travels
- Riya Travel
- Tripjack
- Makemytrip
- Cleartrip
- Easemytrip
- Thomas Cook
- ATPI
- EBIX Group (VIA.com, Lawson, Mercury etc.)
- Wipro Travel Services

- dnata Travel
- Satguru Travel
- Travelstart
- Nirvana Travels
- Al Rostamani Travels
- Al Rais Travels
- Regency Group
- Wakanow
- ITL Tours
- SATA
- Trans Arabian
- Konga
- Kanoo Travel
- Al Hind

Rapidly Expanding Global Travel Agency Footprint



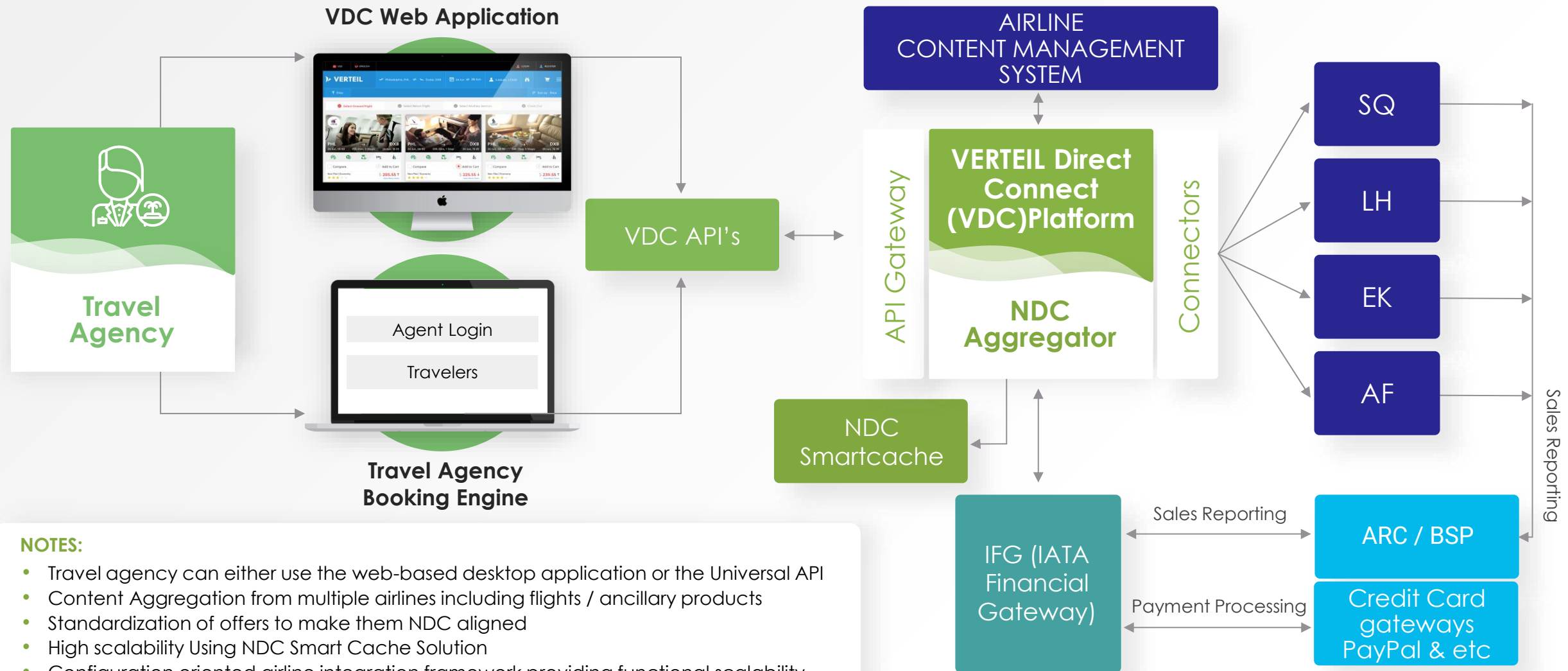
Verteil Sales Partners



Verteil Customer Base

INDIA | MIDDLE EAST | AFRICA | UK | EUROPE | USA | CANADA | SINGAPORE | JAPAN

Verteil Solution for Travel Agency



NOTES:

- Travel agency can either use the web-based desktop application or the Universal API
- Content Aggregation from multiple airlines including flights / ancillary products
- Standardization of offers to make them NDC aligned
- High scalability Using NDC Smart Cache Solution
- Configuration oriented airline integration framework providing functional scalability

Comprehensive Functional Coverage



Shopping (NDC)

- ✓ One Way / Round Trip / Open Jaw / Multi city search
- ✓ Anonymous Shopping / Personalised Shopping
- ✓ Shopping with Ancillary Services
- ✓ Shopping based on Public / Private fares and Corporate deals
- ✓ Branded Fare Shopping



Booking & Ticketing (NDC)

- ✓ End to end workflow based
- ✓ Booking with Ancillaries inclusive of Rich content displayed
- ✓ Held Booking with Payment time limit
- ✓ Instant Payment booking with immediate ticketing
- ✓ Display Personalized content



Payment & Reporting

- ✓ Support multiple forms of payment – Cash (BSP), Credit card, Pay Later
- ✓ PCI Compliant
- ✓ Sales Reporting – Agent / Agency level, including Daily Sales Report etc



End To End Servicing (NDC)

- ✓ Automated Cancellation and Refund flows
- ✓ Itinerary modifications and auto calculation of penalty and fare difference
- ✓ Pax details modification
- ✓ Post ticketing Ancillary addition and Payment processing



B2B CAPABILITIES

- ✓ Web based B2B Booking Engine
- ✓ Consolidator subagent management module, mark-up management

INTEGRATIONS (NDC)

- ✓ Back Office Integration
- ✓ Downline System Integration (Duty of care etc.)

Enabling Components

1

Rich UI Layer

2

API Integration Layer

3

Content Management Framework

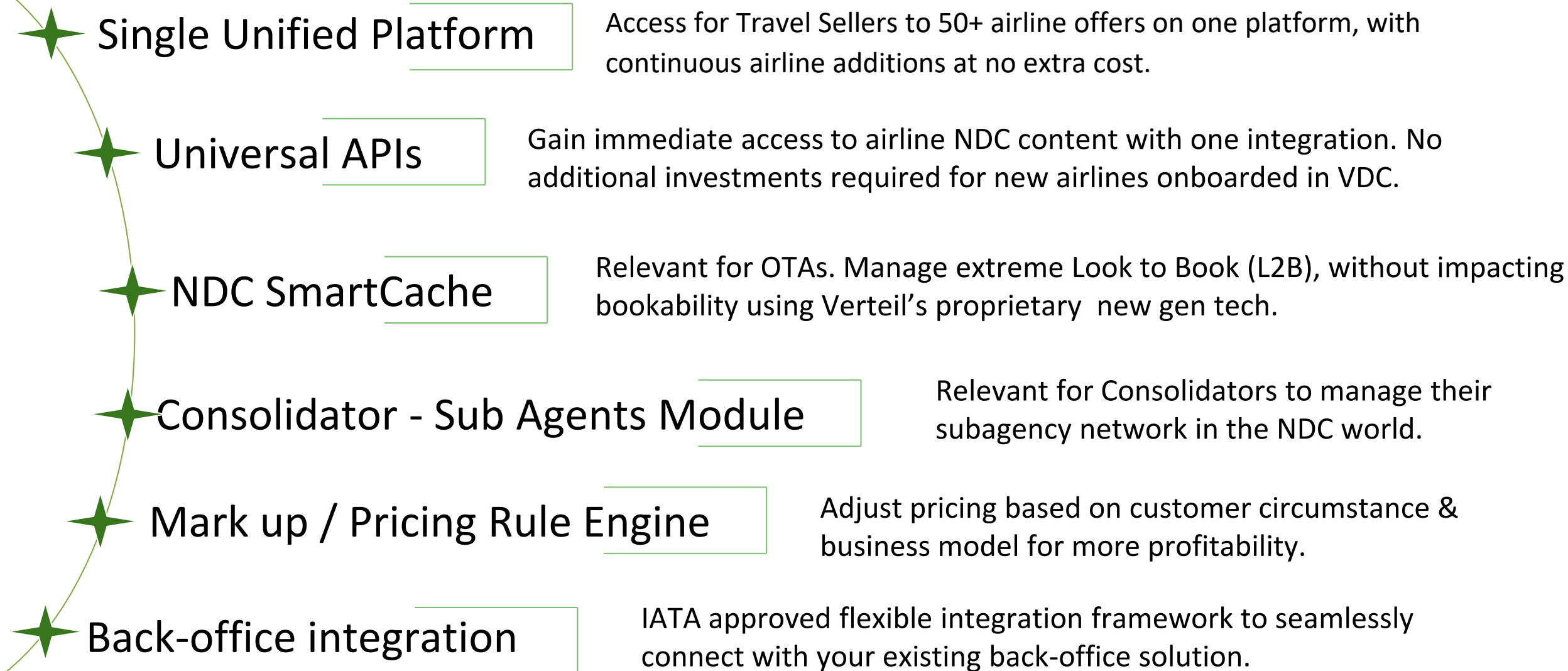
4

Rule Engines

5

Mid / Back-office Integrations

Verteil's Value Propositions for Travel Sellers





Thank You



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We are very happy to be working with Verteil Technologies in India and these first British Airways NDC bookings in the market are fantastic achievement. We're looking forward to progressing further with Verteil through 2018 as the market's understanding and interest in NDC grows."

— **NDC Onboarding & Exploration Manager**
British Airways, on launch of BA NDC in India





Etihad's adoption of NDC earlier this year was a major milestone, and it has given us the ability to connect with innovative new-age travel technology companies like Verteil Technologies".

— **Vice President**

Revenue Management, Etihad Airways

IBERIA

NDC Channel goes live on Verteil Direct Connect

 IBERIA

Iberia is happy to be partnering with Verteil Technologies who have been doing pioneering work in promoting NDC technology across different geographies. Iberia continues to promote exclusive NDC content through this channel and remain committed to improving our retailing capabilities for the benefit of travel agents"

— **Head of Distribution**
Iberia

 CATHAY PACIFIC**NDC Channel**

goes live on

Verteil Direct Connect

Cathay Pacific appreciates the comprehensiveness of the Verteil solution in being able to integrate with Cathay Pacific's advanced NDC APIs inclusive of complex post booking servicing features. Verteil Direct Connect is one of the first aggregator solutions to incorporate the full range of Cathay Pacific NDC APIs"

— Head of Distribution Strategy
Cathay Pacific Airways

FINNAIR

NDC Channel goes live on

VERTEIL DIRECT CONNECT

#Verteil #VerteilDirectConnect #VDC



Finnair remains committed to promoting NDC as one of the key initiatives in modernizing airline product distribution for the benefit of our customers. We are adding more choice and personalization opportunities to our offering and with this partnership Finnair NDC content will be accessible also to Verteil's worldwide Travel Agency Partner network"

— **Senior Vice President**
Customer Engagement at Finnair

FINNAIR



NDC Channel goes live on Verteil Direct Connect

#Verteil #VerteilDirectConnect #VDC



Oman Air's NDC API integrations with numerous partners globally have significantly enhanced our revenues and reduced our distribution costs. Our latest integration with Verteil Technologies now enables Oman Air's NDC content on Verteil Technologies' advanced direct connect platform and empowers travel companies around the world with access to rich content and dynamic bundled offerings that Oman Air will continue to deliver"

— **Senior Vice President** Revenue
Management, Pricing & Distribution, Oman
Air



NDC Channel goes live on **VERTEIL DIRECT CONNECT**



▶ **VERTEIL**



“Our new agreement with Verteil is an exciting addition to the NDC solution, creating greater opportunities for all partners in the travel ecosystem. In addition, the agreement ensures access to KQ content is the same as any content an agency or other seller would get from any other intermediary or aggregator and this supports our vision of moving towards a more innovative way of travel retailing”

— **Chief Commercial & Customer Officer,**
Kenya Airways



"Air Canada is committed to delivering enhanced retailing capabilities that benefit both travel sellers and travelers alike. Our partnership with Verteil allows us to extend our full breadth of NDC content to a broader audience while ensuring seamless connectivity and ease of use. This is a key step in advancing our goal of providing personalized travel experiences and a future-ready distribution model."

— Managing Director, Customer Digital and Distribution

Air Canada