

## B2B and B2C All-In-One IT Solution:

### How to make Multichannel Travel Business possible

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TravelNetSoft



B2B and B2C All-In-One IT Solution:

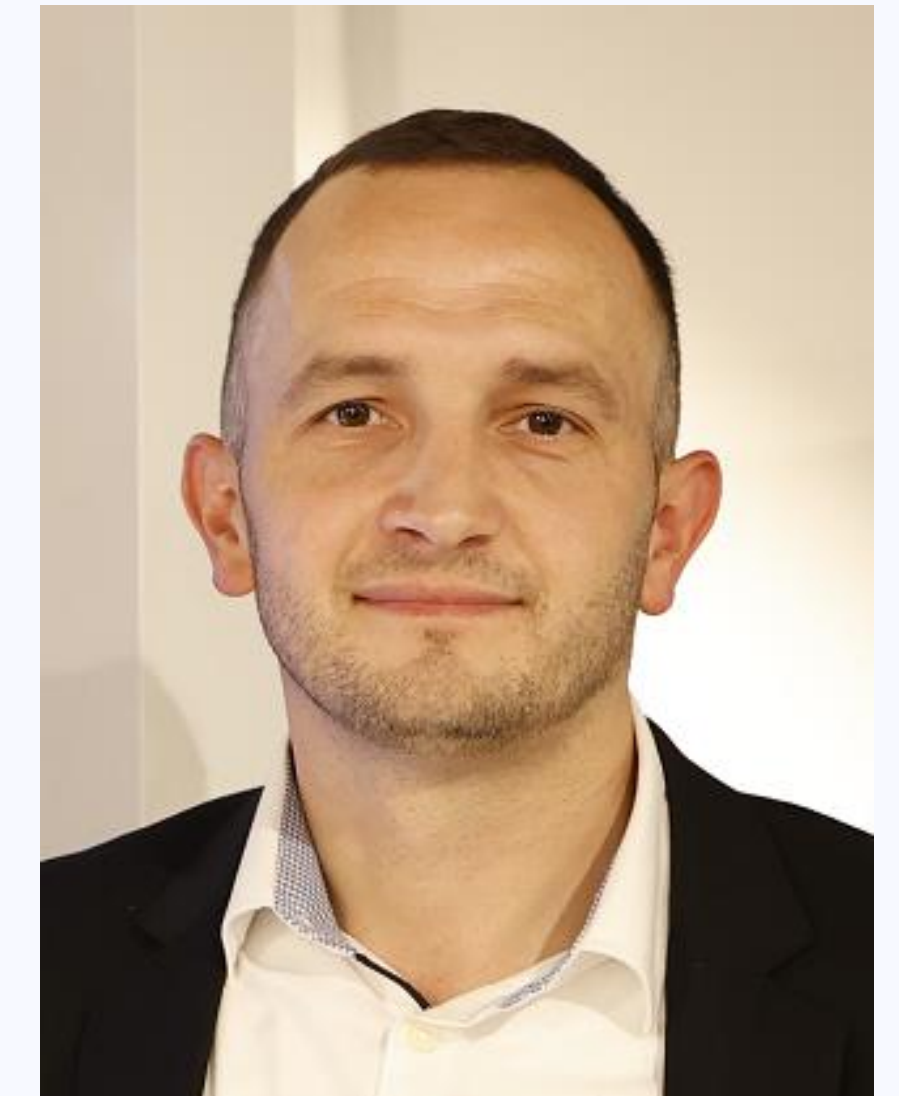
How to make Multichannel Travel  
Business possible

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<https://travelnetsoft.de/>



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Walerij Hettich





# About us...

- Company is located and registered in Germany
- Company is developer and owner of the hole software.
- We have more than 25 years of development effort and more than 20 years of travel industry experience.
- Our product is an innovative solution and a must-have in the travel industry.
- Our Website: <https://travelnetsoft.de/>

# Applied Technologies

- Cloud-based technology (Microsoft Azure etc.)
- Responsive web design on different devices
- Outsourcing independent
- Interfaces to different providers



# Timeline

**The first version**

an offline standalone desktop application,  
an in-house solution for the travel business.

2003

Supports: **Travel agencies.**

**The first commercial version**

an offline standalone desktop application

2005

Supports: **Travel agencies and Independent travel agents.**

**Standalone desktop application  
with online database**

2007

supports:

- **Travel agencies, Independent travel agents, Tour operators, City-Brakes, Tours, Transportation.**

**Cloud application**

web browser-based

2013

supports:

- **Travel agencies, Independent travel agents, Tour operators, City-Brakes, Tours, Transportation, Online booking, GDS connection.**

**The new version of the  
cloud application**

web browser-based

2022

supports:

- **Travel agencies, Independent travel agents, Tour operators, City-Brakes, Tours, Transportation, Online booking, Smartphone support, Website builder, CMS plugins, GDS connection, Online payment support, DMC, MICE, Travel-Guide Support**

# Challenges for...

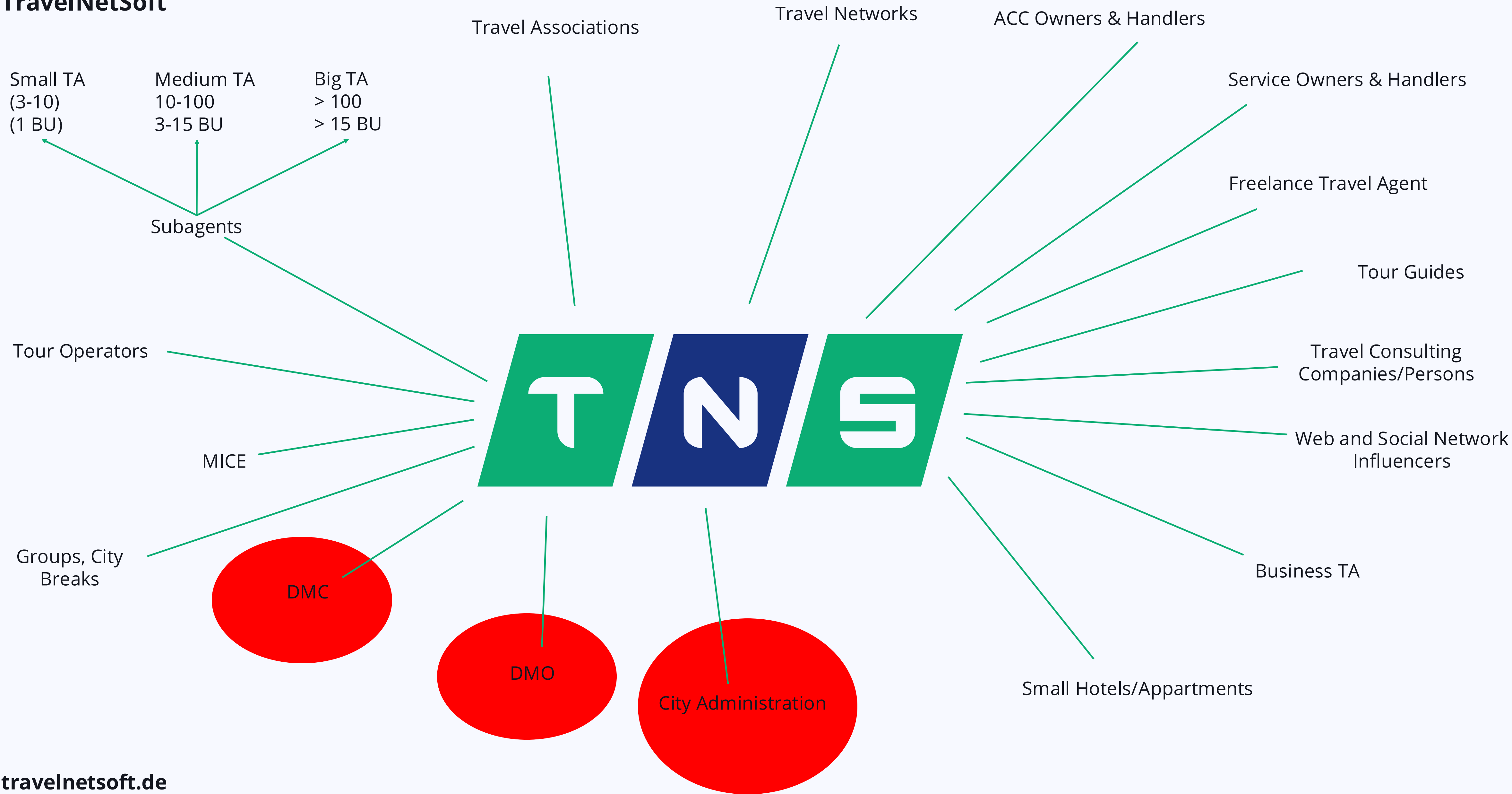
Business need:  
Software solution which  
digitalize processes of different  
travel industry participants.



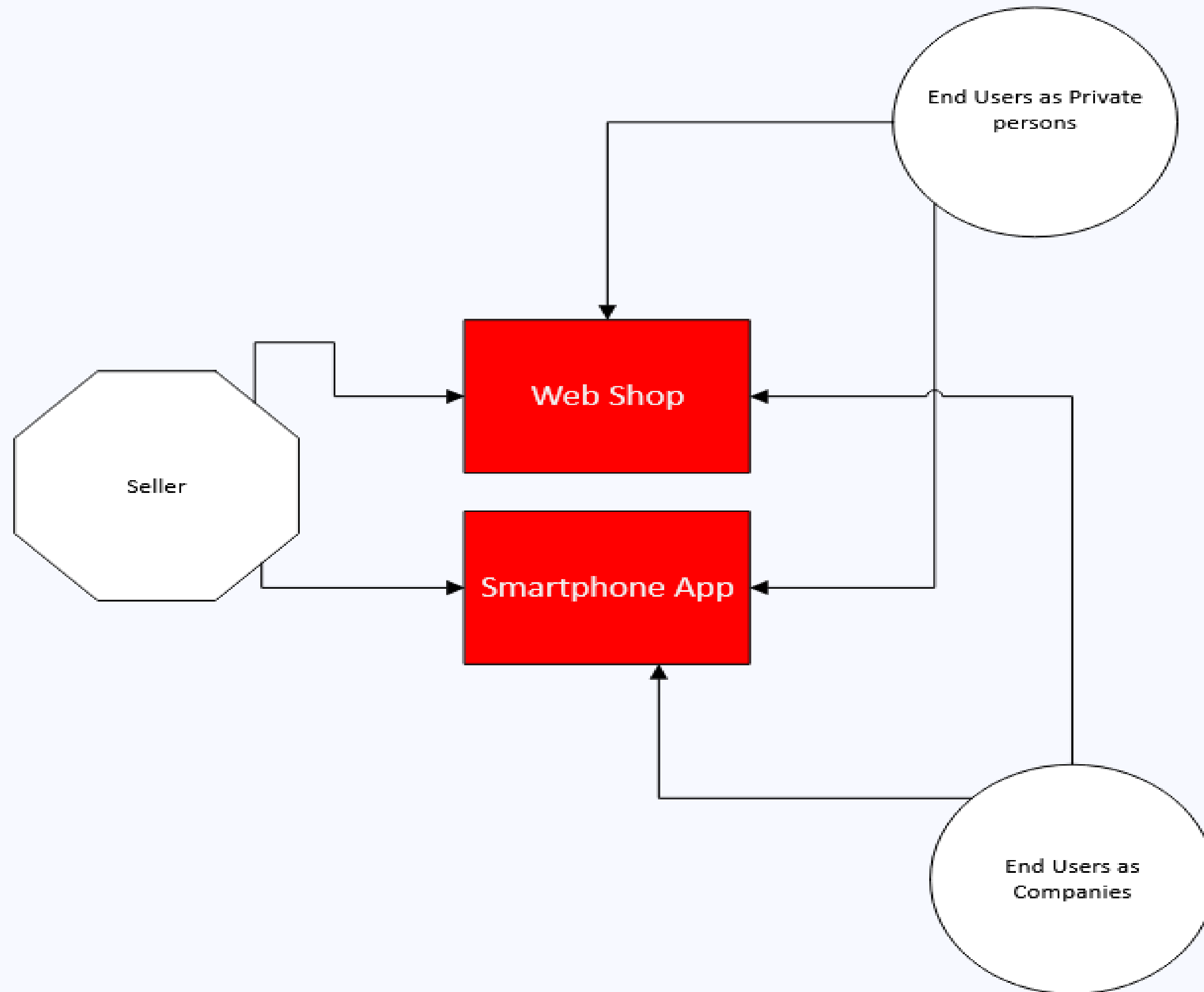
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## One of the main problems of the travel industry participants?

- Scalability of the business
- Cost effective digitalization
- Complexity through different participants
- Real-Time process monitoring
- Management of different channels
- Time and monetary dependency through other company's
- Personell and seasonal dependency
- Missing automation and Standardisation of different processes
- Communication issues



# Software - UseCase – Regular seller (Inline scates)



# Software - UseCase – Regular seller

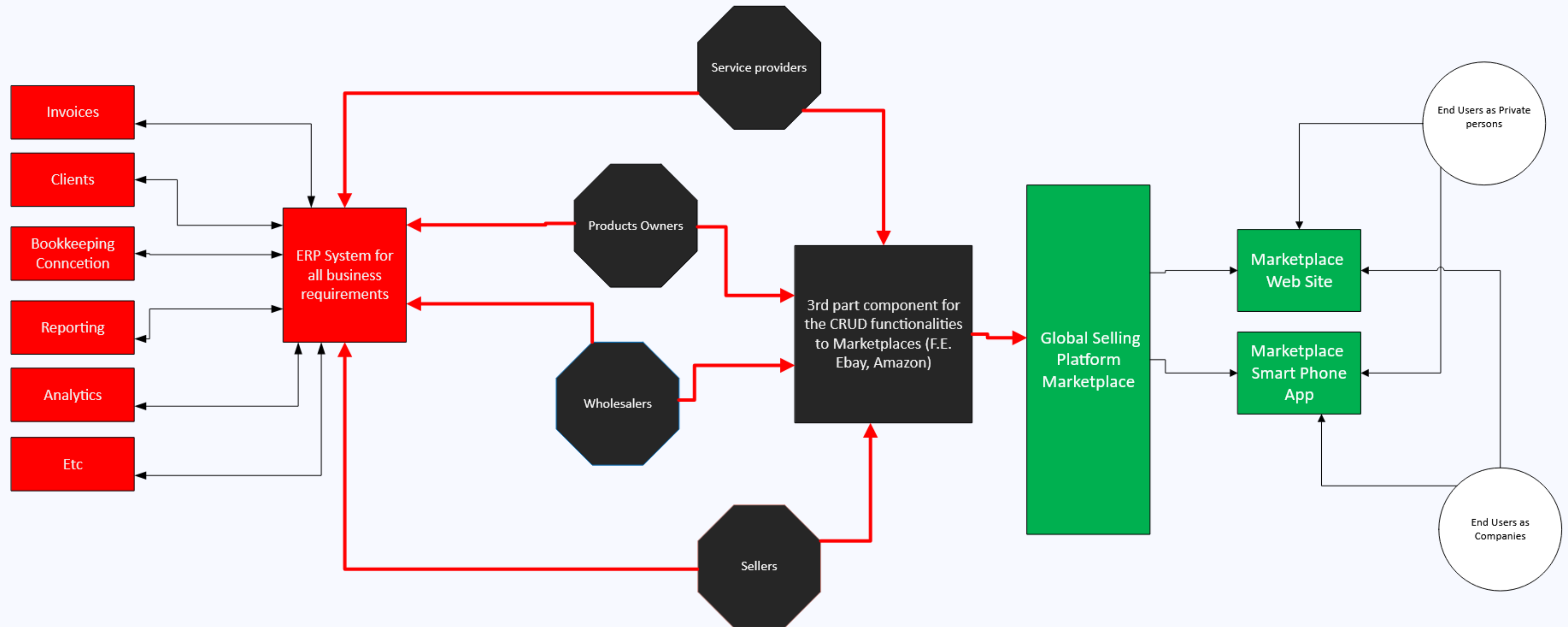
- The seller uses a web shop and a smartphone application, which private individuals and companies have access to.

## Disadvantages:

- High costs to create
- No Backoffice system
- No ERP system,
- Difficulties in having products sold by others
- No corporate network,
- Difficult price administration,
- Difficulties with business scalability due to process steps not being fully digitized.



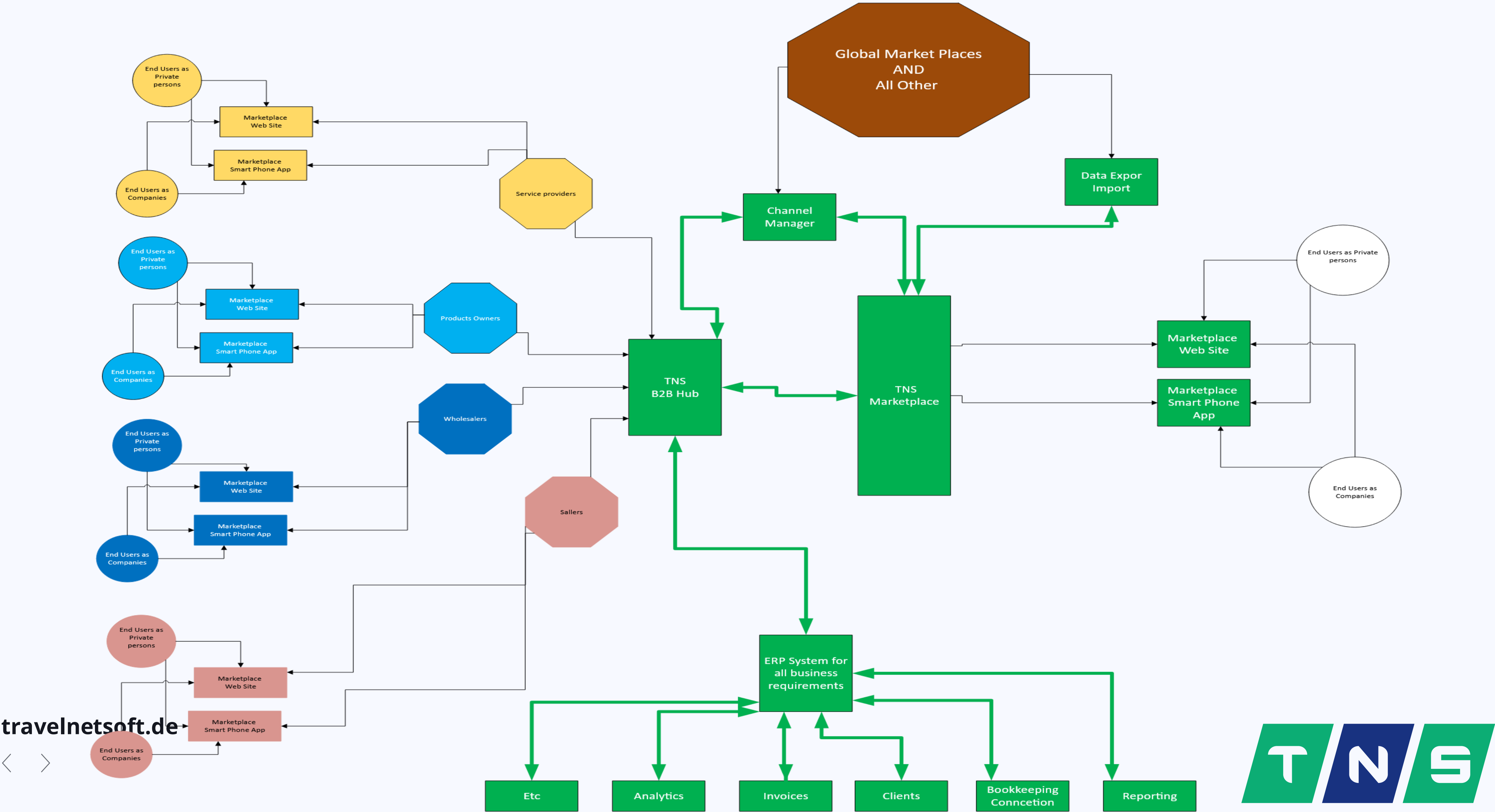
# Software - UseCase – Marketplace (e.g. Booking.com, Ebay.com)



# Software - UseCase – Marketplace (e.g. Ebay, Amazon)

- Green shows that a global sales platform exists as a marketplace, where all end users and companies often have the same app.
- Black shows that it is always necessary to connect specific and different CRUD (Create, Read, Update and Delete) components to the sales platform that manage the communication between the ERP system and the marketplace. And this also applies to different process participants such as sellers, wholesalers, product owners and service providers.
- Red shows that all process participants often use their **own ERP system**
- **Problems: Different ERP systems, different connectors, no own website, no own app, and so on..**

# Software - UseCase – Industrial Companies (TNS vs. Marketplace)



## Software - UseCase – Industrial Companies (TNS vs. Marketplace)

- Green shows that TNS works like Amazon or Ebay, but can do much more. The products can be offered for purchase to end users and companies via a central marketplace website or marketplace app. The TNS marketplace gets the data that it displays online from the TNS B2B Business Hub. In these, each company configures which offers it makes available for other companies or end customers to buy or sell. The TNS B2B Hub acts as a back office. Controls the transfer of data to a central TNS marketplace and other marketplaces through different connectors and interfaces.

The TNS B2B Hub is also considered an ERP system. The ERP system can be used to maintain your own customers, run your own service offerings, accounting management, as well as analyzes and reports etc.

- Yellow, light blue, dark blue and red show that every TNS participant from different areas (wholesalers, product owners, sellers, service providers) can participate in the TNS B2B Hub and offer services to customers and companies through their own marketplace and website. Each TNS participant can manage which services may be offered by themselves.
- **Advantages:** Uniform digitalization of companies. They all have the same backoffice system and ERP system. Each participant can have their own APP, website and marketplace. Anyone can have their own services sold by other companies. TNS also acts as a channel manager for other systems and is an all-in-one solution that does not require any additional expensive software solutions. Saves enormous costs and communication effort and enables high scalability to manage sales processes. Invoicing for sales is AUTOMATED and takes seconds!



# Unique Selling Points (USPs)

Our USPs are the essence of what makes the product or service better than the competitors.



**Extreme cost and accounting cost reduction**



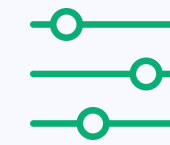
**Full Real-time online service**



**Multi-language Software with custom translation**



**The different DMC users use the same partner(s)**



**Horizontal connection between participants**



**Platform as a Service (PaaS) as a basic service**



**Daily and hourly booking for accommodation & service**



**Digitalisation, automatisisation & no paper any more**



**Tour guide-ready solution. External and internal staff**

# More process inovations

Our USPs are the essence of what makes the product or service better than the competitors.

- Affiliate as the service
- Affiliate loyalty system (Sustainability)
- Plattform as a service
- Payment integration as service
- Payment distribution as service
- App as a service
  
- ✓ Cross selling
- ✓ Cloud service
- ✓ Shared ERP system
- ✓ Influencer support
- ✓ CMS plugins
- ✓ Custom reporting engine

# Customer success stories...

- Official recommendation of the Serbian authorities.
- Already 300 sold licenses
- Live-System can be demonstrated during the demo



➤ **Asocijacija nezavisnih turističkih agencija Srbije** <  
➤ Association of Independent Travel Agencies of Serbia <  
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## **ANTAS** **Asocijacija nezavisnih turističkih agencija Srbije**

### **AgTravelSoft Aplikacija za vođenje turističkog poslovanja, pismo preporuke**

Nakon 8 godina uspešne poslovne saradnje srećni smo što možemo napisati Pismo preporuke za AgTravelSoft – Programsku aplikaciju za vođenje turističkog poslovanja za Turističke agencije.

Već više od 5 godina svim našim članovima toplo preporučujemo korišćenje AgTravelSofta jer smo i sami uverili da zadovoljava sve potrebne kriterijume, poseduje kvalitetnu korisničku i tehničku podršku i uvek vrši usklađivanje sa tekućim i aktuelnim zakonskim normama.

U Beogradu  
22.10.2019.

za ANTAS  
Prodić Gordana  
*predsednik UO*



# Income generation through...

- Online Website shared service → Technology as a service (License-, Subscription- Model (Flat price, accommodation booking, service booking, document creation etc))
- Private Distribution service (e.g. DMC, DMO, Private Network)
- Hosting and Domains monetization
- Adding of new services like travel insurance
- Marketing place inside of the system
- GDS income (Amadeus, Expedia, Toll ... 3-rd part data source commissions)



# Software support and maintenance...

- We help you to take over the code
- To adapt the software for extended requirements
- 2 years of knowledge transfer

# Potential future development...

- Using this technology for specific product selling
- Marketplace for Oil selling

# TNS – Functionalities - Overview



- CRM
- Tour Operators
- Sub Agents
- Customers
- Acc Owners
- Blacklist



- GDS connector – ready to use
- Amadeus
- Adriagate
- A.D.B EASY
- AgTravelSoft
- BrosTravel
- Your own

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- Finance
- Invoices
- Proforma Invoices
- Offers
- Cash-bill
- Warnings
- Credit notes



- DMC
- Partners statements
- Partners Finance
- Mobile app support
- Service Groups by Local Partners



- Travel Groups
- Cost calculation
- Supplier statement
- Services Listing
- Event connector
- Website ready Travel Group as Trip
- Website content
- Tags (for the web trips)
- Opened and closed groups
- Traveler Smart Phone App Connector



- MICE
- Partners statements
- Partners Finance
- Mobile app support
- Events



- Trips
- Trips – Active
- Trips – Ready
- Trips – Cancelled
- Trip – Template
- Package -trips
- Website ready Trip-Templates
- Tags (for the web trips)
- Traveler Smart Phone App Connector



- Events
- Event Topics
- Event Group
- Event Type
- Event Agenda
- Traveler Smart Phone App Connector



# TNS – Functionalities - Overview



Private Booking system  
Your booking system with unlimited accommodation in the listing  
Private accommodation  
Internal shared booking  
Public shared booking  
Reservations  
Customer statements  
Partner statements  
Time limits  
Mobile app support



Other features  
Customer Notification  
Horizontal Data Share  
Horizontal Booking

**travelnetsoft.de**



Online-Booking  
Channel manager ready  
Search engine on your website  
The search engine in the TNS network



Smartphone App  
Customer  
Business-Follower  
Travel-Guide  
Other features



Online-Payment  
Credit card  
Direct transfer  
PayPal



Transportation  
Different transportation type  
Transportation Line definition  
More Departures for the same line  
Seating-Schedule  
Website Builder



Travel-Guide Support  
Travel Guide as a Partner in CRM  
Travel-Guide Smart Phone App Connector



Website Builder  
Offers  
Trips  
Legality pages  
Online booking  
Online payment  
Home page builder  
Search engine  
Automatic SEO  
SmartPhoneApp





# Provision example of TNS

	FlatMonth					Flat Model	% Model		
	Company	BU	User	Azubi	Total Income				
Basic	200	50	30	10		Model 1	Model 2	Model 3	Model4
							2%	1,50%	1% + Model1
TA1	1	1	3	1	200000	350	4000	3000	2350
TA2	1	1	3	1	200000	350	4000	3000	2350
TA3	1	1	3	1	200000	350	4000	3000	2350
TA4	1	1	3	1	200000	350	4000	3000	2350
TA5	1	1	3	1	200000	350	4000	3000	2350
TA6	1	1	4	2	250000	390	5000	3750	2890
TA7	1	1	4	2	250000	390	5000	3750	2890
TA8	1	1	5	3	300000	430	6000	4500	3430
TA9	1	1	5	3	300000	430	6000	4500	3430
TA10	1	1	5	2	300000	420	6000	4500	3420
TA11	1	2	10	5	500000	650	10000	7500	5650
TA12	1	2	12	4	600000	700	12000	9000	6700
TA13	1	2	12	6	600000	720	12000	9000	6720
TA14	1	2	12	5	600000	710	12000	9000	6710
TA15	1	2	15	5	750000	800	15000	11250	8300
TA16	1	3	20	15	1000000	1100	20000	15000	11100
TA17	1	5	30	20	1500000	1550	30000	22500	16550
TA18	1	5	30	20	1500000	1550	30000	22500	16550
TA19	1	10	50	25	2500000	2450	50000	37500	27450
TA20	1	10	50	25	2500000	2450	50000	37500	27450
	20	53	279	147					
Total Month						16.490,00 €	289.000,00 €*	216.750,00 €*	160.990,00 €*
Total Year						197.880,00 €	3.468.000,00 €	2.601.000,00 €	1.931.880,00 €

- \* Depeds from the transaction volume.
- TNS has several provision mechanisms, which can be configured individual for every service provider.





# Do you have any questions?



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Quality travel management software

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