# TRAVELSKY

TravelSky Technology Limited customers include about 30 domestic Chinese airlines, 350 regional and overseas airlines and 8,000 ticket agents. It provides services to 300 Chinese cities, 100 foreign cities and the internet. With a history of over 40 years secure and stable operation of major and complex IT systems and more than 7,000 qualified staff, we are a strong partner to our customers.

# QUICK INTRODUCTION

TravelSky is delighted to introduce the QUICK Passenger Retailing System for small to medium sized airlines with growth potential worldwide. QUICK is a hybrid system composed of features derived from a Passenger Service Solution (PSS) and e-commerce tools, hence referred to as a Passenger Retailing System. Offers can be differentiated and Dynamic Pricing is achieved by taking into account passenger information and a range of flexible attributes. The Order Management System incorporating a real time Operational Data Store enables airlines to enjoy the full benefits of One Order and comprehensive business reporting. Indirect channels and business partners are supported via state-of- the-ar t NDC API.

# VISION

Quick is part of an initiative to increase the global footprint of TravelSky and become a trusted global supplier, a vision which we want to achieve by providing excellent customer service and state of the art technology. QUICK is designed to serve the International and Chinese domestic market alike and can be easily adapted to new market conditions and commercial trends. With QUICK, airlines will be able to gain full control of their sales and distribution to become true retailers in the competitive travel marketplace.

# UNIQUE SELLING POINTS

## WHAT MAKES QUICK SPECIAL?

**New and Independent System, NDC and One Order based.**

Both standards are in the core of the system which is not just supported by attached adapters not being able to utilize the full potential of both innovations.

**Full Product Suite availible in one system framework.**

QUICK supports all standard PSS functionality, but additionally offers an included Sales Rules Engine (PRD), DCS (DEP), Customer Module, and Operational Data Store. (ODS)

**Recognition of Passenger (CUSTOMER)**

With QUICK it is possible to create personalized offers dependent on Passenger Types, increasing conversion rates and customer experience. This allows more flexiblity compared to traditional FFP approaches.

**Full Flexibility in Product Offer (PRD)**

Quick allows to create flexible brands including air and non-air ancilliray services with the possibility of up-and cross sell to maximize revenues.

**Business Transparency in Real Time (ODS)**

QUICK features the possibility to have a real time view on all relevant business aspects via Competitor Fare Watch, Management Dash Board and KPI reporting.
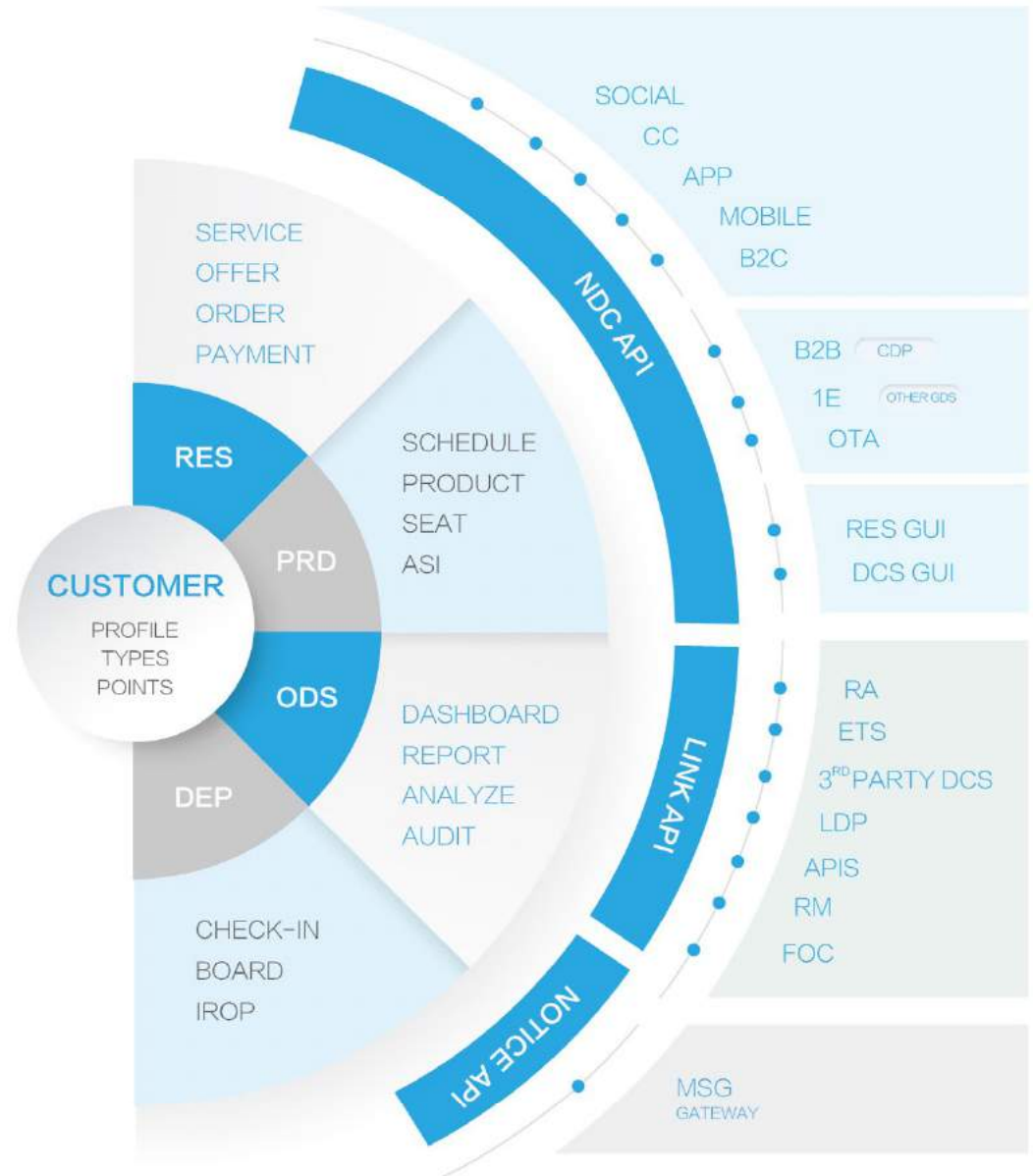
**Easy Access**

To access QUICK, only an internet connection is requried. No installations needed. Through a modern GUI, QUICK is compatible with PC, Tablet and Smart Phone.

**Chinese Market Access**

QUICK is seamlessly integrated with the TravelSky Product range, offering full access to the Chinese market. (e.g. 1E, DCS, CDP etc.)

# SOLUTION OVERVIEW

CUSTOMER
PROFILE
TYPES
POINTS

RES

PRD

ODS

DEP

SERVICE
OFFER
ORDER
PAYMENT

SCHEDULE
PRODUCT
SEAT
ASI

DASHBOARD
REPORT
ANALYZE
AUDIT

CHECK-IN
BOARD
IROP

NDC API

LINK API

NOTICE API

SOCIAL
CC
APP
MOBILE
B2C

B2B    CDP
1E    OTHER GDS
OTA

RES GUI
DCS GUI

RA
ETS
3RD PARTY DCS
LDP
APIS
RM
FOC

MSG
GATEWAY

# FEATURES

## QUICK RETAIL, SECURITY AND EXCELLENCE, LOW COST

Our mission statement consists of 4 core principles.

### Quick

- QUICK to learn –intuitive User Interface in multiple languages
- QUICK to react –changes in the commercial program will have immediate effect in all sales channels.
- QUICK to deploy –implementation and training can be done within one month for start up's
- QUICK to adapt –with a powerful and experienced workforce customization of the system is possible according to business requirements if needed

### Retail

- Sell E-Tickets or Ticketless
- Partner Management and inclusion of 3rd Party products (Car Rental, Hotel, Insurance and Transportation)
- Customer profiling and rewards, based on value, frequency and bought services, automatic for every departed passenger
- Full service channel coverage including ATO/CTO, B2C, B2B, OTA, Mobile, WeChat, GDS

### Security and Excellence

- Over 40 years of experience in high availability IT systems
- Data Protection and Security Standards, complete user transaction and audit trial available
- Access monitoring and control of individual user rights
- Hosting on cloud for fast system access around the world

### Low Cost

- Focus on direct sales for lowest possible distribution cost
- Software as a Service, no IT investment necessary, no need for a full professional IT department
- QUICK is based on modules and charges will only occur on used modules
  Highly scalable to support rapid business growth and accompanied data volumes