



Learn how Cybage engaged with a leading travel and hospitality giant to provide ultra modern technology solutions to small and mid-size hotel chains

Our comprehensive suite of technology services helped our partner ace multiple acquisitions and gain a competitive edge by ensuring:

- Efficient management of large engagements
- Efficient go-to-market timelines
- Operational flexibility
- Optimized business value
- Seamless integration of people, process, and technology

ABOUT THE CLIENT

A trusted partner for hotel chains across the globe



Provides innovative cloud-based solutions that help increase revenue

Services include Business Intelligence, Reservations & Booking Engine, Media, Web/ Video, and Guest Management

BUSINESS NEEDS

- Build integrations with travel partners
- A scalable, multi-lingual and multi-currency solution to support a global customer base
- Perform data analytics, integrate third party applications, and onboard enterprise clients
- Centrally manage reservations, rates, policies, inventories, bookings, guests, and support teams

TECHNOLOGY SOLUTIONS

- Easy-to-use property managing solutions for hotel staff
- Search and booking solutions
- Rate management, policy management, central reservation, guest management, and channel management systems
- BI applications to monitor key metrics such as average daily rate, revenue per available room/booking, and average rate index
- Integrations including PMS, GDS, OTA, and Google Hotel Search
- Call center support application
- Voice enabled reservation solutions

BUSINESS IMPACT

Successfully serving over **25000** hotel properties

21% increase in direct bookings

150% increase in mobile bookings

15% increase in the number of return guests

Partnership with **10+** industry leading hotel aggregators

Millions of reservations pulled from **50000+** sources for demand analysis

Hotel Inventory made available to **350000+** travel agents

Around **9 Billion** rates collected every month from hotel brands, online travel agents, and global distribution systems

TECH STACK



Cybage Travel and Hospitality

- Lodging
- Travel Distribution
- Travel Retailers
- Travel Consolidators
- MICE
- Specialty Lodging

Acquire, Convert, Retain!

business@cybage.com | Explore More

