

SPOTINIANIA

# Travel reimagined

The Travel-as-a-Service manifesto



## We believe travel is a human emotion.

Travel connects people through shared experiences. It makes the world smaller by shrinking the distance between continents, cultures, and different points of view.

Companies rely on travel to build stronger bonds of trust with their customers, and to transform globally distributed co-workers into highly effective teams.

We have an innate desire to connect with one another, and travel is the most powerful way to address this need.



## Booking a trip should be as easy as shopping on your favorite website.

Business travelers should be able to access a great selection of options with the best prices, receive personalized offers, and have the ability to instantly change, cancel, or return their order.

Instead, business travelers often can't find the best travel options at competitive prices in their corporate booking tools.

This erodes their trust - and once trust is lost, it's very difficult to regain. They book elsewhere, and it becomes impossible to effectively manage travel spend.

Even when travelers consistently use a corporate booking tool, they often find that the effort is time-consuming and even a little exhausting.

Too often travelers have to spend hours sorting out issues with a travel agent, because they are unable to make changes on their own.



## The cost of standing still is too high.

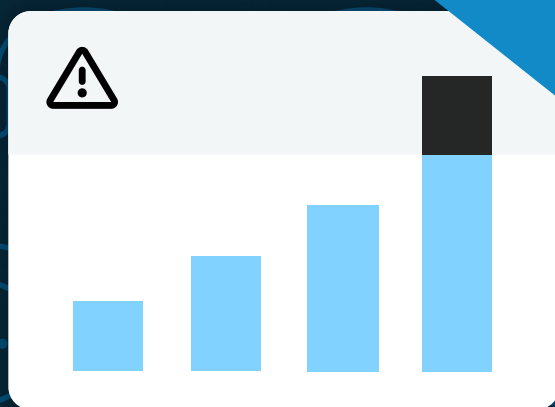
The technology companies that make online booking tools have struggled to keep up with the pace of changing traveler expectations.

Airlines have started modernizing their approach to distributing their travel content by adopting NDC, a new data schema that enables a greater ability to price, package, and personalize offers. Several airlines have even started charging more for trips that aren't booked via NDC.

Many online booking tool providers and TMCs are overwhelmed by the complexity of implementing NDC as well as the growing number of fragmented content sources that have proliferated over recent years.

As a result, more and more travelers are finding better travel options and prices on supplier websites and questioning the value of corporate travel programs.

Travel managers have never been under more pressure to drive change.





## Spotnana is different.

We're the first company to build a new, modern infrastructure for the travel industry that accelerates innovation, delivers unparalleled shopping experiences, and rebuilds traveler trust.

Our Travel-as-a-Service platform is uniquely designed to work with any source of travel content, and we are leading the industry by building the deepest direct NDC integrations to major airlines.

Our technology stack includes a next-generation Online Booking Tool that supports unprecedented self-service capabilities and an Agent Desktop that brings travelers seamless assistance anywhere in the world - whether you choose to work with us as your TMC or one of our growing set of TMC partners.

Ultimately it's our goal to build the platform that connects humanity through the world's best travel experiences.





**We bring our vision to life by building our business around the following core beliefs and principles.**

**This is our Travel-as-a-Service manifesto.**



### **The best content wins**

We pull content from the widest range of sources. We integrate directly with the largest air, hotel, car, and rail providers in order to deliver the best inventory, prices, and traveler experience.



### **Trust is the foundation for everything**

We don't hide or bias travel content, we refuse to take incentive payments from GDSs, and we won't negotiate supplier deals with incentives for shifting market share.



### **Empower everyone to help themselves**

We give travelers the power to change and cancel trips without contacting an agent, and we enable travel admins to manage all aspects of their program on their own.



### **Make servicing easy for everyone**

We provide a single unified platform for travelers and agents, ensuring agents have instant access to everything they need to deliver personalized service and resolve issues quickly.



### **Build for global scale**

We deliver seamless global service, provide access to global content sources, support local currencies and languages, and deploy a single instance of our software across all countries.



### **Redefine the art of the possible**

We stay at the forefront of innovation by working with our customers to build the future together.



### **Build longer tables, not higher walls**

Our platform is open, easy to integrate with your preferred partners, and available to anyone who wants to build custom solutions on our architecture.



## What's next in travel?

Our core beliefs and principles guide us on our journey to redefine travel by modernizing the infrastructure that underpins how every booking is made. We're tackling the hardest challenges in travel to make it easier for everyone to benefit from deeper human connections.

It's time to break free from the past and let the power of cloud computing, microservices, and open APIs take us somewhere new.

If you're ready for what's next in travel, let's talk.

**Even better, let's build it together.**



## **About Spotnana**

Spotnana is modernizing the infrastructure of the travel industry in order to bring freedom, simplicity, and trust to travelers everywhere.

For more information, please visit [spotnana.com](https://spotnana.com)

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