YOUR **FLIGHT**EXPERTS

HitchHiker 2011

newsletter no. 06/11

Dear Readers,

We have expanded our long lasting cooperation with ISO Travel Solution and have jointly developed a new product. The e2e-Travel Package is a comprehensive solution for small to medium-sized tour operators, which is available at 2,50 € per passenger in the basic version.
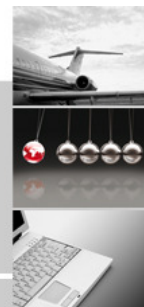
This newsletter will give you a brief overview of this new joint system solution.

We are excited about presenting it to you in detail at the FVW Congress in the "Staatenhaus am Rheinpark" in Cologne (September 13th to 14th, 2011). Please visit us at our stand no. C4 or make an appointment for an in depth discussion via the e-mail address: marketing@hitchhiker.com.

Kind regards,

Melanie Blumentritt
Marketing Manager
HitchHiker GmbH

e2e
TravelPackage

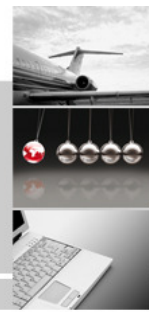## "e2e-Travel Package" for 2,50€ per passenger

HitchHiker and ISO Travel Solutions jointly announce "e2e–Travel Package" for small and mid-sized tour operators, realised as a "SaaS – Software as a Service" solution.

Today, IT solutions need to be scalable from extremely small to very large without any loss of performance. ISO Travel Solutions GmbH, specialist for tour operating IT solutions, and HitchHiker GmbH, IT specialist for flight tariff management and online flight query, have so far been focussing on large tourism companies only. Now they have created the **End2End (e2e) Travel Package** for small tour operators. With this joint solution small companies can profit from the well-approved systems of the "Big ones".

The **e2e-Travel Package** combines the strength of ISO's tour operator system "Pacific" and HitchHiker's flight management solution "TeMyra.net". The package is available in a basic version as a completely hosted solution for 2,50 € per passenger. The name "End to End Travel Package" clarifies that the modern system supports the entire workflow of a tour operator. This workflow ranges from (online) purchase of flights and other services to dynamic packaging, up to the point of sales via the Internet. Via TeMyra.net the system composes the cheapest and shortest flight routes with GDS and low-cost fares. Via Pacific the dynamic packaging of all travel components is processed quickly and professionally.

As a "Software as a Service" (SaaS) solution the system is especially convenient and cost efficient, since the **e2e-Travel Package** is completely hosted and administered by the suppliers. All that a tour operator needs is a web browser and Internet connection. Thus, virtually no up-front costs are necessary and regular updates, backups, maintenance and administration of the software is ensured. Additionally, competitiveness is increased as tour operators can focus on their core business: the selling of packaged tours, hotels, car rental, flights and cruises.

"ISO and HitchHiker have been partners for many years now. In the past we were often recognised as the 'IT providers for large companies'. With our new model for smaller tour operators based on a SaaS approach, we want to show that our solutions can be used in an efficient way by all market participants. Our partnership now gives all tour operators the chance to profit from our in-depth expertise in tour operating and flight IT solutions. We are certain that no other IT company can offer the same quality" states Markus Kretschmer, Sales Director of ISO Travel Solutions.

In the basic version the **e2e-Travel Package** is made up of the tour operator system PACIFIC including a B2B or B2C frontend, as well as the flight booking engine including one GDS connectivity (Amadeus, Galileo, Sabre or Worldspan) and 10 selected low-cost carriers. The system provides the perfect opportunity to grow with HitchHiker and ISO, so the basic version can become a comprehensive full version. Due to the SaaS approach individual adjustments and enhancements of the modular solution can be realised very quickly and straightforward. The tour operator only pays for what he really needs. Modules and add-ons such as back office, ticketing automation for flights, yield management functions and much more can be added easily.

"The partnership with ISO builds on the growth and success of hosted HitchHiker online query solutions that provide accurate and comprehensive flight information. Extending our relation to key players like ISO is important for the future of TeMyra.net as the tour operator sector has become a key customer segment for us. We are proud to provide a compelling new option for tour operators looking for a professional, cost effective and flexible selling and management platform" explains Thomas Boffo, Managing Director of HitchHiker.