 **techspian** | Travel Technology Specialists

Corporate Overview

An overview of our company, including its mission, values, key achievements, and strategic direction.

About Us

At Techspian, we empower travel businesses with cutting-edge technology solutions tailored to the travel and hospitality industry's evolving needs. Our mission is to drive innovation, enhance customer experiences, and deliver measurable results for our clients.

Focus

7 Center of Excellence Teams to build custom solutions for



OTAs (Online Travel Agencies)



Distribution – APIs for Inventory, Rates, Anything



Loyalty Solutions



Mobility Solutions



Destination & Experiences



Lodging - Platforms and APIs



Event Tech



Stats

200+

Travel Technology
Specialists

100+

Suppliers & GDSs
Partnerships

100+

Travel & Hospitality
Projects

98%

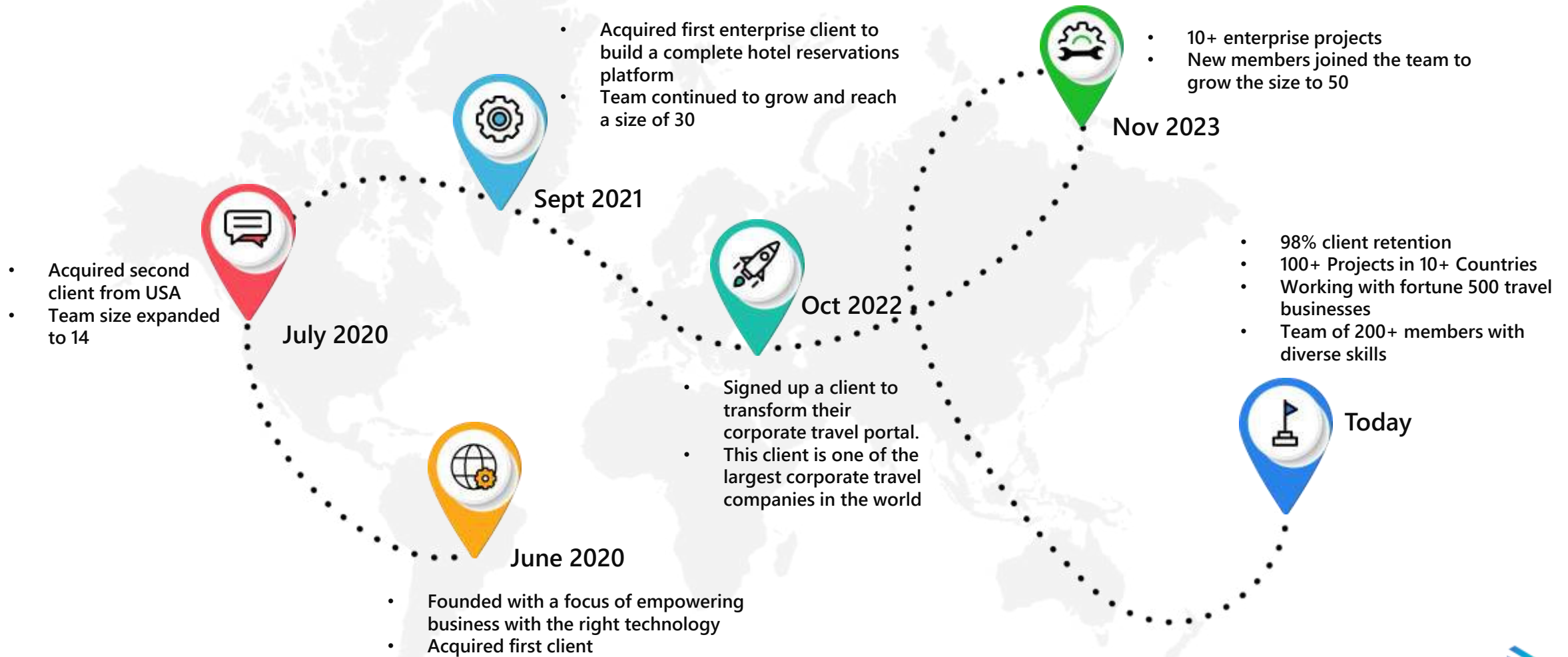
Client Retention

10+

Countries

How Far We Have Come

Techspian got incorporated in 2020 with the intent of spreading the power of technology. In 4 years, we grew to a more than 200+ people team of travel technologists and product champions that help many travel businesses in their technology transformation.



Technologies under our hood



Blockchains and Distributed ledgers



Artificial Intelligence (AI) and machine learning



The internet of things (IoT)



Cloud and edge computing



Computer vision and facial recognition

Logos That Makes Us Proud



akbartravels.com
Your reliable travel partner



udChalo
service for services

PR | PRIVILEGE
ROOMS.COM

STUBA



@hotel





The Services We Offer -

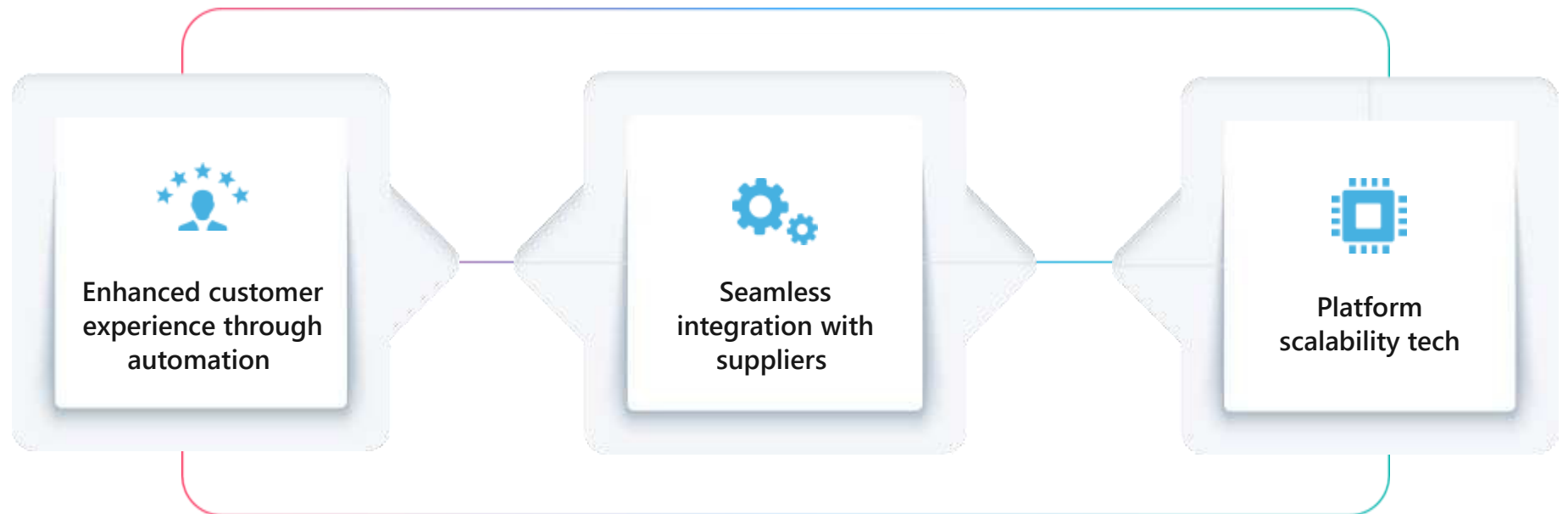


OTAs (Online Travel Agencies)

OTAs face challenges such as delivering a frictionless customer experience, integrating with multiple suppliers and systems, and scaling globally while increasing revenue streams.

We specialize in creating robust integrations and connectivity to optimize customer experiences while enabling revenue growth through ancillary services and automation.

Our Services

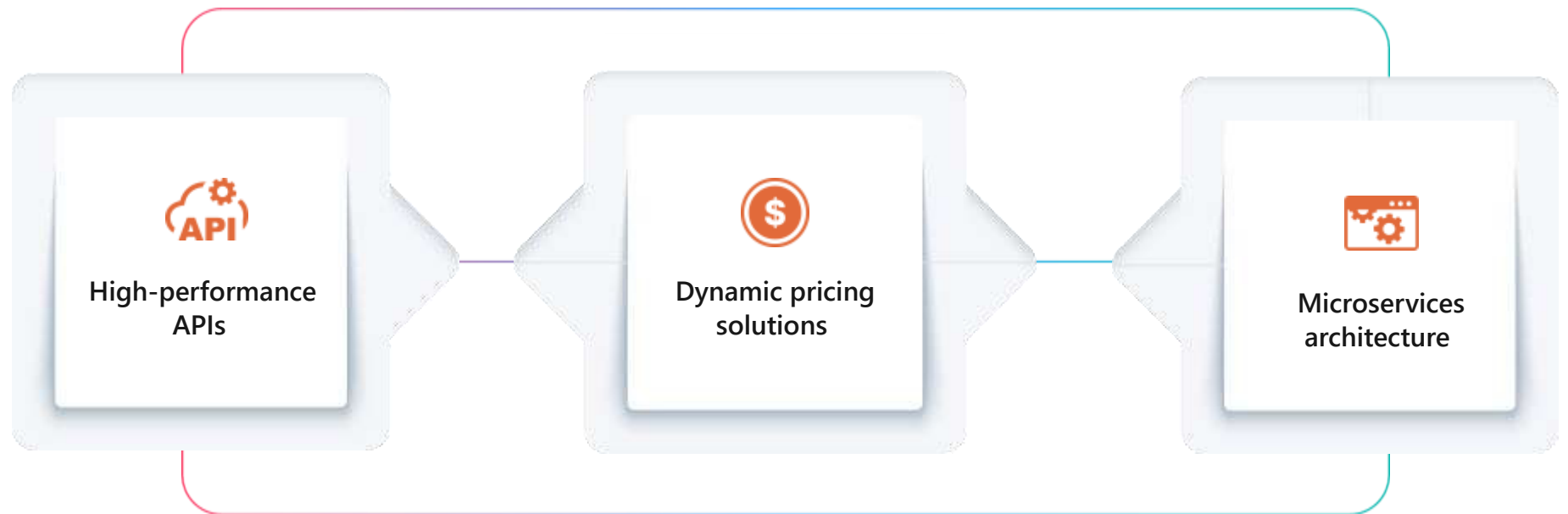


Distribution

Travel Inventory, Rate, Content distributors and receivers need real-time access to accurate information, efficient API management, and the ability to scale while maintaining performance and consistency.

Our real-time API management, smart caching, and microservices enable scalable distribution with dynamic pricing solutions to keep you competitive in the market.

Our Services



Destination & Experiences Tech

Travel companies need to curate personalized, engaging offerings to enhance user engagement, while managing real-time inventory and catering to a global audience.

We help businesses deliver personalized, immersive travel experiences with geo-location services, rich media support, and real-time inventory management.

Our Services

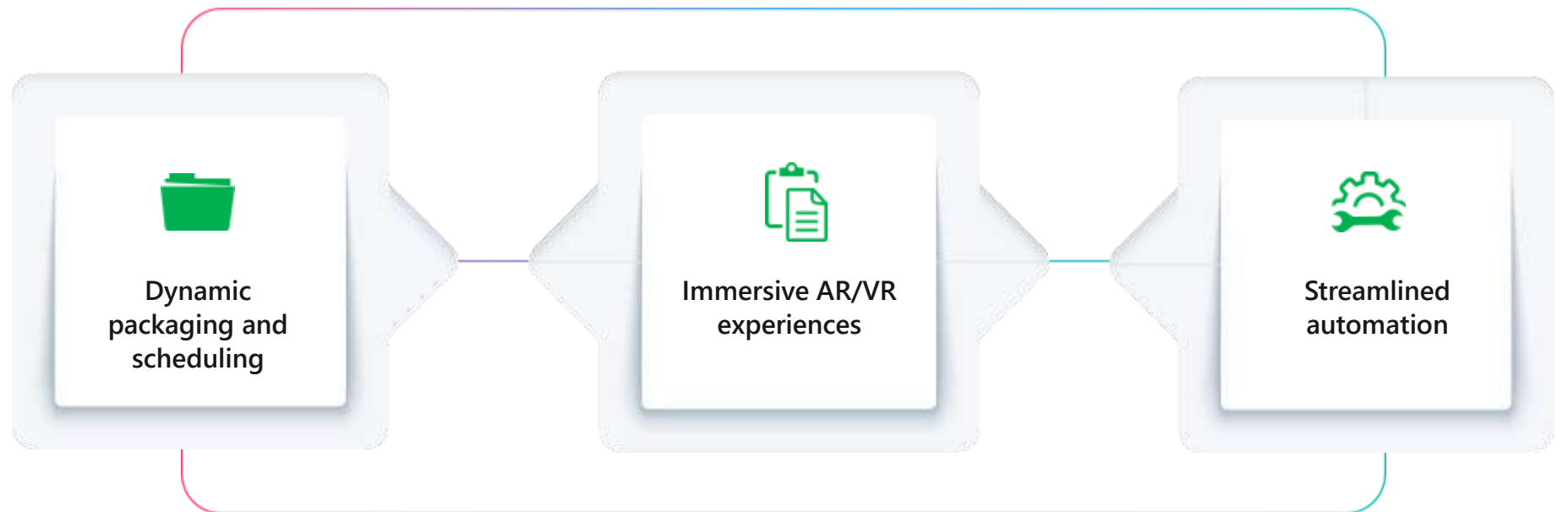


Event Tech

Managing events requires precision and adaptability, with the need for dynamic packaging, modern attendee experiences, and seamless integration with travel products.

Our capability to build dynamic packaging, scheduling tools, and AR/VR capabilities bring a modern touch to events while ensuring smooth integrations with your travel products.

Our Services

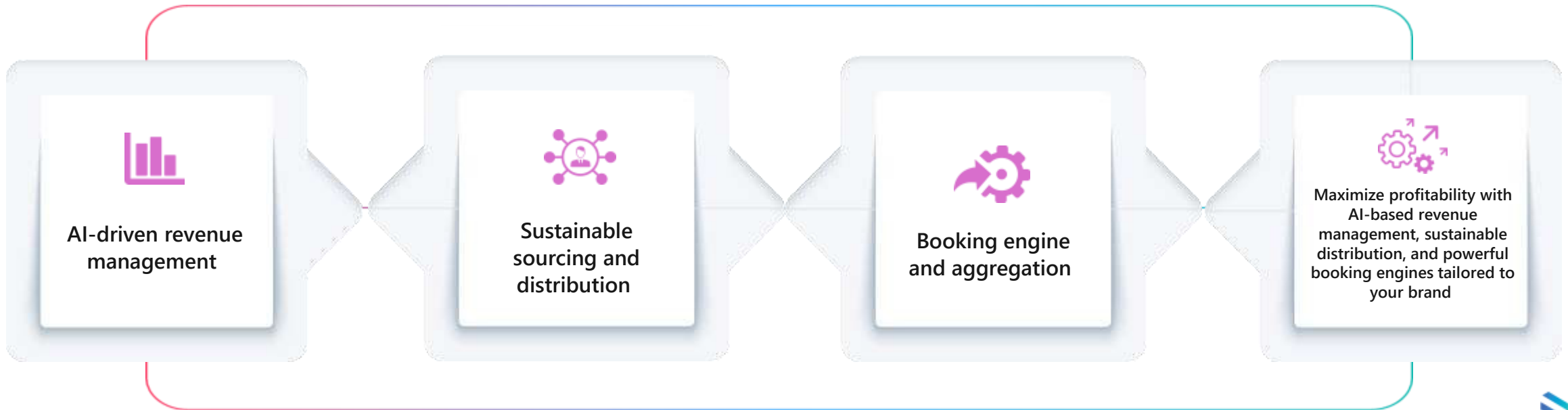


Lodging

Lodging providers face challenges in maximizing profitability, managing inventory sustainably, and offering comprehensive booking options.

We help travel businesses maximize their profitability with AI-based revenue management, sustainable distribution, and building powerful booking engines tailored to businesses' needs.

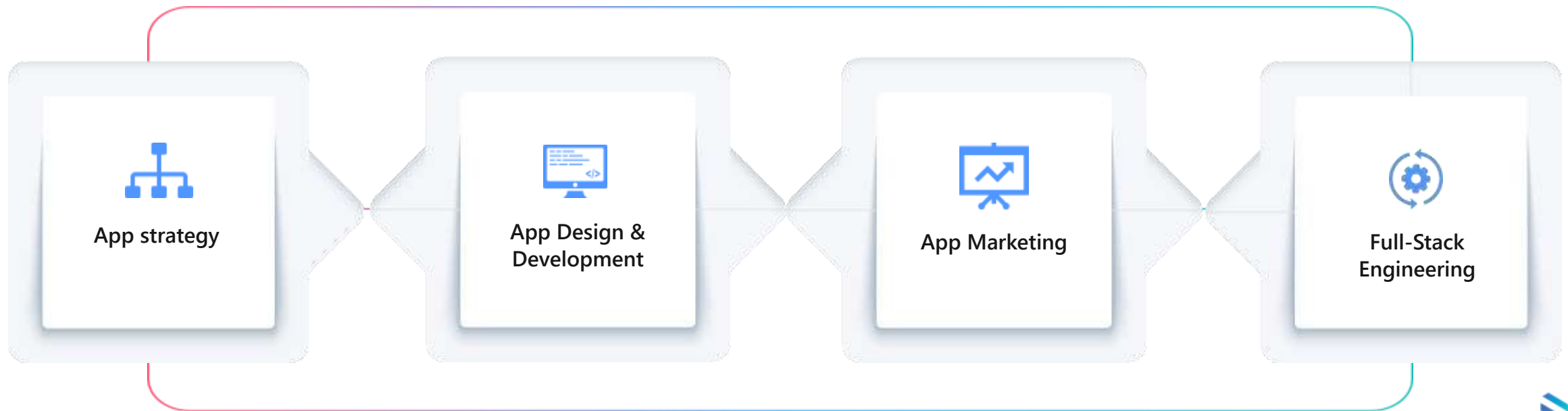
Our Services



Mobility

All we need is an idea We turn travel businesses' vision into Apps

Our Services

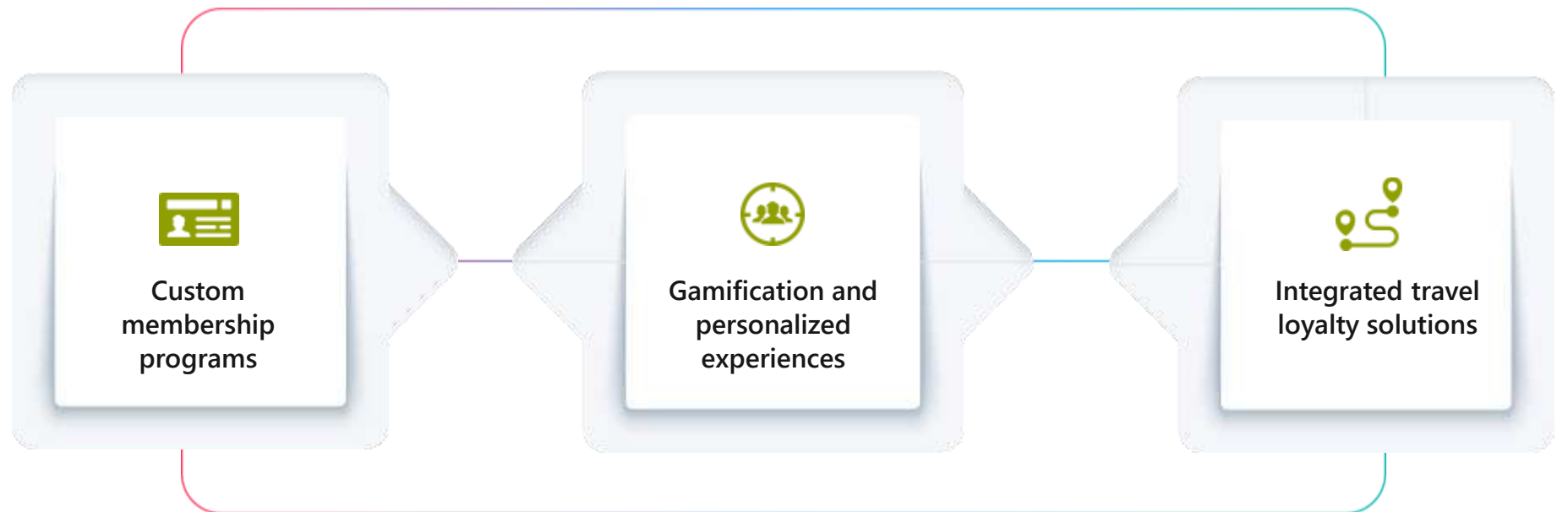


Loyalty Solutions

Travel businesses need to engage customers through tailored loyalty programs, integrating with travel products and enhancing member engagement

We help travel create engaging loyalty programs with personalized membership options, points systems, and seamless travel product integrations

Our Services



Why Techspian

We are valued by our clients for 5 reasons

1 Deep Travel & Hospitality Industry Knowledge

2 Customizable Solutions

3 Commitment to Excellence

4 Talent

5 Our Approach

Discover Understand the why

Define Incorporate vision and customer feedback to clarify the what

Design Prototype the best ideas

Deliver Test and refine for continuous delivery excellence



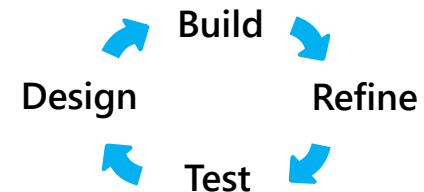
Visioning



Research sprint
Research insights



MVP build
Scope and goals



Success Stories



Techspian Created World's First-ever Social Media Driven Hotel Booking Platform



@hotel (Tripscout) is a top-ranking travel inventiveness and booking platform with **40M+ active users** & **150+ Social Accounts** owned and operated by them.

“

We are proud to partner with Techspian
Andy Acs, CEO

The Project

Tripscout sought to elevate their user experience by creating an end-to-end hotel booking platform with responsive UI/UX, seamless integrations, and optimized sales lead management. They aimed to enhance engagement and customer satisfaction in the travel inspiration space.

The Solution

- ✓ Platform Engineering & Booking Portal Development
- ✓ Intuitive UI/UX Design
- ✓ Supplier and Payment Integrations
- ✓ Customized Backend and Dashboard

Value Delivered

- ✓ Boosted daily booking rate from 0.68% to 2%.
- ✓ Enhanced customer experience with personalized discounted rates via public and private channels.
- ✓ Enabled streamlined hotel sales with supplier rates and mapping integration.



Techspian Rebuilt a Flight Booking Engine for the Largest Canadian Travel Brand



Travel Brands, one of Canada's largest travel companies, manages B2B, B2C, corporate travel, and loyalty programs for flights, hotels, cruises, and more, serving over 14,000 agencies globally. Their legacy B2B platform, developed over 20 years, served only the Canadian market. To scale internationally, they partnered with Techspian to modernize and globalize their booking system.



They are the best! They know the functioning of Industry very well

Senior Leader, Travel Brands

The Project

Travel Brands needed a unified platform to simplify agent workflows, enhance GDS compatibility, and provide a smooth, multilingual, multicurrency experience. After internal efforts fell short, they engaged Techspian for a complete digital transformation.

The Solution

- ✓ End-to-End Flight Booking Integration
- ✓ A Multilingual & Multicurrency Supporting Platform
- ✓ Profile and Revenue Management Capability
- ✓ B2B Agent Capability
- ✓ Enhanced Security

Value Delivered

- ✓ Reduced platform complexity by 80% and operational costs by 50%.
- ✓ Achieved a 3X revenue increase within a year.
- ✓ Accelerated bookings processing by 65% and improved customer retention with up to 10,000 loyalty points per user.
- ✓ Enhanced customer experience with up to 40% discounts and cutting-edge booking functionalities.



The Folks Who Lead Us Here



Sameer Lodha, the CEO and co-founder at Techspian, brings over a decade of hands-on experience to the world of travel technology. He's not just a tech enthusiast but also a strategic thinker skilled in building platforms, consulting travel businesses with tech strategy. Before launching Techspian, he led product teams at Tavisca Solutions, where he played a key role in building innovative products for the travel industry.

Sameer Lodha
CEO, Co-Founder



Marvel Puri, President and Co-founder of Techspian, leads our new business and consulting efforts with a unique depth of knowledge in the travel industry. His hands-on, solution-focused approach means clients get the right strategies, realistic roadmaps, and budget-friendly plans tailored to their needs. Marvel's expertise makes him a trusted partner in helping clients reach their goals seamlessly.

Marvel Puri
President, Co-founder



Amol, our Co-founder and Chief Operating Officer at Techspian, leverages 15 years of tech expertise to drive operational excellence and strategic innovation. His journey from coding to leadership has given him a unique perspective on building efficient, scalable solutions. As COO, Amol's focus is on optimizing operations and empowering our teams to anticipate and tackle future challenges, ensuring that Techspian consistently delivers impactful, forward-thinking solutions.

Amol Raut
COO, Co-Founder



Ajit, our Co-founder & VP of Engineering, is the visionary behind Techspian's technical excellence. He leads our engineering team in building and scaling impactful software solutions. Ajit's expertise in crafting robust, innovative systems has been key to our success, while his collaborative approach has fostered a culture of teamwork and continuous learning. His leadership ensures we stay ahead in digital transformation, consistently delivering top-tier solutions to our clients.

Ajit Mulani
VP, Co-Founder





Thank you

End of Presentation

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 <https://www.linkedin.com/company/techspian/>