



Case Study – DEBDAB TRAVEL



TravelCarma provides a really useful and scalable booking platform for flights, hotels and activities. They have a great team that is most helpful and quick to respond and service our needs. We strongly recommend them over other providers– Owner, Debdab Travel



Client Overview

Debdab Travel is an online travel agency operating in the Northern Africa region. It provides a one-stop-solution for its customers as well as the agents/partners looking to book flights, hotels, car rentals, activities and transfers. It is a trusted name in the MENA region.

Executive Summary

- The client wanted to aggregate multiple supplier feeds and a single interface for all his agents but with individual role-based access
- They also wanted a white label solution for their downline agents

Challenges

- Debdab travel had contracts with multiple travel suppliers and wanted a platform that could aggregate and present all the supplier feeds through a single booking engine.
- They had 300+ B2B travel agents and wanted a B2B Portal to manage all the agent markups and commissions from a single interface and provide a role-based access to individual agents.
- They also wanted a white label solution wherein their agents could have their own B2C portals with Debdab feeds.
- The client wanted to have currency conversion as per local market rate as opposed to the bank rate.



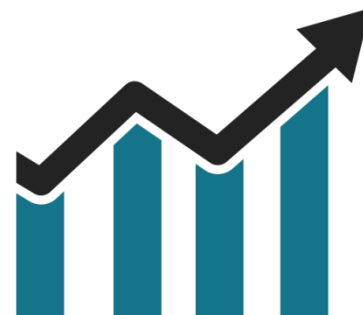
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How TravelCarma Helped

- Using TravelCarma Solutions, Debdab Travel was able to provide a complete online booking experience at best rates to its Clients & B2B agents.
- Their requirement of integrating multiple suppliers was fulfilled by the TravelCarma API management system.
- The CRS applications supported the customers for online bookings without any middlemen.
- A manual currency conversion tool was provided to them wherein they can adjust their local currency as per market rate.

Results

- Debdab has been using the system for years and is an extremely satisfied client with an agent base of over 400
- With the help of TravelCarma, they have been able to capture a sizable market share in the Middle East making them one of the major OTAs in the region





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TravelCarma offers Multiple Benefits on a Single Platform



- Higher Sales & Distribution** 
- Easier Inventory Management** 
- Faster Quote Creation** 
- Centralized Booking Management** 
- Accurate Tracking & Reconciliation** 
- Better Revenue Management** 

Contact us for a Quote Today

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