

Things a TMC should look for in a Corporate Booking Tool



A good Corporate Booking Tool should handle the entire booking process, right from the time an employee makes a request for travel, to getting it authorized to actually booking and managing itineraries



Policy Management

- Ability to set up Employee grade-wise policies
- Travel authorization & end-to-end booking automation
- Self booking tool for Travel Desk as per the pre-configured policies



Revenue management

- Ability to set up complex markups, commissions & exceptions including location, supplier, nationality
- Automatic calculation & optimization of revenue



Inventory Management

- Facility to manage direct contracts & negotiated rates with local suppliers, plus availability allocations, policy management & schedules



B2B/Agent Management

- Ability to manage agents with markups & commissions
- Ability to provide them White label & co-branded booking portals
- Agent-wise sales reports & reward programs



Back-office Management

- Ability to managing corporate employees & suppliers
- Accounting module for account receivable & payables
- Reporting & Business Intelligence Module for analyzing sales & profitability



API Integration

- Integration with Suppliers of air, hotels, cars & activities
- Payment Gateway integration
- Integration with third-party CRM & Accounting systems