

ELEMENT TRAVEL
TECHNOLOGY

The **ONLY** true **VAR**

An introduction to Element



element

Introduction

Element is the ONLY true Value-Added Reseller in Managed Travel

Smaller corporates and TMCs are wanting technology and software. The 'main suppliers' have shut up shop and no longer supplying their tech via new distribution channels.

What is a Corporate or a TMC to do?

element.

 Expense

atriis

 cytric
BY AMADEUS

trave**knowledge**g[®]


Unlocked
Data


ZENMER

What we have done

Element levels the playing field by being that intermediary who contracts with the primary supplier

To supply software and services to those direct customers and travel management companies who need it.



Target Businesses

Corporates want more control of their travel software via direct purchase, like all business software

Business Travel Agencies want software but struggle with cost and expertise



John Doe

Newly Managed Travel Programme

Not full-time role



Jane Doe

Business Travel Agency Owner

Needs tech to compete

Why it makes sense

Resellers have been in business for 20+ years. Managed travel is the only sector where true indirect distribution and service is not done via Valued Added Resellers.

This has now changed with Element coming to the market to fulfil the demand for tech from smaller TMCs

element.

UNIQUE



FIRST TO MARKET



TESTED



AUTHENTIC



What does it all mean?

Element can supply 3 different Corporate Booking Tools, 1 expense solution, 1 management information tool direct to Corporates.

For TMCs, they can give choice to their clients across software knowing that it is backed by Certified support.

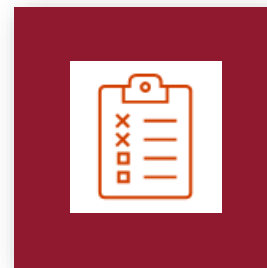
01.

Put in place the right products for business and TMCs



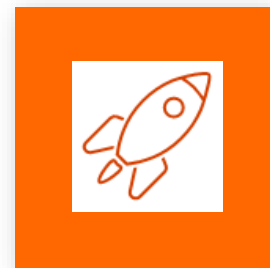
02.

Tested with 3 TMCs to show why the VAR Model Works




03.

In 2021 we launch our tech to include 'direct to Corporates'



Offer more than One OBТ with Expense, now you can compete with any peer to win that client

				
TMC Size	Any Size	Any Size	Any Size	Any Size
Client type	Any Business size or type	Any TMC Client	Any TMC Client	Any TMC Client
Content	N/A	Air, Hotel, Rail, Rental Car, NDC (GDS, Travelfusion & API)	Air, Hotel, Rental Car, Rail, NDC (GDS, 1A & Travelfusion)	Air, Hotel, Rental Car, Rail, NDC (API connections & Travelfusion)
GDS	N/A	Any GDS	Any GDS	Any GDS
Approval	Travel and Non-Travel	Travel Only	Travel Only	Travel Only
Expense / OBТ / Mobile	Mobile App Integrate OBТ and TMC data	Mobile App No Expense	Mobile App Expense on request	Mobile App Expense on request
Deal	Co-Sell, referral deal	TMC is reseller	TMC is reseller	TMC is reseller
Pay as you grow	Yes	Discount for 2021	Yes	Yes

Client Story

A TMC client wanted support to sell Travel and Expense software, they didn't have immediate expertise. By working with Element they were able to get the resell deal.





Thank You!

“Whether you ask us to supply software or services, we will deliver to the same standard and quality that you would expect from your team.”

element.

Contact US

Give us a shout to see why we enable you to delight your clients

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