

ELEMENT TRAVEL
TECHNOLOGY

Delivering your tech goals

An introduction to Element



element

Introduction

Element is a value-added reseller to the managed travel segment.

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.

Element solves this problem for TMCs and their clients

element.



Follow us

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What we have done

Eventually most companies will run up against the limits of what can be done with direct sales alone.

Element looks for tools and partners that we can match to our customer needs.



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
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?

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

Element can supply 3 different corporate booking tools, 1 expense solution, 1 management information tool direct to Corporates.

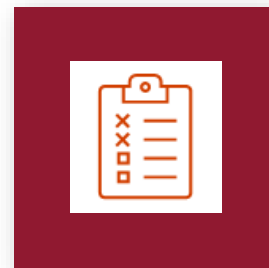
01.

Put in place the right products for business and TMCs



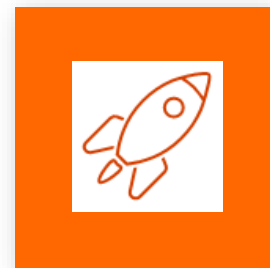
02.

Tested with 3 TMCs to show why the VAR model works




03.

In 2022 we launch our tech to include 'direct to corporates'

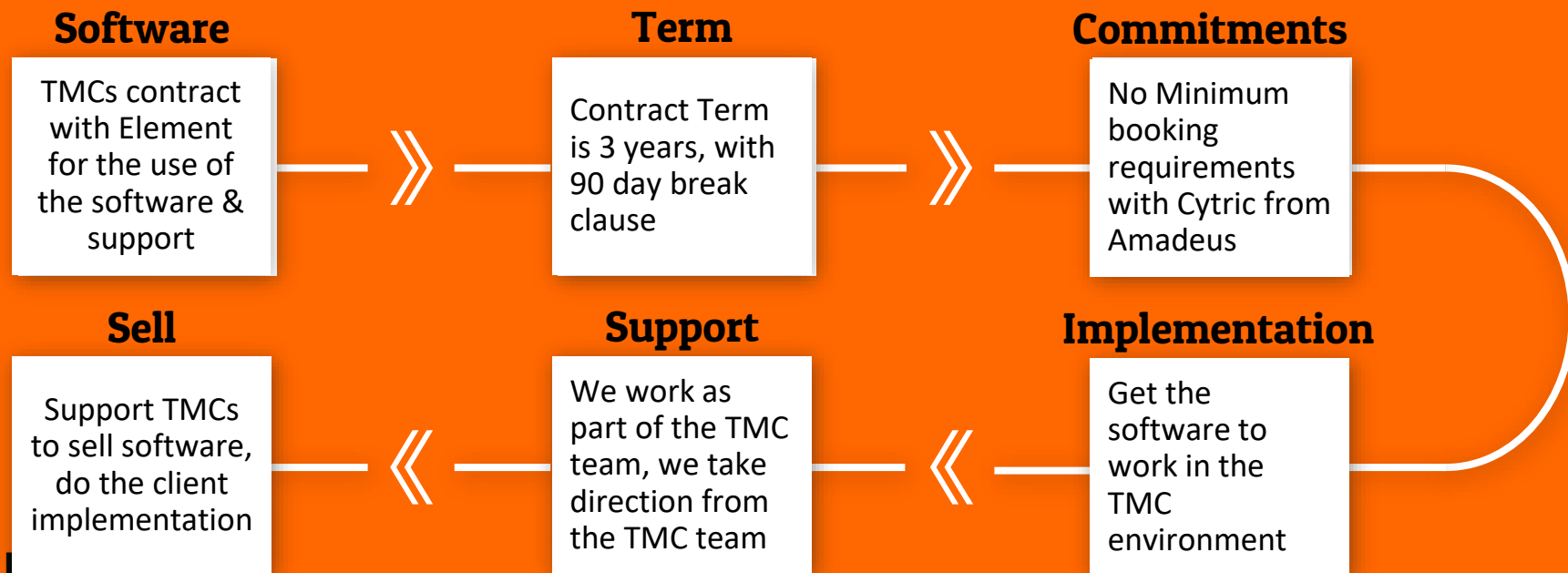


Offer more than One OBТ with Expense, now you can compete with any peer to win that client

				
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

How It all works

Details of how our software and service offering works. Element contracts with the TMC, not the client.



Support

Element works as part of the TMC.

Level 1 support is not done by us

Level 2 and working with Tech company all handled by us

Support requests go through our Support Desk

Client implementations, TMC should have an IPM and we do the tech work with the OBТ as an example

Deployment
Partner for our
TMC clients



Reseller of
software and
contracts are
with Element



Support
services are
monthly and
menu based



We will train
the TMC
resource as
needed, sales
and tech alike



Our new offering

Pay as you Grow

Our solution to help spread the cost
of your digital transformation.

element.

Authorised Partner

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traveknowledge®

What We do

Element is reseller of technology to business travel agencies.

We do deals with tech providers that allow us to sell their tech to you.

What's included

Licence to resell or use the tech, getting the tech to work in your business and your clients. Lifetime support for all tech purchased from us

Technology supported

- On-line Booking Tools
- Expense and Finance Technology
- Stand-alone automation or GDS scripting

Other options

- Outsource to Element
- One off and Time limited projects
- Manage clients tech
- Consulting
- Project Management

Costs

We have flexible options that allow you to '**pay as you grow**'. Various options available up request.

Put the
power of
element.to
work in your
business.

Pay as you Grow

Our response to the current effects of low air travel volume across Europe

What it is?

- Delayed payment terms for technology purchased from us¹
- No Element charges until 1st client goes live²
- Supply all tools to support your sales efforts with tech

1- Depends on tech purchased

2- Tech is client facing, other terms can be agreed for back office tech

How will it work?

- We have negotiated discounts or delayed payment terms with our partners
- Contract is signed, with agreed payment and delivery of tech terms
- Element puts it all in place, you sell, win clients, pay us as you grow

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

website

www.elementtech.co.uk

phone

+44(0)7939874635

email

info@elementtech.co.uk