

Working Together

TTI Spring Conference 2001

Date:

Thursday
15 March
2001

Venue:

Institute of
Electrical
Engineers
Savoy Place
London
WC2

Nearest
Underground:
Embankment or
Charing Cross

The travel distribution technology of the 21st Century is encouraging travel companies to work together. Those who may have been your competitors could now also be your business partners. Third parties from outside the industry are forming portals to distribute travel products.

Find out about the significance of these developments by attending Working Together, TTI's 2001 Spring conference.

The Speakers

Keith Webber, Head of Travel
Telewest

Telewest provides managed network services to the travel industry. It has launched its extra-net portal, Endeavour, described as a business tool that will help increase productivity and profitability.

Lucio Pompeo
Senior Engagement Manager
McKinsey & Company Inc.

One of the World's best known strategy consultancies with a global network of 80 offices and 6,000 consultants.

Lawrence Hunt, Chief Executive Officer
Dreamticket.com

Founded in 1999, dreamticket.com is a joint venture linking Scandinavia's leading independent travel agency, Ticket Travel Group and UK-based technology experts, Rapid Travel Solutions.

Andrew Daines
Tourism Technology Development Manager
English Tourism Council

Launched in July 1999 as a radically transformed organisation from the former English Tourist Board. ETC is industry facing, providing leadership and support to England's tourism organisations.

Jamie Cole, UK Director
Travelocity

One of the world's leading online travel sites. Travelocity has implemented a successful strategy of driving visitors to its site through an extensive network of partnerships and affiliations.

Mark Harris, Travel Sector Manager
Energis

A new entrant in the travel sector. Delegates to the conference will have the first glimpse of their new Extranet portal.

Peter Whittle
Marketing Manager—Travel
X-TANT

X-TANT Limited is a major provider of managed data network services and a wholly owned subsidiary of telecommunications company, ntl. X-TANT's travel trade Extranet portal is called TravelEye.

Jean-Louis Dubrule
Vice President Sales and Marketing
andbook.com

A European Internet joint venture between Accor, Forte Hotel Group and Hilton International. andbook.com has been conceived as the business traveller's hotel network. The objective of the business is to create a best-in-class Web based hotel and travel reservation system.

Ian Champness
e-Commerce Director
FSS Travel & Leisure Systems

FSS is launching its package holiday portal called nowbookit.com. It is an "infomediary", linking directly to the information, prices and availability of tour operator companies.

Tim Wright
Vice President, e-commerce
Worldspan

The market leader in e-commerce for the travel industry, processing over 50% of all online travel agency bookings. Worldspan provides over 20,250 travel agencies and other users worldwide with travel data and booking services.

Elizabeth Hyde
Commerical Lead eBA Customer Proposition
British Airways

BA has developed Extranets for its travel agent partners and corporate customers, based around its core philosophy of providing service excellence and recognising customers and agents as individuals.

The Sponsors

TTI wishes to extend its warm thanks to the following companies who have kindly sponsored this event:



Working Together

The Theme

Online distribution technology is causing travel companies to re-define their relationships. The Internet, interactive digital television and other online technologies are catalysing businesses to think creatively about strategic partnerships.

Companies that for many years were rivals are now cooperating to ride the opportunities that online distribution provides. Concern that, in isolation, one company might not have the critical mass to offer a compelling online distribution portal is causing competitors to work together to form powerful alliances. These alliances are able to build a distribution presence that has far more market power than the partners' individual offerings.

Hence, we see the formation of airline and hotel alliance distribution portals. We read about cooperation between the largest UK travel companies to ensure that a common distribution platform is built.

This is something the tourism industry has understood for some years, its quest being to use technology to provide united distribution.

Other travel organisations are using online links to widen their distribution network. Those farsighted enough have developed the technology to allow online travel retailers and others to offer real-time bookability of their products through affiliate links.

Meanwhile, technology companies that were concerned with network connectivity and reservation systems, now see distribution and value added content as the best way to maintain their role in the industry.

For this conference, Travel Technology Initiative brings together a group of speakers whose organisations are all revisiting the way travel is distributed. Attend and find out for yourself about the relationships they are forming and the lessons they are learning.

The Programme

- 08:45 Registration and Coffee
- 09:15 Welcome from the Chairman & TTI Update
Tony Allen, Chairman TTI
- 09:30 Working with the Trade—a GDS Perspective
Tim Wright, Worldspan
- 10:05 Meet the Travel Extranets
Mark Harris, Energis
Keith Webber, Telewest
Peter Whittle, X-TANT
- 11:05 Coffee
- 11:25 Customer-Tailored Extranet Solutions
Elizabeth Hyde, British Airways
- 12:00 Uniting English Tourism through Technology
Andrew Daines, English Tourism Council
- 12:35 The Business Benefits of b2c Travel Portals
Lucio Pompeo, McKinsey & Company Inc.

- 13:10 Buffet Lunch
- 14:20 The Accor—Forte—Hilton Joint Venture
Jean-Louis Dubrule, andbook.com
- 14:55 Forging Relationships with Established Players
Lawrence Hunt, Dreamticket.com
- 15:30 Coffee
- 15:50 Launching a Package Holiday Portal
Ian Champness, FSS Travel & Leisure Systems
- 16:25 Forming Successful Partnerships Online
Jamie Cole, Travelocity
- 17:00 Chairman's Summary
Tony Allen, Chairman, TTI
- 17:10 Close

Moderator: Paul Richer
Genesys - The Travel Technology Consultancy

(It may be necessary, for reasons beyond our control, to alter the content or timing of the programme.)

Registration

To register, please return the coupon below with your cheque (if non-TTI member) to:
Travel Technology Initiative, c/o Rowden Farm, Brentor, Tavistock, PL19 0NG United Kingdom
Telephone enquiries and fax: 0870 904 1521 email: tti@care4free.net



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TTI members - 2 free delegates per member, 1 free delegate per associate/academic member
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others £95 + VAT (£111.63)

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Names of other delegates