

A tropical beach scene at sunset. The sky is a mix of orange, pink, and blue, with scattered white clouds. In the foreground, a wooden pier extends into the calm, blue water. On the right side, a tall palm tree stands prominently. A large, semi-transparent blue rectangle is overlaid on the upper part of the image, containing the text 'travelpartners.ai' in white.

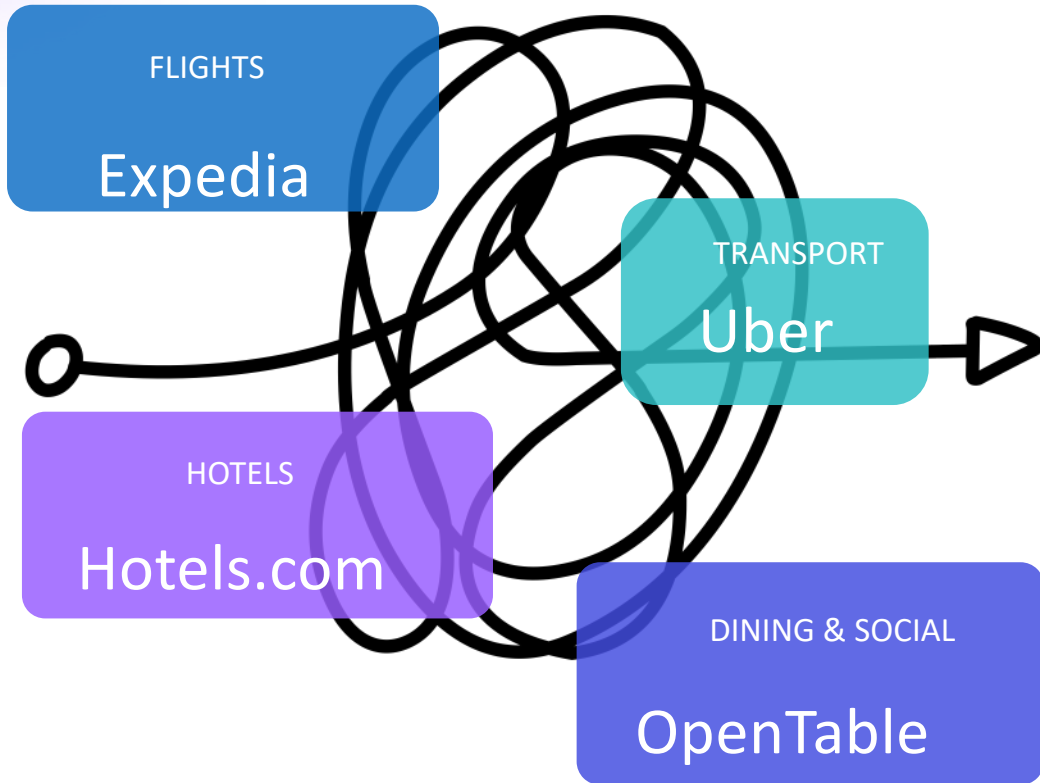
travelpartners.ai

COHORT 11

Complete Business Itinerary



Business travel is fragmented



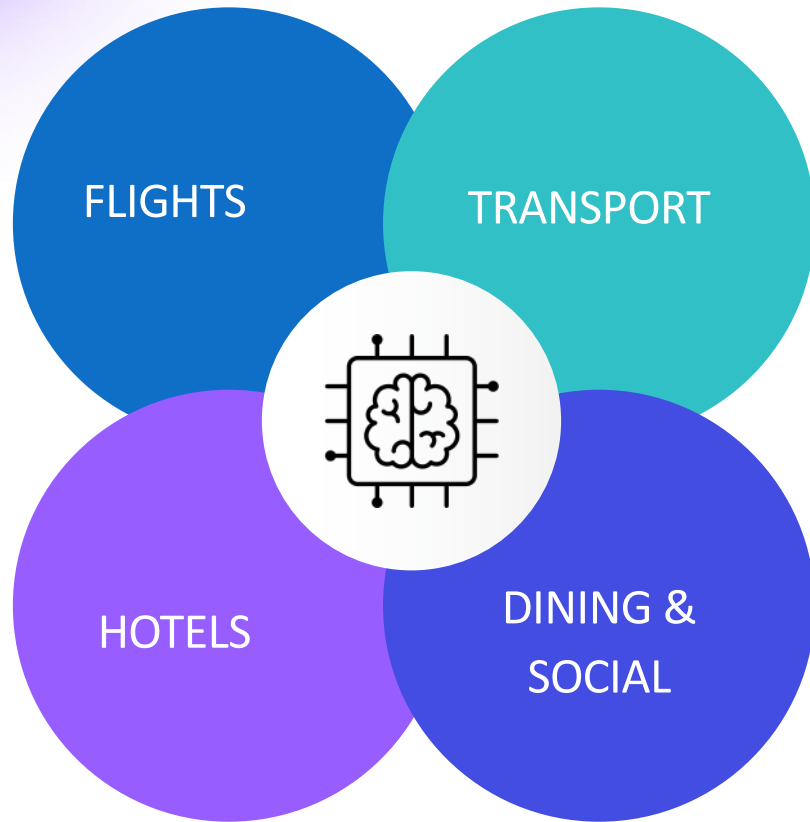
- ✗ Multiple vendors for multiple services
- ✗ Siloed solutions from various providers
- ✗ High upfront sign-up cost
- ✗ Lack of personalization

Personas

Travel Coordinators	Individual Employees / CFOs
Cost: 50-60K	Cost: High price bookings and zero policy enforcement
Coordination, change	Time consuming, Budget over-runs



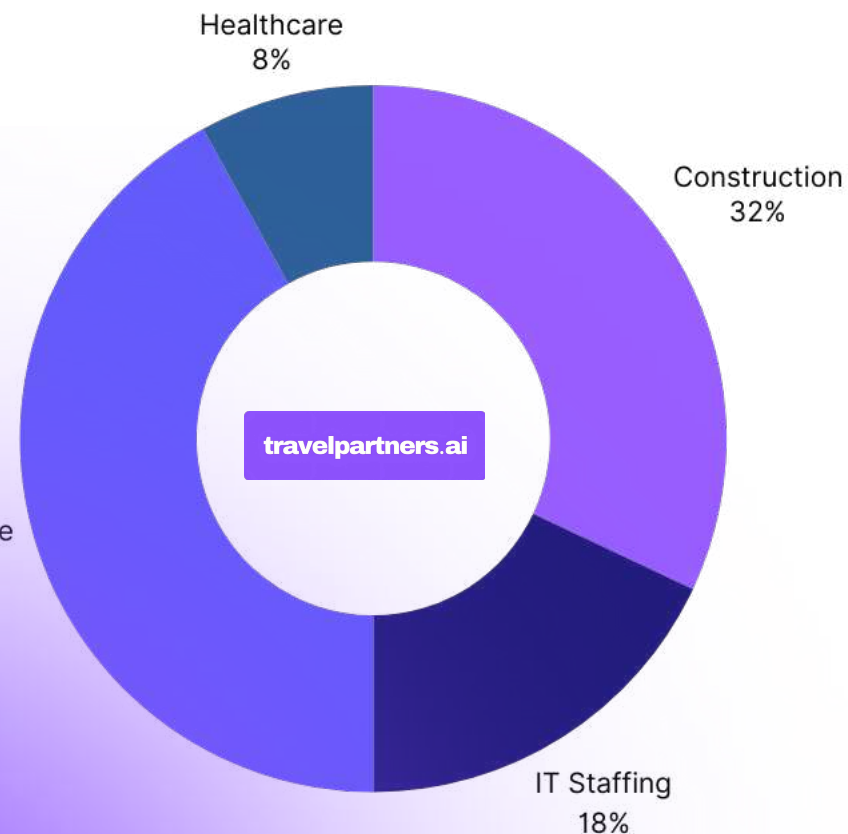
TravelPartners.ai – Complete Itinerary



- ✓ One unified platform to book hotels, flights, transport and dining & social events
- ✓ No sunk cost: No Subscription & No monthly fees
- ✓ Product launched with Hotels accommodations during Dec 2023



Market



360° Services
Full Itinerary

travelpartners.ai

SPOTNANA

Multiple Manual
Bookings

NAVANA

Co-Pilot
Hyper-Personalized
Itinerary

HE HOTELENGINE

Only hotels.

BCD travel



GLOBAL
BUSINESS
TRAVEL

SAP Concur

CWT

(Prices > Expedia / Priceline)

Limited services; only
flights, hotels

Hotels + Dining



Going to
Enter a destination



Dates
Thu Jul 04 2024 - Thu Jul 11 2024

x



Travelers
1 Rooms , 1 Adults , 0 Children

Search

Explore our top deals

Showing deals for: Jun 7-Jun 21

New York San Francisco New Orleans Las Vegas Miami Los Angeles



6 Times Square, New York

8.0 Excellent
1,047 Reviews

Check in: 2024-06-07 Check out: 2024-06-21

\$7,116 for 14 nights
\$448 per night

View Details

Expedia
\$8,292
Costs \$1,176 more

Dining



InterContinental New York Times Square, an IHG Hotel

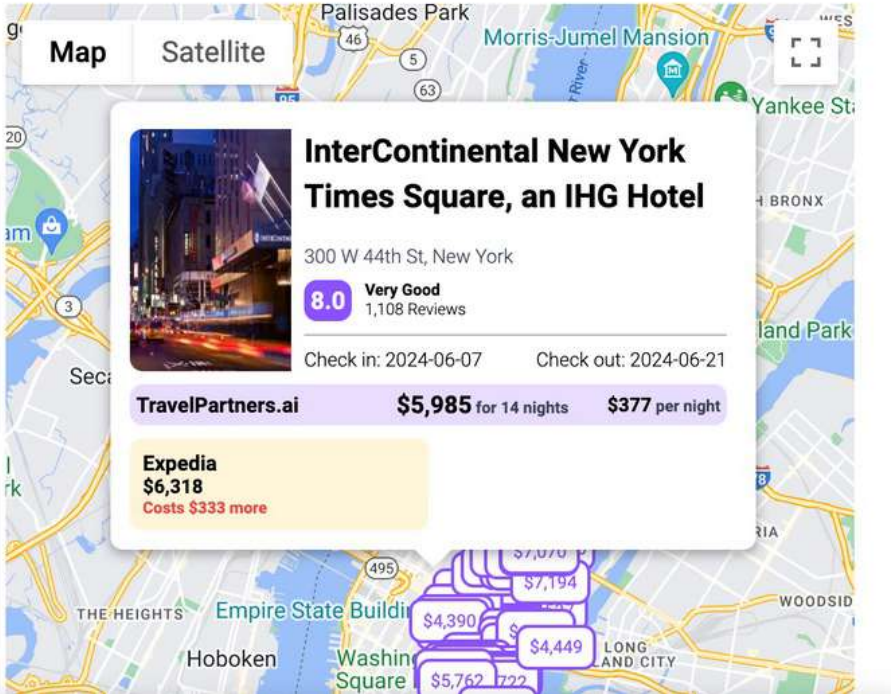
300 W 44th St, New York

8.0 Very Good

TravelPartners.ai

\$5,985 for 14 nights
\$377 per night

View Details



Flights + Transportation

travelpartners.ai

Find HotelFind FlightMy TripsSupport

Anthony Shao

Round Trip

One Way

Add Transportation

Economy

Leaving from
New York (JFK), John F ...

Going to
Los Angeles (LAX), Los ...

Departure
Jul 02

Return
Jul 09

Travelers
1 Travelers

Search

Filter By

Stops

Non Stop

1 Stop

Airlines

Alaska Airlines

JetBlue Airways

United Airlines

American Airlines

Departure Airports

EWB (Newark)

JFK (New York)

LGA (New York)

Arrival Airports

LAX (Los Angeles)

SEA (Seattle)

20 Flights

Sort ByRecommended

United Airlines

12:28 PM

Non Stop

07:12 PM

~~\$796~~

\$568

United Airlines

07:00 AM

Non Stop

03:35 PM

Book Flight

Checked Baggage: 0 piece

Flight Details

American Airlines

09:25 AM

Non Stop

12:29 PM

~~\$661~~

\$572

American Airlines

11:20 AM

Non Stop

08:02 PM

Book Flight

Checked Baggage: 0 piece

Flight Details

United Airlines

12:28 PM

Non Stop

07:12 PM

~~\$724~~

\$517

Business Model

Revenue model

- ✓ Transaction based pricing
- ✓ Monthly subscription for enterprise customers

Sales & distribution model

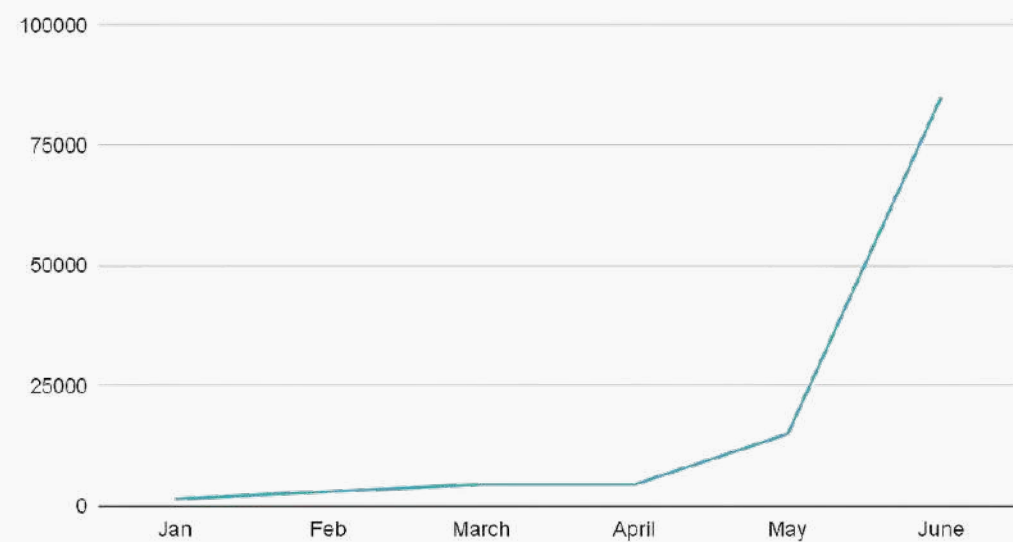
- ✓ Direct Sales
- ✓ Channel Partners

Average annual spend

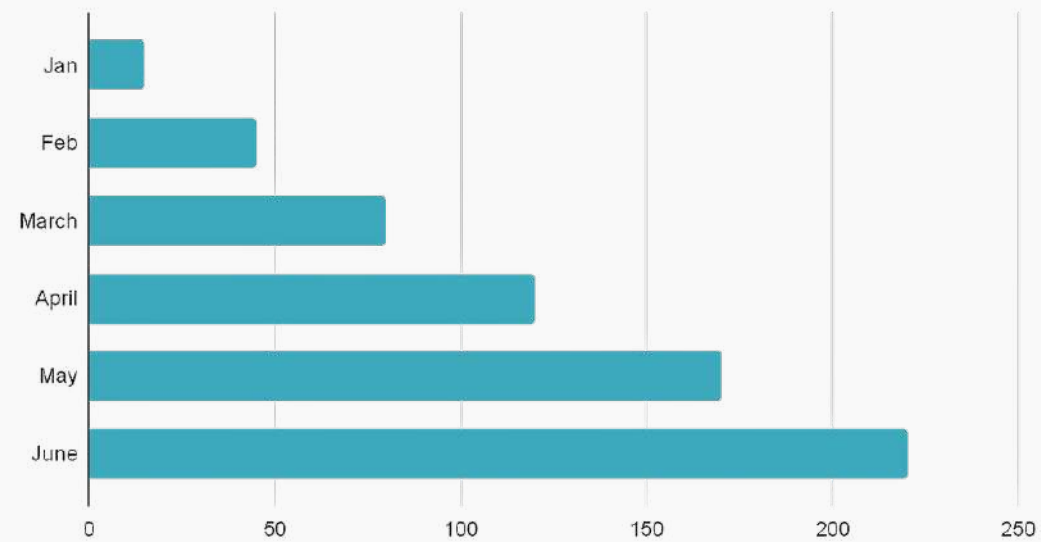
- ✓ ACV: 100,000 – 300,000 USD/year

Traction

Monthly Revenue



Number of customers

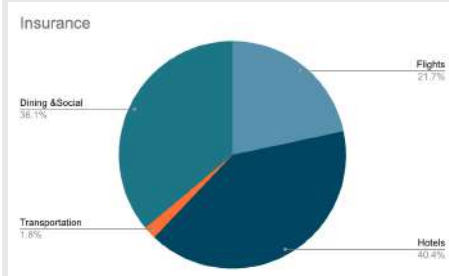


Customer Segments



Insurance

\$80,000 per account

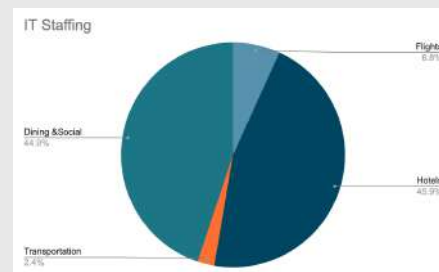


SMB with strong network sales;
Affiliates at HGI (200 today),
Transamerica (5 today)



IT Staffing and Consulting

\$3,53,200

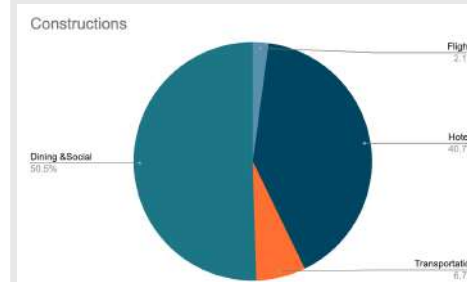


50 + US-based staffers.
Repeat bookings
Algoworks, QSS,
Intelliswift



Construction

\$71,450

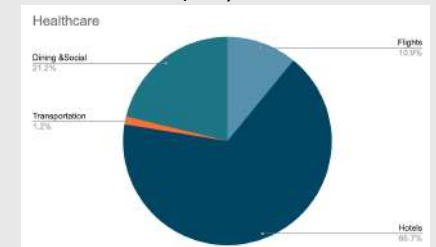


Construction crews travel
every week
Envirocon, Gafcon



Healthcare- Travel Nurses

\$75,000



Travel Nurses, repeat bookings

Individual Nurses

Leadership

Team has experience with two successful exits



Vishal Saxena*

Co-Founder and CEO

Ex- Hotel Engine, IIT Roorkee, 3rd Startup

Exit Roubroo to Avaya

Build Tech at Uniphore (Series C to E)

HotelEngine (to series C)

*15 awarded US patents, 800+ citations



Vimal Kohli

Co-Founder and CTO

Travel Industry veteran. 2nd Startup

Ex- Accenture, EY

Co-founded and exited

Scuttlr (B2B Travel)



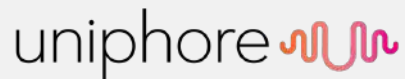
Anurag Aggarwal

Head of Engineering (India)

IIT Delhi, Univ at Buffalo. Co-founded Roubroo

Ex- Hotel Engine

KEY COMPANIES



LLOYD'S



Ask \$1.5-\$2M

\$90K MRR

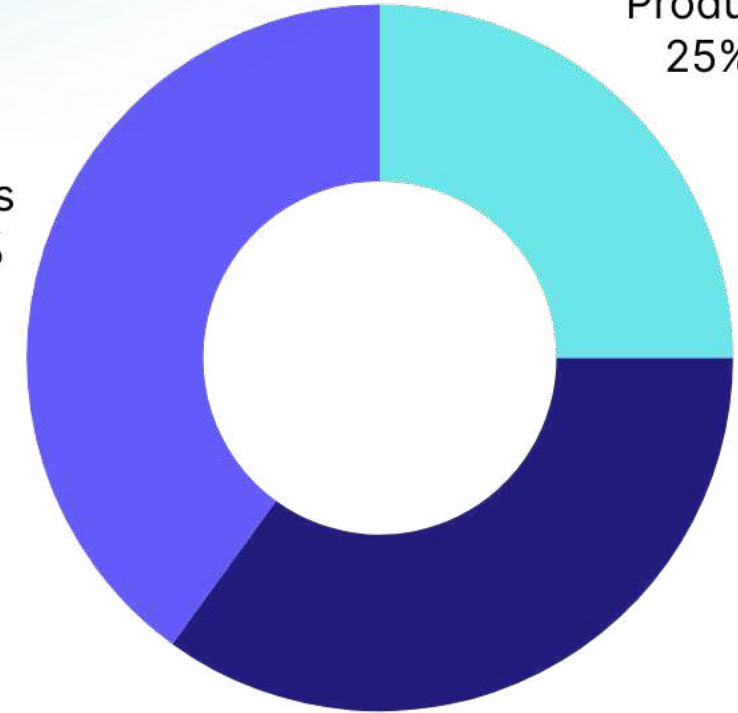
18 months

\$450K MRR

Sales
40%

Product
25%

Marketing
35%



Feedback / Demo Booth

travelpartners.ai

Meet us at Booth # 8

Contact Email:

vishal@travelpartners.ai

vkohli@travelpartners.ai

