

ABOUT THE CLIENT

competitive market.

The 4th largest car rental company in the U.S. maintaining a fleet of over 23,000 cars, ranging from economy to SUVs.

Through a network of 85 locations, the company capitalizes on its presence in 22 of the top 25 U.S. airports.

Caters to a wide range of customers, including value-focused leisure travelers, independent business professionals, and customershistorically under-served by the major car rental companies.

BUSINESS NEEDS

Build a rate management system for managing Car **Rental Rates**

Build a system to support multi brands for rate configurations



Build modules to shop competitors' rates from OTAs and GDSs

BUSINESS SOLUTIONS



Created a scraping service framework that fetched rates from multiple car rental platforms and allowed seamless addition of new sources.



Developed rules engine to support user-level rule set definitions



Built automation console to manage jobs

- that monitored base rate and provided rate suggestions
- that allowed to push rates automatically at desired time interval



Built an end-to-end rate shopper application with the following features:

- Intuitive and responsive UI
- Multi-brand support Integration with APIs provided by ISVs to get
- rates from GDSs
- Ability to update external systems such as RezCentral and TSD
- Support for one-way and two-way rentals
- Car class tethering • Rate code tethering
- Conditional rate update
- Opaque rates for dependent car class

BUSINESS IMPACT Car-class and User friendly interface and rate-code multi-brand support saved **25%** efforts of rate management Implementation of third-party APIs helped manage GOV

rates and increased reservations by **15%** Base rate monitoring O

increased the rate accuracy by 85%

Conditional rate update helped cut down the bills charged from external systems by **10%**

tethering reduced scrapper load by Opaque rate for

dependent car classes helped increase revenue by **5%**

rules decreased rate error by

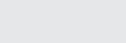
Allowing user-level

STACK

TECHNOLOGY



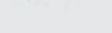




Knockout.







jQuery

Tools

















Cybage Travel and Hospitality



Lodging





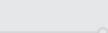




























Specialty

Lodging

Travel Travel MICE Travel Distribution Retailers Consolidators





Building customized solutions for optimizing rates

