

# kaptio travel

The travel transformation platform built on Salesforce



Kaptio Travel is the next generation booking system that places the customer at the centre of everything. Powered by the Salesforce Platform, it frees travel companies from their legacy systems, equipping them to embrace new ways of working and transforming the travellers experience while delivering incredible operational efficiencies.

Kaptio Travel helps tour operators, travel agencies and travel resellers to grow, through the intelligent application of data in order to solve their travel-specific operational challenges. By better understanding and responding to their users, Kaptio's clients can build meaningful and lasting relationships with their customers, resellers and suppliers, consequently reducing operational costs.

- Put your travellers, resellers and suppliers at the centre of everything.
- Assume control across your organisation and generate insights into margins, pipelines and sales team performance.
- Regain one of your most precious commodities: time. With Kaptio Travel, you don't have to reinvent the wheel because our platform provides a faster route to outcome, without compromising quality.
- Increase profits without the burden of time-consuming administration and paperwork. Enable a team of sales winners not sales clerks.
- Kaptio is powered by Salesforce – the world's number one cloud company. Its ecosystem of service providers, consultants and developers make it the platform to build your business on.
- You're assured of the highest standards of data security and storage.
- Kaptio will help you innovate in order to gain competitive advantage.



The Traveller



The Reseller



The Supplier

Products & Prices  
Bookings  
Operations  
Travel Platform

## The Travel Transformation Platform

Powered by the Salesforce Platform



"Kaptio Travel proved to be an extremely flexible system, with many more useful features than we had hoped for. Furthermore, Kaptio has been very helpful when it comes to adapting the system to our specific needs"



Aðalbjörg Óladóttir  
IT at Iceland Travel

### The travel transformation platform

You can't reinvent how you reach out to your customers with legacy systems but Kaptio Travel allows you to innovate faster with its highly customisable and extendable booking platform – so you can deliver new customer-centric processes faster and with less maintenance.

Kaptio Travel can be extended by both clicks and code. System administrators can deliver amazing improvements and features in a matter of minutes with a few clicks, becoming instant heroes within the organisation. Advanced capabilities, customisations and screen improvements can be delivered by developers via new code, giving your business the ability to extend the application while remaining compatible with future Kaptio Travel releases.

### Key capabilities

Kaptio Travel for Sales	Kaptio Travel for Operations & Finance	Kaptio Travel for Product Management	Kaptio Travel for Innovation
Handle complex travel quotes and advance costings management.	Manage supplier invoices, sales invoices and track payments.	Manage content, images and location for your product catalogue.	Powerful price and booking API to integrate with websites or apps.
Manage customer relationships and interactions.	Back-office travel management with auto task reminders.	Define purchasing and selling rates, discounts and supplements.	Integrate with any accounting and general ledger software.
Web-based interactive itineraries and travel docs with calls to action.	Automate supplier confirmations and passenger lists.	Handle allotments, free sale and on-request inventory.	Build custom processes and applications either with clicks or in code
Secure online customer payments and tokenisation.	Operate in multi-channel, multi-currency and multi-language.	Combine products into packages and sell with dynamic or fixed rates.	Fully customise user experience with Lightning from Salesforce

Visit us at [www.kaptio.com](http://www.kaptio.com) and learn how to transform your travel business.