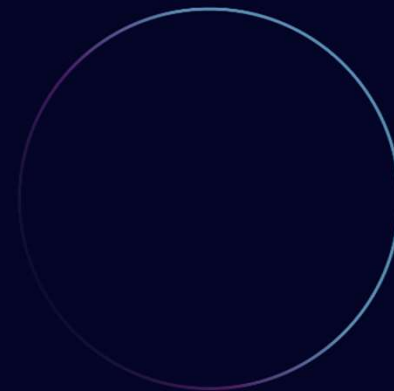
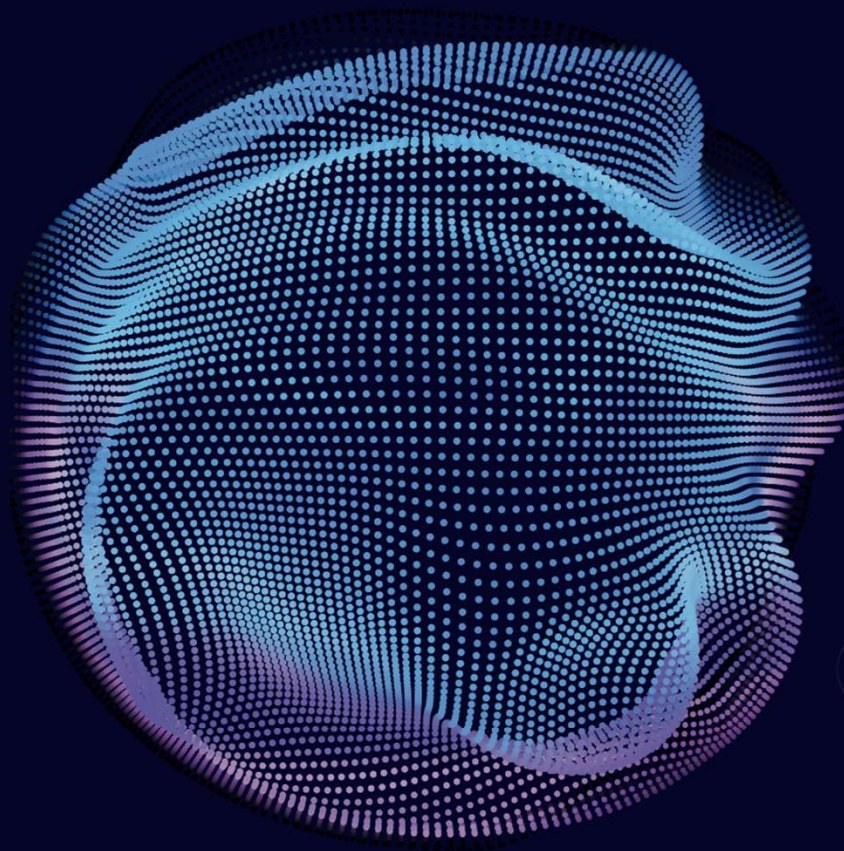




Oct 31, 2024



ALL RIGHTS RESERVED



DATE: February 2024

bontes
THE FUTURE
OF TRAVEL BUSINESS

Travel professional Challenges

1

Need to become online

World travel turns online fast, so does travel agents and travel servicers

400bn ₂₀₂₀ $\xrightarrow{\text{market size}}$ **1.000bn** ₂₀₃₀

Travel professional Challenges

2

Need to manage different service providers and make the right tiding-up

Scarcity of specialized travel professionals and cumbersome accounting. Unifying different APIs is on the critical path.



Multiple Screens



Requires experienced agents and accounting which is in scarcity



Business is highly dependent on personnel. Single Points of Failure



Travel professional Challenges

3

Need to increase offering

Travelers are attracted by multiple and differed services. Travel professionals need to focus on their business and ease the burden of technology



Combine services &
Cross selling



Additional revenue
streams



Increase "Customer
Value"

Travel professional Challenges

4

Online travel is a new environment



Fast access to source



Competition



Efficient targeting of customers

Travel professional Challenges

5

Turning online is a CHALLENGE

The online environment streamlines each and every operation requiring industry expertise and investment

60K -200K eur

Initial
Investment

Resourcing

Highly skilled Developers &
Industry experts are in
scarcity

9-15 months

From Start to LIVE

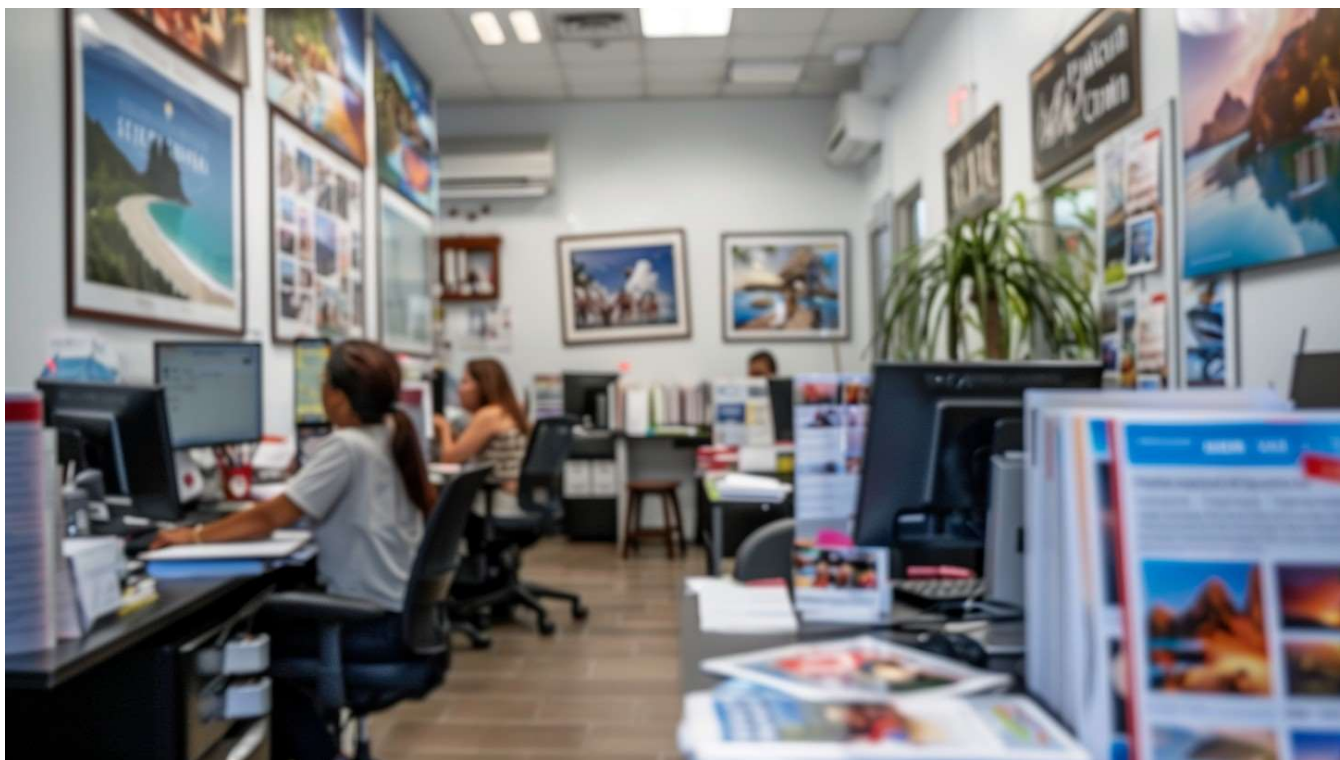


FROM





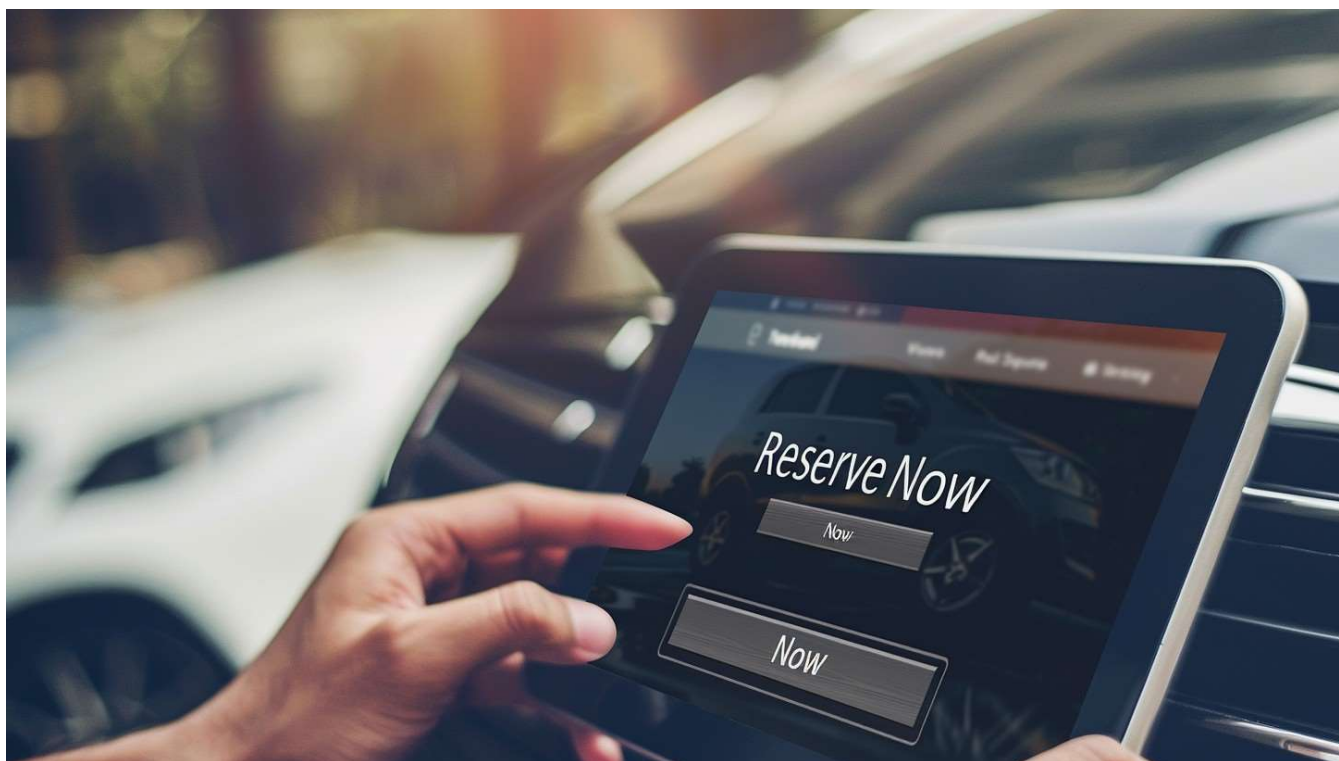
FROM



TEN 6



To →



Boötes technology



About Ten06

Ten06 brings over 30 years of experience in digital transformation and business process optimisation with the use of technology. It offers consulting on digital transformation, project management and coordination, applications development and the innovative product suite, Boötes.

Ten06 believes in collaboration and builds strong partnerships with niche technology and industry players

Ten06 emphasizes in travel technology and blue economy stepping on over 14 years of dedicated experience in ferry ticketing, ports check-in, online booking in cultural activities and daily activities addressed to European travel professionals.

Consulting and Applications Clients



Technology affiliates



Member of memeraki holdings

memeraki

Member of



ELE-TE
GREECE

TEN06



Products

- Boötes Platform
- Boötes API
- Boötes CMS
- Ferry & Hotel Combination



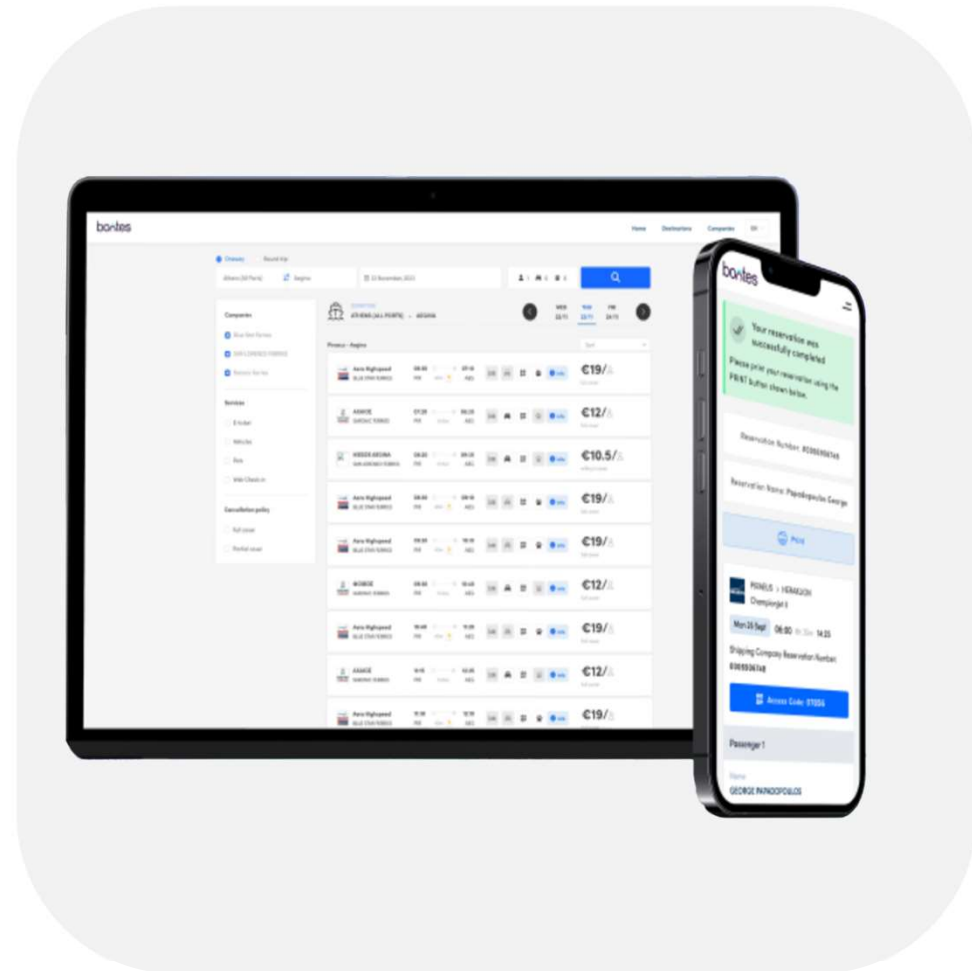


Boötes Platform

A complete Booking platform

Boötes Platform is addressed to service providers (like ferry operators or airline operators), travel agents of all types (general travel agents, ferry travel agents, tour operators) for b2c and b2b sales. It comes with a complete informational travel page, a fully comprehensive administration module and it is adjusted to the needs of the travel professional in hand.

See the [Demo](#)

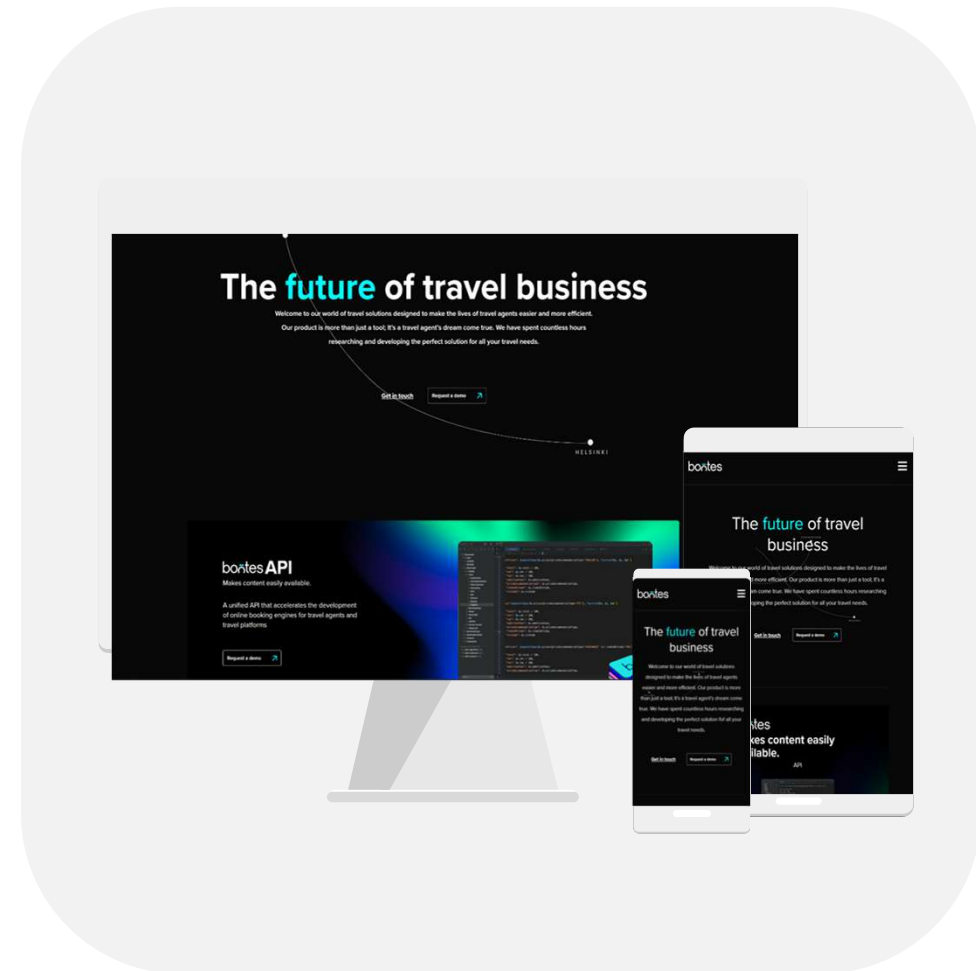




Boötes API

Create your own booking engine

By combining multiple APIs, **Boötes API** is a single, unified interface that accelerates the development of online booking engines, homogenizing data, and managing reporting and accounting, addressed to Travel Platforms and Travel Agents and Service Providers that wish to develop their own booking engine.





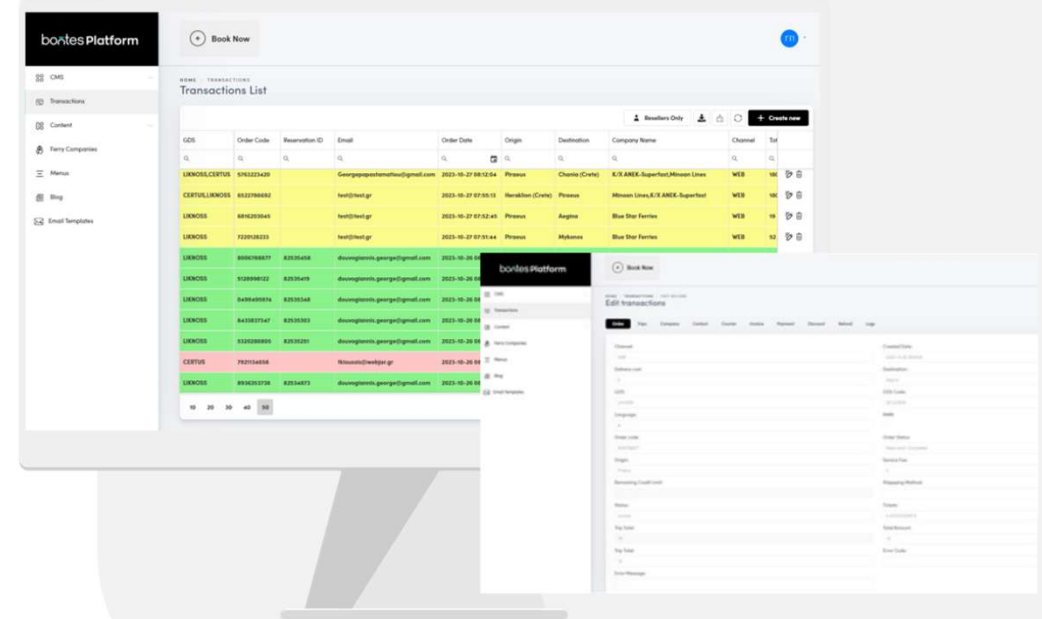
Boötes CMS

Administration module offering complete autonomy

Boötes CMS has been designed to offer the ultimate autonomy in parameterizing, updating and managing the booking engine.

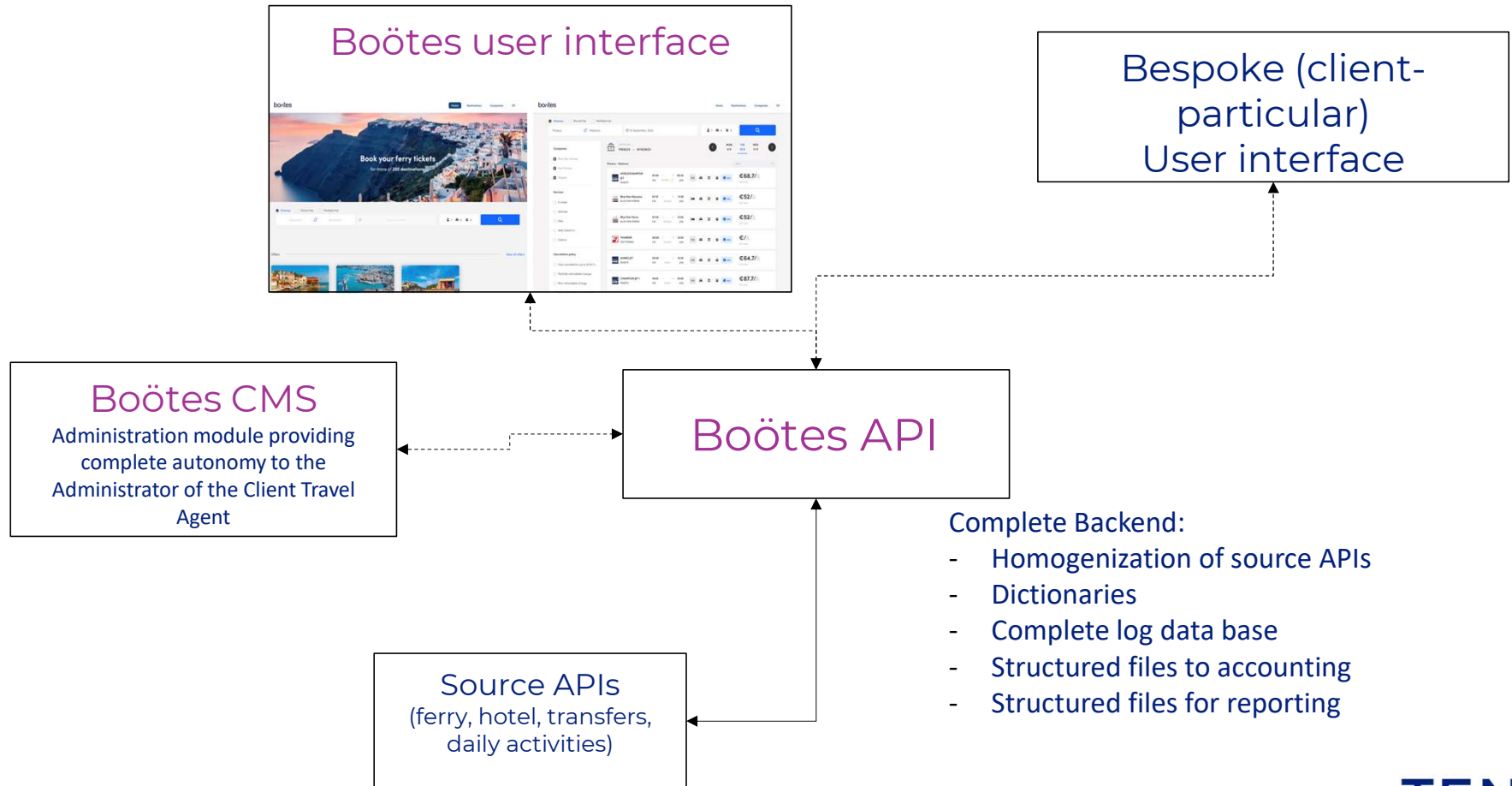
A range of features, such as content management, management of all types of transactions, management of service fees and commissions, online and offline reporting, make **Boötes CMS** the single point of total control for the travel professional.

See an [indicative demo](#)



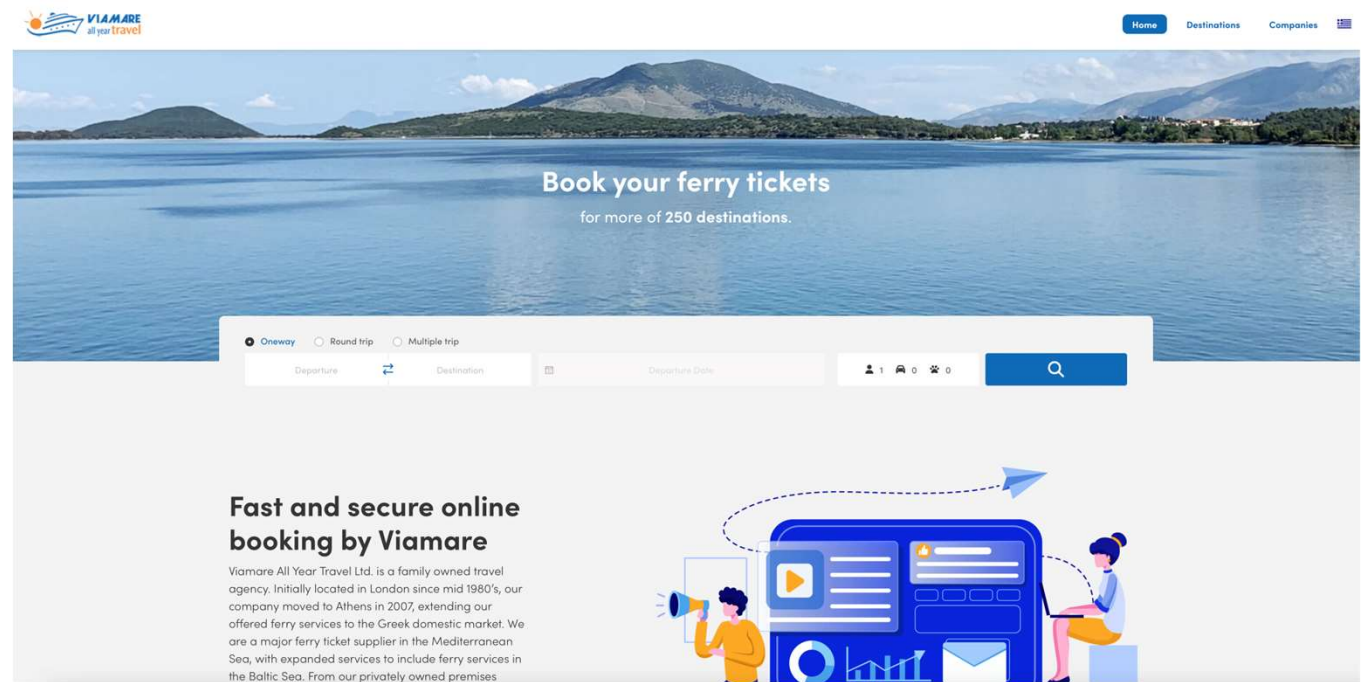


Products use to support travel professionals



bontas

Bootes Platform Example





Building bespoke booking engine with Bootes API example



Από

Προς

Αναχώρηση × Επιστροφή

Προσθήκη προορισμών

Αναζήτηση

GRA ↔ ANC
2024-11-01

PIR ↔ HER
2024-11-12

RAF ↔ JMK
2024-11-13

ΥΠΗΡΕΣΙΕΣ ✓ ΕΙ ✓

Ακτοπλοϊκά Εισιτήρια, Δρομολόγια Πλοίων & Προσφορές

Στο Travel Ferry θα βρείτε τα πάντα από ακτοπλοϊκά εισιτήρια για να οργανώσετε το ιδανικό ταξίδι με πλοίο. Βρείτε πληροφορίες για ταξιδιωτικούς προορισμούς, μάθετε τα δρομολόγια των πλοίων από δεκάδες λιμάνια στην Ελλάδα και τη Μεσόγειο, δείτε προσφορές και κλείστε τα ακτοπλοϊκά εισιτήριά σας εύκολο και γρήγορα, στις καλύτερες τιμές!



Μύκονος



Σαντορίνη



Ρόδος



1
2
3
4



Ευρωπαϊκή Ένωση
Ευρωπαϊκό Ταμείο
Περιφερειακής Ανάπτυξης



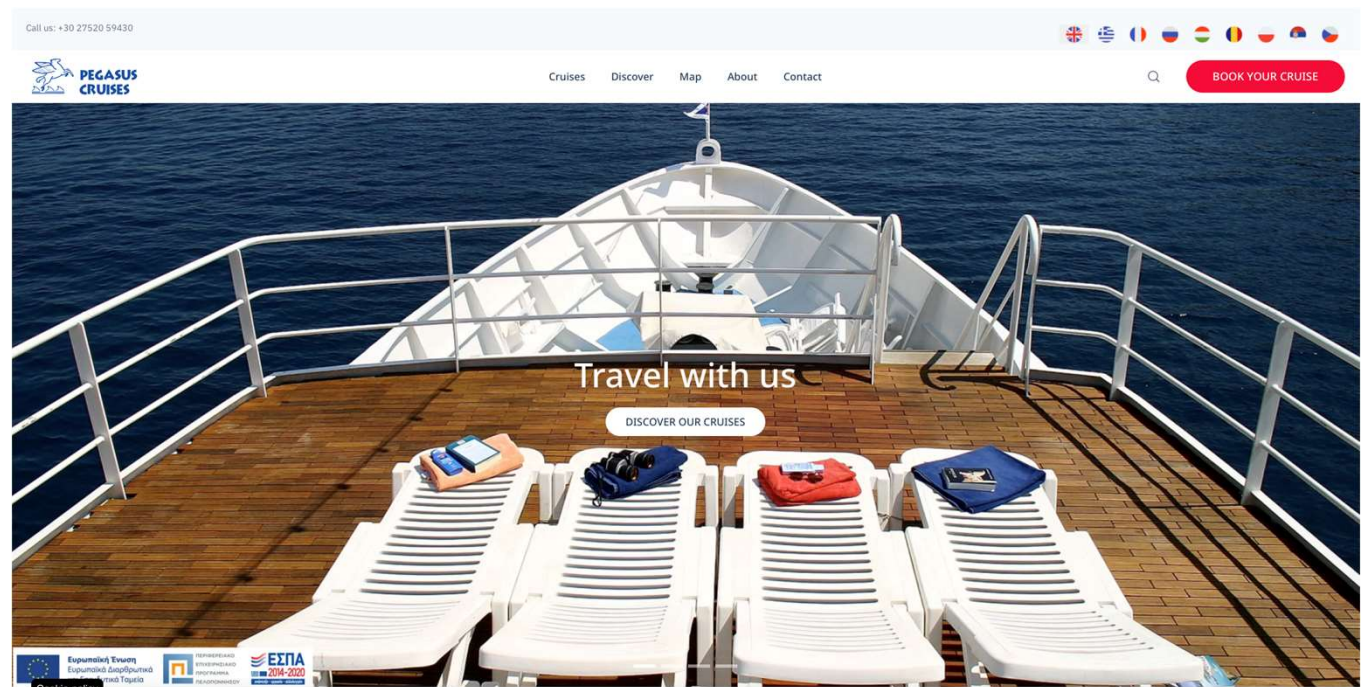
ΕΡΜΕΚ 2014-2020
ΕΥΡΩΠΑΪΚΟ ΤΑΜΕΙΟ
ΠΕΡΙΦΕΡΕΙΑΚΗΣ ΑΝΑΠΤΥΞΗΣ



ΕΣΠΑ
ΕΥΡΩΠΑΪΚΟ ΤΑΜΕΙΟ
ΠΕΡΙΦΕΡΕΙΑΚΗΣ ΑΝΑΠΤΥΞΗΣ



Building bespoke booking engine with Bootes API example





Boötes Platform advantages

- Complete Booking Engine AND Travel Page, ready to use
- Adjusting to your business model: b2c, b2b
- Complete autonomy in managing content, commissions, service fees
- Expandable to cover future needs
- The support service frees you from operating costs

Go OnLine
now!

No need for
technical experts

Zero capital
investment

Elimination of
operating costs



Boötes API advantages

- Complete backend, endorsing the complex business logic
- Significantly reduce the development of your own booking engine, using your own design.
- Fully customizable to cover your own, unique business model
- The support service handles any changes occurring in source APIs

Reduced
time to
market

Minimize
dependency
from technical
resources

Minimize
acquisition
cost

Minimize
operating
costs

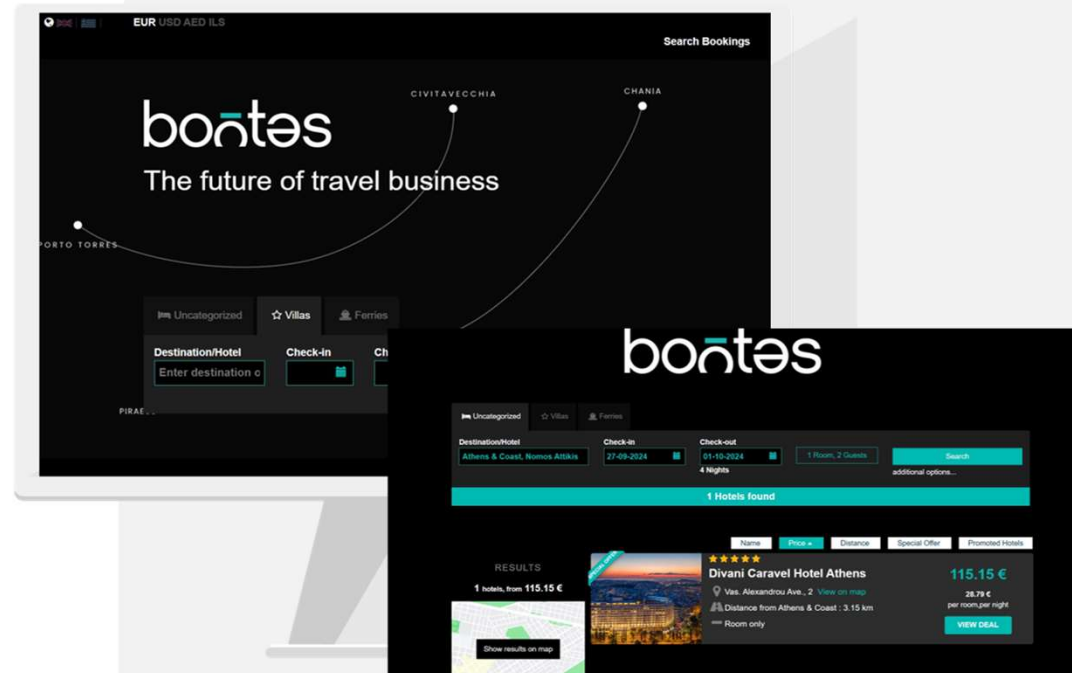


Boötes & Hotel A unique combination!

Boötes has been combined with complementary services, like **hotel bookings** and can be extended to cover car rentals, transfers and daily cruises.

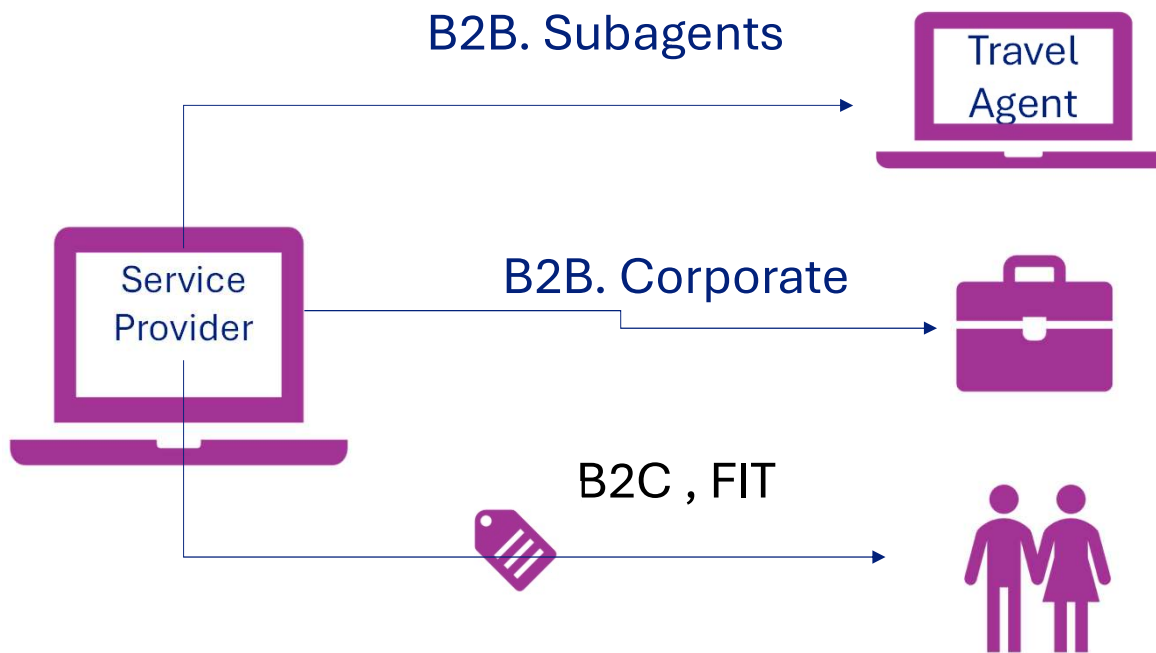
The travel agent provides online combined services to meet client's requirements.

See an indicative [demo](#) where your travel page offers a ferry and hotel together!





Tailored to the Business Model of the Travel Professional



- B2B clients get a Boötes screen
- They make bookings using Master Agent's Credentials
- B2B clients and Master Agent have complete control



Additional Functionalities

Web Check-in

- Web check-in for ferries
- Ferry boarding passes to Google/ Apple wallets

Self Service Mechanism

Offers the client the ability to:

1. Retrieve a reservation
2. Change dates of trips (taking into account cancellation policies of each ferry operator, availability for new dates etc)
3. Turn a ticket to “open” which can be reused at a later time, considering terms of each individual ferry operator.

Add complementary services

Indicatively:

- Service fees, depending on your commercial policy
- SMS alerts
- Promotional discount coupons administered by the travel agent
- Feed the loyalty system of the Travel Agent and provide personalized service to registered users

Cooperating with members



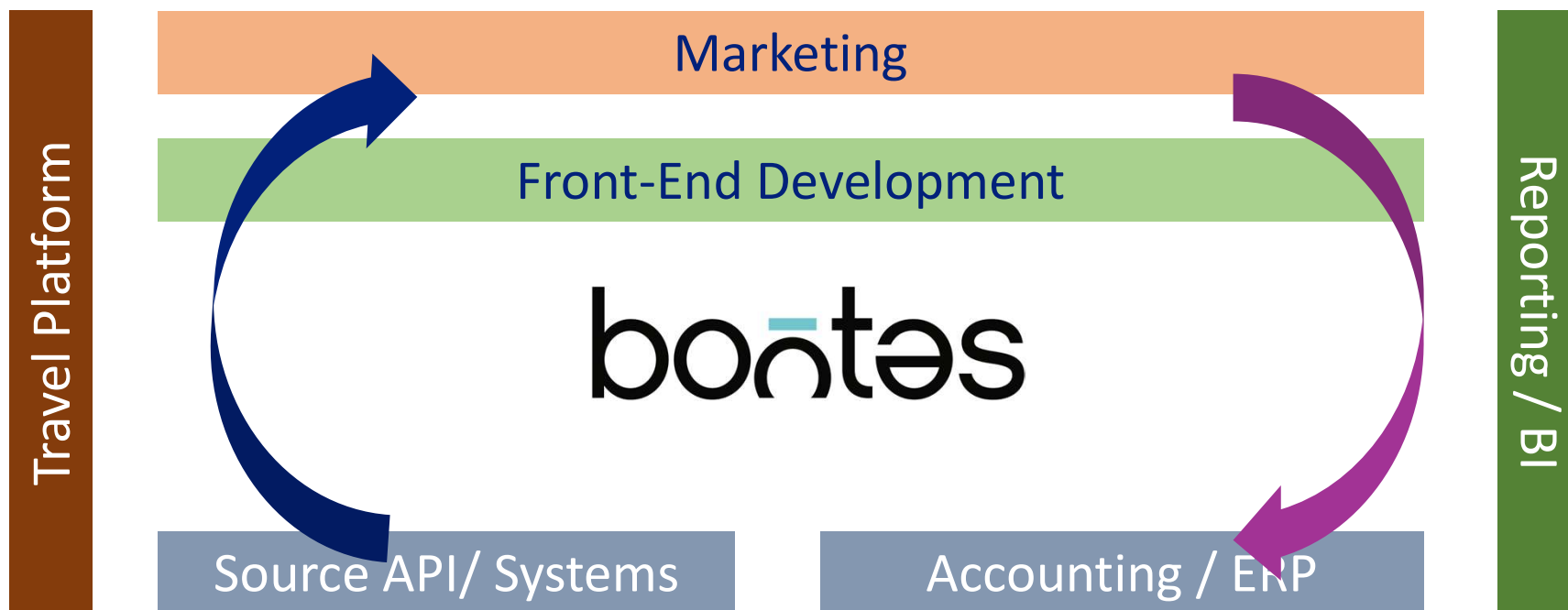


Why

- Blend expertise and provide prime results for clients in the travel industry
 - Ten06 believes in collaboration and this is our practice already. Along with interested SEKEE members we can cooperate, using each other's expertise and provide comprehensive, state-of-the art solutions to customers.
- Resource spending savings
 - Ten06 focuses in building booking engines, providing smart interoperability mechanisms and combining them with the (complex) industry business logic. Bootes is ready to use, thus IT companies can use it to deliver their projects saving resources. Opposite, a modern booking engine requires additional expertise which can be provided by experts, with which Ten06 is interested to collaborate. No need to re-invent the wheel!
- Time spending savings
 - With such a collaboration, large scale projects can be delivered in reduced time and reduced risk, increasing the value delivered to the customer.



How to *(combine expertise for large scale projects)*



Thank you

Questions?

(and Answers!)