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CONSULTiA
BUSINESS TRAVEL

 ACTITUD
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1. ¿WHAT IS CONSULTIA TRAVEL?

Consultia Travel® is a company specialized in comprehensive management and business travel advice (Travel Management Company) that combines its own technological development in the cloud (Octopus Tech), highly scalable, efficient and flexible, with a personalized advice service (Consultia Travel Concierge Service), offering a comprehensive solution for business travel management.

2. OCTOPUS TECH: own technological platform for Business travel

Consultia Travel's specialization and know-how in business travel has led the company to develop its own technology to meet the growing demands of the sector and the specific needs of business customers: the **Octopus Tech platform**.

Octopus Tech is the software platform developed by the company that integrates and digitizes all business travel management processes in a single tool. It is a cloud-based solution, highly scalable, efficient and proven in more than 700 companies in Spain and Portugal.

Octopus Tech includes the following modules:

- Bookings (assisted and online): **Octopus Tech Booking tool y Octopus Tech Self-booking tool**.

The platform provides access levels as determined by the customer. Identifying who is each user that enters the platform, so that it automatically loads their preferences and individual documents, and recognizes what functionalities are available in the tool.

In addition, it has the option of contracting with the multi-user functionality, this means that the same person can make reservations for several users, their own department, others, the entire business group or several companies, depending on the parameters previously indicated from the company.

- Integration and automated management of invoices and booking notes: **Octopus Tech Travel Management suite**.

The platform performs integrated and digitized management of all invoices and delivery notes for the services provided, reducing the administrative burden on the client company, and adapting to the specific needs of each customer.

- Control and data analysis: **Octopus Tech Analytics suite**.

The platform fully analyzes the travel consumption of any company and integrates the policies and business rules of each company on the same platform.

In this way, it makes available to the client all the structured information, configured in the tool so that it can analyze it directly, and also generate the necessary documents such as reports, invoices, delivery notes, and all the necessary financial information

In addition, **Octopus Tech** fully adapts to the characteristics of each business or company, regardless of its complexity, which allows adapting corporate policies, and maintaining a structured information system for each company.

The platform integrates with multiple ERP's (Enterprise Resource Planning) guaranteeing:

- Efficiency in response times
- Comprehensive business travel management
- Cost control and cost reduction in management
- Comprehensive and personalized service

Consultia Travel has a team of engineers specialized in the development of its own unique, avant-garde and innovative technology and the most efficient technological platform in the sector.

The **Octopus Tech** platform represents a high competitive advantage due to its ability to adapt to customers, which is also prepared to integrate new products and technologies that are going to be disruptive in the short or medium term, without depending on third parties, with total agility in the face of an environment that accelerates your change processes.

3. Personalized service: CONSULTIA TRAVEL CONCIERGE SERVICE

Consultia Travel offers to their customers the Service of a Travel agency, **Consultia Travel Concierge Suite**. The company's work system immediately assigns a personal advisor for each client who puts all his know-how at their disposal, to adapt the service to the needs of each client. This service is attended by professionals with years of experience in the industry.

The **Consultia Travel Concierge Suite** service offers all users personal assistance throughout their journey (hiring process and during the trip), which allows them to control possible risks and guarantee total security and support from the agency against possible difficulties or incidents before, during and after the trip.

4. Differentiating Characteristics

✓ OPTIMIZATION

The **Octopus Tech** platform has its own **Consultia Travel** comparators that connect the main reservation centers with thousands of suppliers in the tourism sector. Furthermore, you can integrate the agreements of the company and analyze the market in real time, looking for the best rates and availability of:



Flights



Hotels



Rent-a-car companies



Transfers

The search results comply with the customer's purchasing policies, previously established. In addition, the client can customize the result by choosing their own search filters.

FLEXIBILITY AND SAFETY

The **Octopus Tech** platform offers each company to have its own purchase criteria and in turn, that each user can have different roles or permissions within each company. This allows each organization to have a homogenized predefined purchasing policy and with the assurance that the previously established criteria are met.

5. Other functionalities

Octopus Tech from **Consultia Travel** allows you to make reservations and have total control of corporate travel for any company. Each user will be able to carry out searches, see detailed price information, hire hotels, vehicles, flights and private transfers.



Geolocation

Depending on the assigned trip to the traveler, the customer can find where he should be, in a certain interval of time. A user can have access to see the travel location of other departmentmates, a society, or the entire group. You can add as many users as you have access to show your location instantly.



Staying abroad report

It provides all the necessary information for users who make many trips abroad and, being outside their country, have to send this information to the administration for their regular quotes.



CO₂ report

Extracts a report of the CO₂ consumption of the company and of each department. This aspect is of utmost importance for companies committed to the environment, corporate responsibility, sustainability, or other aspects that require this information.

6. Advantages of the comprehensive service of Consultia Travel

The advantages for the companies that use **Octopus Tech** are:

80%

Savings in management times

90%

Administrative tasks reduction

100%

security and control of travel expenses

100%

Control of reservations because we do not depend on third parties

100%

Personalized attention before, during and after the trip, providing security and tranquility to the company and the traveler

7. Other Services

- **ORGANIZATION OF GROUP TRAVEL**

Consultia Travel Groups specializes in designing tailor-made experiences for each client and offers innovative solutions tailored to their needs, to its collaborating partners, employees, etc.

It reinforces the values of the brand with highly themed programs based on the corporate mission of the brand and encourages the feeling of belonging to the group.

- **MICE**

Consultia Travel MICE (Meetings, Incentive, Conventions and Events) offers its clients a team of specialist professionals who design unique proposals that offer a new perspective on incentives, congresses, meetings and events.

One of the goals is for the attendees to be the first preceptors, those who recommend the brand among their closest circle.

Both services use the **Octopus Tech** management system but adapted to the specific needs of this segment.

8. Useful Information

Consultia Travel® is a company established in 2010 by Juan Manuel Baixauli, a businessman with extensive experience in the travel sector and as an entrepreneur. The company has grown with its own capital, and the contribution of two capital investment partners: Realiza Business Angels and Business Loft.

Since its origins, it has focused its activity on promoting and providing technology to the business travel sector, with a clear focus on the digitization and scalability of the model, all its technology developed internally; what makes them be agile and adapt to the needs of their sector and their business.



Its powerful software platform has allowed them to integrate close to 3 million hotels, more than 600 airlines, 27 rent a car companies distributed worldwide, and transfers in more than 160 countries, achieving online connectivity and efficiency that stand out in the business travel market.

Currently its platform is developed and tested in more than 700 corporate clients in Spain and Portugal, which guarantees that your tool is tested and ready for a global implementation.

In March 2019, Consultia Travel and the reservation platform Booking.com signed a collaboration agreement to integrate the entire product catalog of the reservation platform into the travel management system that the company offers to companies; becoming the first Spanish travel agency to technologically integrate both systems.

In 2020 **Consultia Travel** opened an office in Portugal in order to test in international markets and begin the expansion and development of the company. The corporation currently plans to start operations in other European countries in 2021.

Consultia Travel has its headquarters in Sedaví, Valencia, and its own offices in Madrid and Zaragoza. Outside of Spain, it has an office in Porto (Portugal).

9. Customers

Consultia Travel® has worked for more than 700 companies, among which are:

Hisense

AC

 caixa
vinaròs


ROQUETTE
Offering the best of nature™


adidas

Gimeno
grupo




consum
COOPERATIVA

SIMPLY
supermercados


ribera salud


RFET
REAL FEDERACIÓN
ESPAÑOLA DE TENIS

Verne
AMAZING TECHNOLOGY GROUP

10. Management Team

Juan Manuel Baixauli, founder and with functions on the board of directors of **Consultia Travel**, has more than 35 years of experience in the tourism industry . Juan Manuel is also the founder of startups such as Viajes Gheisa and Go & Golf.

In addition to founding and directing **Consultia Travel**, **Juan Manuel** is an expert in tourism technology and strategy for the European Travel Institute and president of the Board of Directors of “la Alquería de Vilches”. He belongs to the board of directors of Valencia New Investments.



Baixauli has received numerous awards, such as National Entrepreneur (2002), ourism (2003), Entrepreneur of the Year (2006), Technology and Innovation (2015) and Best Professional Career Award (2015) among others.



Carlos Martínez, has been appointed CEO of Consultia Travel, a great connoisseur of the company, since he has been a consultant to the company since 2017, forming part of the Strategy Committee, Management Committee and Finance and Investment Committee.

An internationally recognized executive whose career has been developed in F500 technology companies, including Intel Corporation, where he contributed to expanding global leadership, held various positions such as Global Director of Business Development, General Director for Africa and Global Director of Strategy and Sales Planning, expert in analysis and expansion of markets involving and aligning the different stakeholders.

He promoted the digital transformation and digitization of the Spanish educational group CEU from the advisory council to which he belongs. Martínez has also developed important public-private strategic alliances between corporations, governments and NGOs.

11. Corporate Awards

FITUR AWARDS:

2016, Award "Best Leadership in Tourism Technology"

IBERIA:

2016, Award "Greater evolution and development in the Levante area"

GACETA 3 AWARDS:

2016, Award "Creation of a training school for the travel agent"

2018, Award "Best Business Travel agency of Comunidad Valenciana"

2019, Award "Leader in business trips of the Comunidad Valenciana"

NATIONAL ENTREPRENEURSHIP AWARD:

2017, "Operations and Processes" Award

IBTA, IBERIAN BUSINESS TRAVEL ASSOCIATION:

2017, Award "Qualified Business Travel Suppliers"

12. Documents of interest

Information of interest developed **Consultia Travel**

Back to home

Due to the crisis generated by the pandemic, in March 2020 the idea of carrying out #RegresoACasa arose, the purpose of this project had a single objective: to bring back to Spain all those who were away of our country. **Consultia Travel** managed to bring home people from Peru, Japan, New Zealand or Senegal among others. In [this video](#) you can find more information.

Business Travel Management

With **Consultia Travel**, companies get the maximum profitability from all their business trips. In order to have all this information, the companies have [this dossier](#) at their disposal.

Reservation guide

Customers can make a reservation in 5 easy steps avoiding long and costly reservation processes for accommodation and transportation. You can download this guide by [clicking here](#).

13. Contact details for mass media

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