

**Organization**

Travelport

Country

Global

Industry

Travel technology

Travelport

Deploys IT investment strategy to innovate and strengthen financial agility



About Travelport

Travelport, listed on the New York Stock Exchange (TVPT), is a leading, worldwide Travel Commerce Platform, connecting premier travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel marketplace. They focus on providing distribution, technology, payment and other solutions for the \$7 trillion global travel and tourism industry. Headquartered in the United Kingdom, Travelport's presence extends to approximately 180 countries with over 4,000 employees and 2016 net revenue over \$2.3 billion.

Needing IT infrastructure that keeps pace with innovation

The global travel industry has seen rapid change in the last 10 years, driven by innovation such as wireless bandwidth on a global scale, powerful consumer devices coupled with the demand for large scale data and content management.

Despite the rapid speed of industry transformation, Travelport has managed to stay ahead of the innovation curve by investing and upgrading their technology platform.

For 2017 and beyond, Travelport's technology strategy is centered on providing a fast, easy-to-connect and easy-to-use omnichannel experience that is seamless to travel providers, travel agencies and end users alike. Travelport is also heavily focused on growing their footprint in the Asia Pacific market—the world's fastest growing and largest travel region.

To achieve their business goals, Travelport realized modernizing their infrastructure was a critical must. Travelport made the decision to completely transform the technology underpinning their platform, which was running on legacy infrastructure. The primary concern was a rapid pace of consumer demand coupled with what Travelport projected as the consistent growth in volume of transactions—the platform in its current state would be pushed to the edge of performance and speed limits.

Having only recently gone public, Travelport was looking to readjust how they acquire foundational technology to strengthen their financial position. They hoped to avoid large upfront costs with their new technology investment, and instead utilize their free capital to pay off existing high interest

“With the help of HPE Financial Services, we were able to put an IT investment strategy in place that meets our aggressive innovation goals, and also supports a favorable balance sheet. With the flexibility to pay for IT over time, we were able to acquire state-of-the-art technology to underpin our Travel Commerce Platform—which we can depend on for top performance during peak periods, and in the future as more users around the world utilize our platform.”

– Matt Minetola, Executive Vice President and Chief Information Officer, Travelport

financial obligations. By strategically choosing where to allocate their available capital, the company could save money over the long-term, improve their credit rating and borrow money less expensively in the future.

Therefore, a number of key considerations guided their transformation decision:

- Ensure optimal system performance and maximum uptime even during their traditional peak season
- Get the infrastructure future-ready to support their aggressive growth targets and global expansion
- Acquire best-in-class IT and at the same time enhance cash flow and financial agility to invest in strategic growth areas

Partnering with HPE Financial Services to help their growth take off

HPE Financial Services (HPEFS) helped Travelport put in place an IT investment strategy to accelerate their technology advancement while continuing to strengthen their financial agility.

By working with HPEFS, the company was able to shift to a financial model that includes flexible monthly payments to pay for new IT

over time with the ability to routinely refresh their technology every four years. This strategy helped them to preserve cash, pay off expensive financial obligations and at the same time support their growth targets.

Working with HPEFS experts, Travelport also discovered substantial value in their legacy assets. HPEFS helped Travelport remove data from legacy servers and re-market them. Through shared-revenue generated from HPEFS' remarketing services, Travelport was able to unlock additional funds for their IT transformation. This approach also helped Travelport to minimize downtime of their platform.

Benefits

- Flexible IT investment strategy to meet technology and finance goals by accessing IT quickly and paying over time
- Built in technology refresh options to accommodate growing needs quickly and easily
- Global expertise to manage the full IT lifecycle process including data destruction and remarketing services

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