

**Travia is a software/marketplace that connects travel agencies with hotel's inventory in real-time and enables them to streamline communication in one place without any email communication.**

## Problem

Travel agencies have been struggling with affordable technical solutions for a long time. Those who are using some solutions do not have a live inventory connection to any hotels. Travia solves the problem by connecting to hotel inventory systems and channeling them onwards to Travel Agencies via Travia.

## Opportunity

Travel agencies have been an integral part of building tourism destinations for centuries and most tourism always starts with the travel agency. Giving the Travel Agency an opportunity to integrate with one system that shows prices and inventory and allows them to make bookings immediately on live inventory. This gives the travel agency an opportunity to be in competition to the major OTAs such as Booking.com and others with fast and reliable answers and give instant feedback to clients with prices and booking information.

## Solution

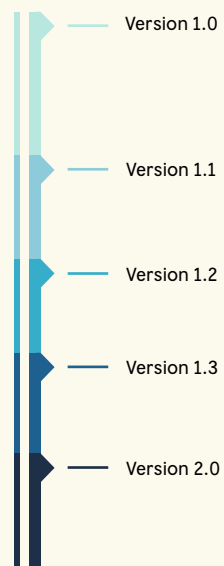
To offer live inventory and prices via one platform where the travel agency can book, have an overview of bookings and get content from hotels.

## Business Model

Using Travia is based on charging transaction fees based on the number of booked nights. Each partner who uses Travia is charged for a stayed night. Travia does not charge for cancelled bookings or bookings that are not stayed. Each partner pays for the booking after the check in has materialized. The prices range from 69 kr - 149 kr per booked night and it's volume based discount ranging from 250 bookings to 5000 bookings per month.

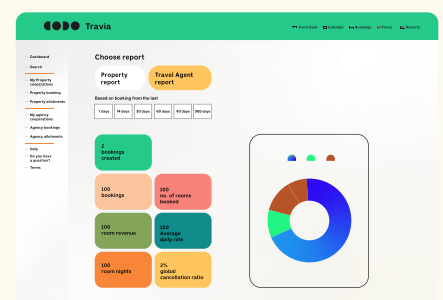
PRODUCTION STARTS

**2018**



**2021**

95% of hotels in Iceland  
300 travel agencies



**GODO**

Höfðabakki 9  
110, Reykjavík  
+354 555 4636

info@godo.is  
kt: 610613-0550