

# WELCOME TO MARAEKAT INFOTECH LTD.

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## Corporate Office

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**Write Us:** [sales@maraekat.com](mailto:sales@maraekat.com)

# Company Overview

Travel Technology, Travel Software & Mobile apps



**Maraekat Infotech Ltd.** (a part of Maraekat group of Companies) is an ISO 9001:2008 certified company head-quartered in Mumbai. Incorporated in 1993, Maraekat has delivered technological break-through globally for the past two decades. When it comes to technology, we believe that there is no “one-size-fits-all.”

Organizations need tailor made software in order to achieve the best results and this is where Maraekat comes in. Combining our revolutionary technology with an energetic work-force, the company caters to the Foreign Exchange, Travel, Tourism and Hospitality domains.

**We** believe our core values of integrity, client satisfaction and innovation differentiate us from our competitors. Our focus on developing and maintaining a measurable client satisfaction program has created a company culture where each of our associates delivers the best class of service every day. Some other features to choose us are:

- **25 years of experience in the Travel domain.**
- **Presence of clients in more than 10 countries.**
- **Core competency in diversified technological skills**

# Summary Of Solutions And Services

Travel Technology, Travel Software & Mobile apps



## Travel

### Web Based Solutions

- Business to Business Portals (B2B/B2B2B)
- Business to Customer Portals (B2C/B2B2C)
- Business to Enterprise Online portal for Corporate travel (B2E) Tour Management Software

### Software

- Car Rental Management System
- Accounting System
- Tour Management Software



## Hotels

- Hotel Booking Engines
- Hotel Contracting Software
- Hotel Management System



## Forex

- Web Exchange on Net (Complete ERP)
- Treasury Management
- Lead Management
- WAN based EON
- Principle agents of Money transfer (Complete ERP)
- Forex Portals (B2C and B2B)



## Services

- Configuration
- Customisation
- Migration of data
- Testing
- Interfaces with other systems
- Parallel run
- Go-live
- Training
- Customer support
- Annual Maintenance



## Other

- Web Servers
- Cloud Server Hosting
- Digital Marketing Plans
- & Mobile Applications

# Foreign Exchange

Travel Technology, Travel Software & Mobile apps



**Foreign Exchange** is a highly intricate market with several variables and compliances. Maraekat's flag-ship product - Exchange on Net has over 150 companies with over 1000 branches worldwide, using and operating the product simultaneously in locations across the globe.

Now, foreign exchange has evolved to a new level with the launch of Maraekat Infotech's Web-based exchange On Net (EON). The desktop based module has, for years, been a favorite of money changers worldwide and now with a powerful Web based version, you can access the system from any Desktop, Tablet, Laptop or Mobile phone. With great new features, the software is designed to enable seamless functioning of all Forex business operations.

1

## Smart Solutions:

Maraekat also anticipates any future changes that will develop in the industry. For this we have de-signed a range of solutions that can be customized according to your requirements.

### These include:

Mobile Apps, Online Forex Order and Tracking with Payment, Live Foreign Exchange rates and Online ForEx Portals (B2B and B2C)

2

## Forex Features:

Settlement Commission Module, Forward Booking , Multi Currency, AD-II, AD-I, Export of Currency, Budget MIS, Rate Min/Max, RMC Module, Marketing Executive Reports, Hub & Spok, Rate Valuation, Pay-roll, Travel Transactions, Cheque Master –Maintenance and Cheque Printing

3

## Money Transfer Features and Western Union Features:

Domestic Money Transfers, Express Money, Money Gram, Smart Top-up (Mobile Top-up), Western Union, Same Day Upload, WU Business Solutions and WU Live Synchronization

4

## Management Features :

We understand the importance of day to day records. The Web based module makes record keeping more efficient and manageable. **These features include:**

Logistics Management, Sales Management, Channel Management, Lead Management, Auditing, Inventory Management and Treasury Management.

5

## Accounting Features and Technical Features:

On Behalf of, Nostro Bank, SMS Features, Credit Limit Sanction via email web tool, Advanced Scan Documents Upload, Direct Remittance, Fund Transfers, Tax Exemption, Additional Information Capture with P&L accounts, Bulk ADR (Push/Pull), Pay Roll (Salary Slip), Manual Bill Book Matching, Third Party Billing, Record Management and General Insurance.

# A Few Of Our Forex Clients

Travel Technology, Travel Software & Mobile apps



MERCURY TRAVELS



TATA  
CAPITAL



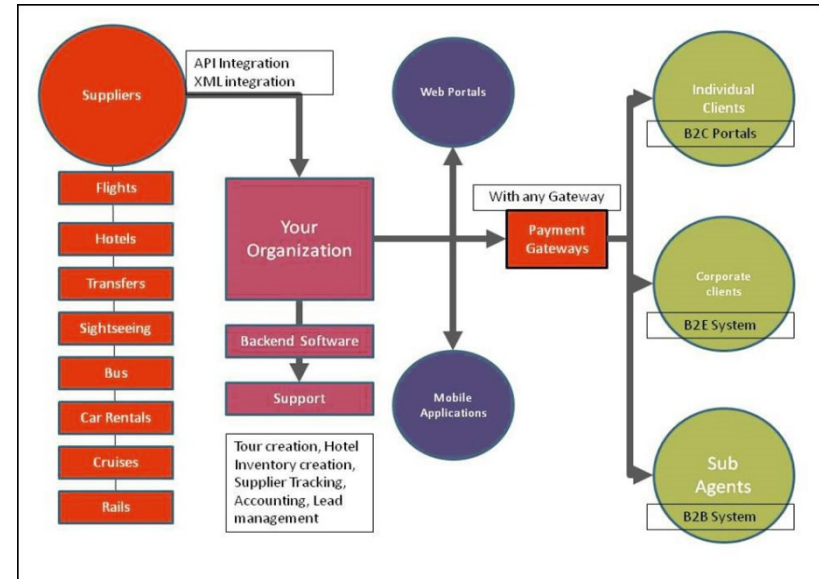
# Travel And Tourism

Travel Technology, Travel Software & Mobile apps

Having forayed into the travel industry, Maraekat has developed and designed new products aimed to provide any large travel organization with a complete Enterprise Management Module. The products cover all aspects of a travel business and will streamline the organizations processes to show tangible, significant increase in profit margins.

## SOME OUR API CONNECTIONS

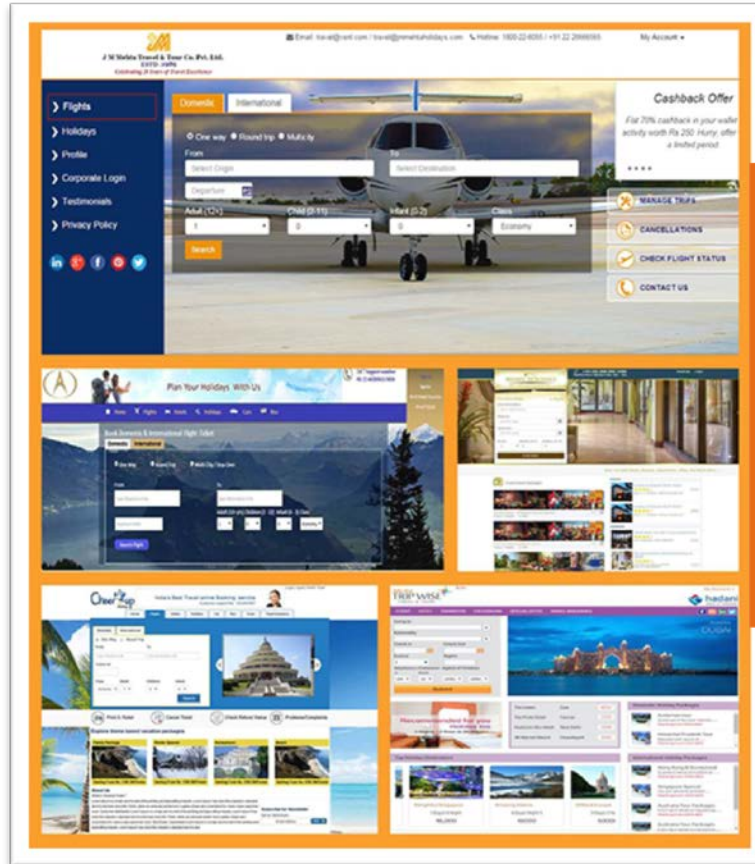
Galileo	TBO	Bluestar
GTA	Arzoo	MIKI
Hotel Beds	RoomsXML.com	DOTW
HotelsPro	Jac Travels	Worldwide DMC
Instant	Clear Car Rental	Atlas
CC Avenue	PayUMoney	Atom
World Pay	HDFC	Redbus





# Business To Business Portal (B2B)

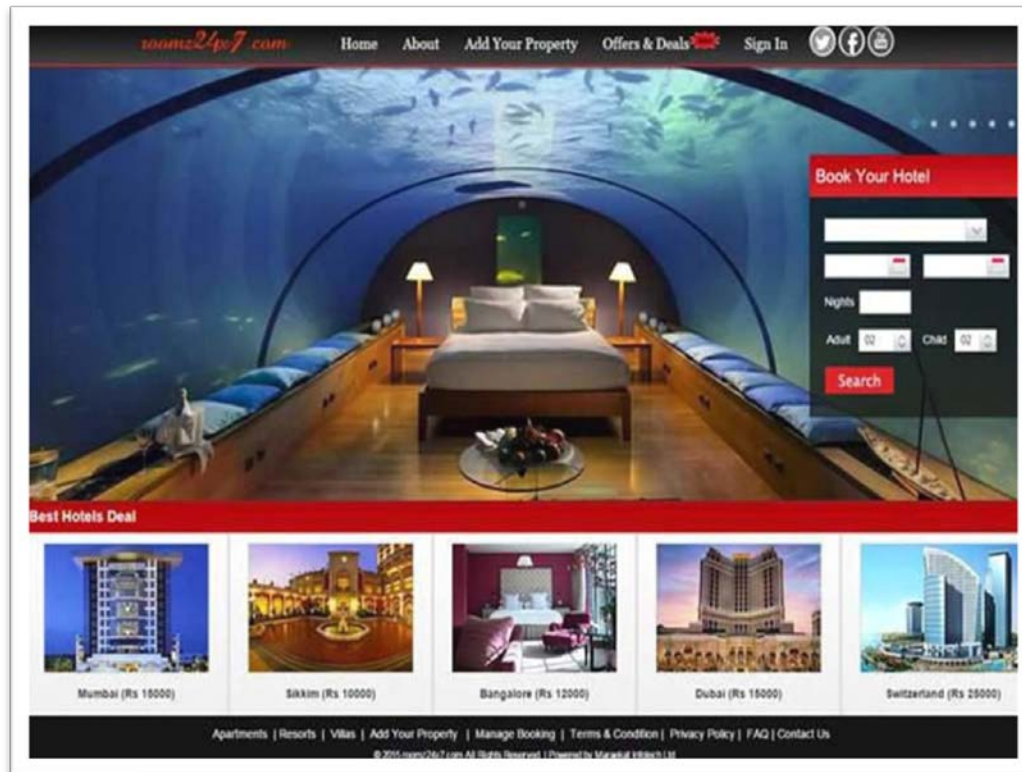
Travel Technology, Travel Software & Mobile apps



An online travel portal  
for travel companies  
looking to garner more  
bookings from the  
online shopper.

# Hotel Booking Engine (B2C)

Travel Technology, Travel Software & Mobile apps





# Hotel Booking Engine (B2C)

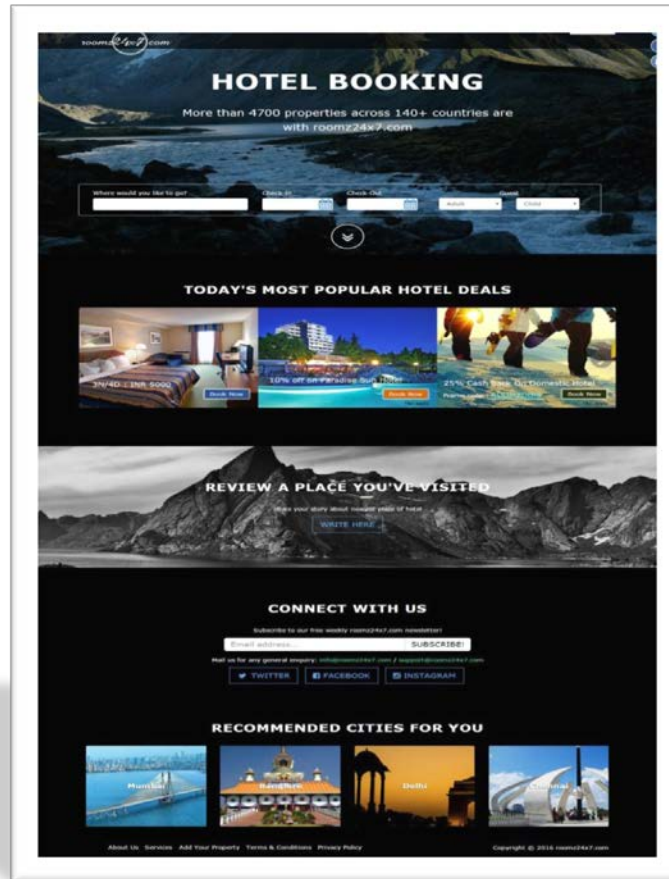
Travel Technology, Travel Software & Mobile apps

## B2C CLIENTS

COMPANY NAME	LOCATION	INTEGRATION
Alliance Trip	Worli, Mumbai	Flights, Hotels, Car Rentals, Buses, Holiday Packages, Pay-ment Gateways
Hadani Group	Dubai	Multiple Hotel Room XML's, Sightseeing, Transfer, Pay-ment Gateway
Merry Holidays	UK	Hotels, Payment Gateway, CMS banner management
JM Mehta	Santacruz, Mumbai	Flights – 2 API's, Payment Gateways
NFC Finance	Kerala	Hotels, Flights, Forex API, Payment Gateway

# Sample Website Login For (B2C) SITE

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# Business To Business Portal (B2B)

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Maraekat's B2B Travel Portal is comprised of single and two tiered architecture i.e.: B2B and B2B2B. This will enable inventory sharing between agent to subagent and subagent to their sub-agents. This portal is complete with setting rights/restrictions, adding mark-up's/discounts and pushing balances between supplier – agent – sub agents through a simple online payment option.

A

## Administrative Control Panel and deposit account maintenance:

- Agent Control Master
- Backend Call Center & Agent Access level
- Mark UP Master
- General Features

B

## MIS (Reports) in Travel Portal:

The reports features are integral part of any business. Our reports can be customized as per the re-quirement and can be data reports or graphical reports involving graphs and charts for ease of viewing. Basic reports include –

- Deposit account summary.
- Staff and their booking reports.
- Sales Report
- Commission Report
- Basic accounting report

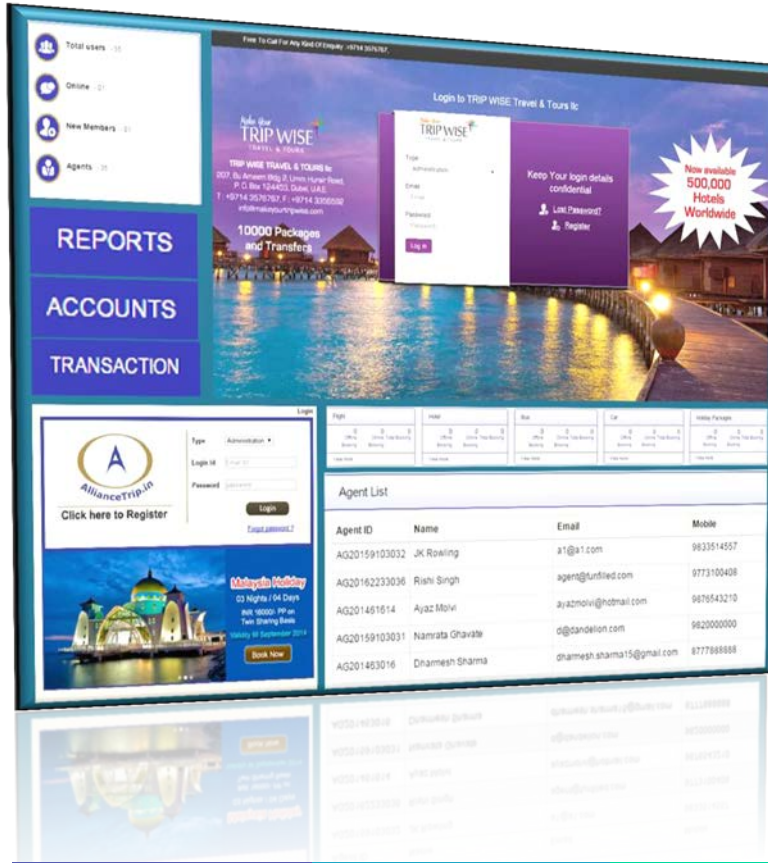
C

## Administrative Control Panel and deposit account maintenance:

- |  |   |   |
|--|---|---|
| <ul style="list-style-type: none"><li>• Deposit account summary.</li><li>• Staff and their booking reports.</li><li>• Sales Report</li><li>• Commission Report</li><li>• Basic accounting report</li></ul>   | <ul style="list-style-type: none"><li>• User Role &amp; Rights</li><li>• Manage Markups</li><li>• Credit Limit Reminder</li><li>• Check the booking status</li><li>• Cancel the booking</li></ul> | <ul style="list-style-type: none"><li>• Check the vouchers and Invoices</li><li>• Commission Generated</li><li>• Check different type of reports of bookings</li><li>• Option to show and hide commission and markup</li><li>• Check the booking status</li></ul> |
| <ul style="list-style-type: none"><li>• Commission Generated</li><li>• Can check the bookings which are on cancellation deadline</li><li>• Can send the deposit detail and upload transaction receipt for the admin.</li><li>• Can view the bookings made by all the employees and if wanted, cancel those bookings.</li></ul> |   |   |

# B2B Portfolio


Travel Technology, Travel Software & Mobile apps



COMPANY NAME	LOCATION	INTEGRATION
Alliance Trip	Worli, Mumbai	Flights, Hotels, Car Rentals, Buses, Holiday Packages, Pay-ment Gateways
Hadani Group	Dubai	Multiple Hotel Room XML's, Sightseeing, Transfer, Pay-ment Gateway
NFC Finance	Kerala	Complete B2B system

# Business To Enterprise Portals (B2E)

Travel Technology, Travel Software & Mobile apps

A man with a beard, wearing a dark suit and tie, is seated in an airplane cabin. He is looking down at a tablet computer he is holding in his hands. The background shows the interior of the plane, including a window and a seat.

**Your guide to Cost  
effective and  
Comfortable Employee  
Travel**

**The Business to Enterprise Module by Maraekat InfoTech**

Because we believe you can do so much more with the money you save on travel

# Business To Enterprise Portals (B2E)

Travel Technology, Travel Software & Mobile apps

For most companies “travel & expenses” costs represent the second highest controllable annual expense, exceeded only by salary & benefits.


- Travel Agents everywhere are looking for a way to maximize their corporate business while mini-mizing their manpower expenses.
- Corporate decision makers are looking to incorporate an automated system which keeps a track of travel, records and provides error free accounting.
- Maraekat InfoTech has released its Business to Enterprise model (B2E) to bridge the gap between the two organizations and create a win-win situation for both.



## The Business to Enterprise Module by Maraekat InfoTech

Because we believe you can do so much more with the money you save on travel





## Why should Travel agents install this?

- Every corporation will be updating and automating their travel process within the next 2 years.
- Untangle the accounting process for discounts, mark ups and commissions
- Work smarter with less manpower and lower costs of overheads like telephone bills, postage, couriers with our cloud based technology
- Free yourself for larger volume of business
- Keep a track of the agency's employees and the number of bookings
- Have a bird's eye view of all bookings for that corporate client

# Business To Enterprise Portals (B2E)

Travel Technology, Travel Software & Mobile apps



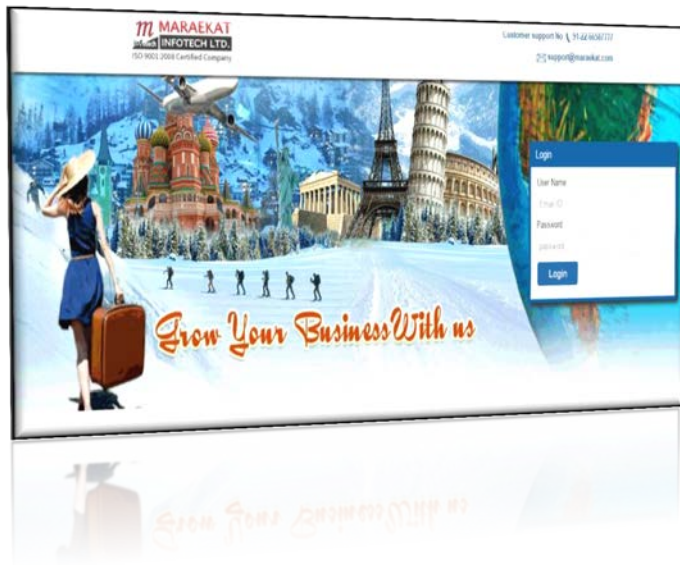
COMPANY NAME	LOCATION	INTEGRATION
JM Mehta	Santacruz-Mumbai	Flight bookings for 50+ corporate companies complete with Company Policies, Rights per Designations and Comprehensive reporting system.
NFC Finance	Kerala	Flight Bookings for corporate employees along with ticket generation and accounting system.

(For further information, please see attached B2E model presentation.)

# Tour Management Software

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Complete backend software designed to enable tour operators automate their tour handling process. Create itineraries, customize tour packages, keep track of supplier rate fluctuations, quicker and more accurate quote generation, client relationship management, complete accounting module all combined in one. The tour management software is browser based and can enable several users to operate the software simultaneously.



COMPANY NAME	LOCATION	INTEGRATION
Suryoday Holidays	Mulund—Mumbai	Tour generation, itinerary generation, costing and billing modules.

## OTHER PRODUCTS AND SERVICES:



MOBILE  
APPLICATIONS



DIGITAL  
MARKETING  
SOLUTIONS



HOTEL  
BOOKING  
ENGINES



HOTEL  
CONTRACTING  
SOFTWARE



ACCOUNTING  
SOFTWARE

# Implementation & Post-implementation

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## Implementation Process

### Overall implementation

#### Implementation Plan along with the proposed timelines

- Proposed implementation project organisation

Implementation Project Organisation Structure along with Roles

Resumes of proposed project manager and functional leads

Expected core-team requirements from clients for the implementation of the proposed solution.

The number and profile of people required along with their time commitments.

- Customisation / Enhancements

Approach to meeting the requirements identified as Customisation / Enhancement, effort estimate, timelines to complete development & testing.

- System & User-acceptance testing

Testing approaches.

- Data migration

Data migration activities for all master information, transaction data from the current system(s) in an optimal and cost-efficient manner. Type of master and transaction data that requires migration. Standard templates for all the masters and opening balances that are required in the new system. Scripts & validations to ensure an automatic upload of data into the new system

- Proposed Training

Core team and End-User training timetables and a synopsis of the training programs

# Post-implementation Support

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Maraekat Infotech is renowned for its excellent Post Implementation Support because we believe that the success of a system depends on its smooth running and faultless operation.

For this purpose we have carefully designed a plan for customer support which we diligently follow for all our clients. Aside from a product manager, we have an entire team of support technicians and developers eager to resolve any issues that may crop up during the usage of the product.

# Achievements and Accolades

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## Regular Event Participation

Arabian Travel Mart-Dubai | World Travel Mart- London | New York Travel Show  
| TTF-OTM—India | Medical Tourism Congress-Orlando| First IT company to  
participate in Gateway 95 which was the first travel exhibition in India



**Awarded the title 2014's  
Best Travel Consultant by  
CIO Reviews Magazine**



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thank  
you!