10 THINGS

TRAVEL TECH COMPANIES
DON'T WANT YOU TO KNOW

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ABOUT ME

Angelo Jambore
Experienced in
- Product management
- Product marketing

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THE QUESTION

IF YOU WERE TO CHOOSE A TECH SOLUTION, WHAT WOULD YOU LOOK FOR?

CRISTIAN DINCA
CEO

14 YEARS EXP.

ALEX BARARU
DEV MANAGER

12 YEARS EXP.

ANDREI RAILEANU
A&P MANAGER

13 YEARS EXP.

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#1.
REFERENCES

ask:
- partners (GDS, Wholesalers)
- networks (BCD, HRG, etc.)
- customers

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#2.
RELIABILITY

just think about it. you are
handing over the keys to your
business.
are they transparent with the
business model? Is it healthy?

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#3.
PEOPLE

get to meet the guys who
built the solutions you will be
using.
office & dinner.

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B2B
is not
BORING TO BORING

#4.
REPORTS

you need to find the data,
extract it, refine it, and use it
for monetization.
the more data you can use,
the better.

DATA
is the new oil

#5.
COST EFFICIENT

you have to look into the future.
are you producing or consuming?

#6.
ERROR CONTROL

all systems are prone to errors.
it's all about minimizing the
damage.

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#7.
SAYING NO

ask silly questions to test them.
if they are saying YES to
everything, run away.

"AND IT COMES FROM SAYING NO TO 1,000 THINGS TO MAKE SURE WE DON'T GET ON THE WRONG TRACK OR TRY TO DO TOO MUCH. WE'RE ALWAYS THINKING ABOUT NEW MARKETS WE COULD ENTER, BUT IT'S ONLY BY SAYING NO THAT YOU CAN CONCENTRATE ON THE THINGS THAT ARE REALLY IMPORTANT."

STEVE JOBS

© LifeHack Quotes

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#8.
GROWTH

your business needs tools
and features scaled for
your growth rate

#9.
EXPERIENCE

ask how did it all start, what they have been through.
if they had a healthy growth, they probably have solutions for all the problems you don't know yet.

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#10.
CASE STUDIES

you should be able to see a few case studies, with businesses similar to yours.
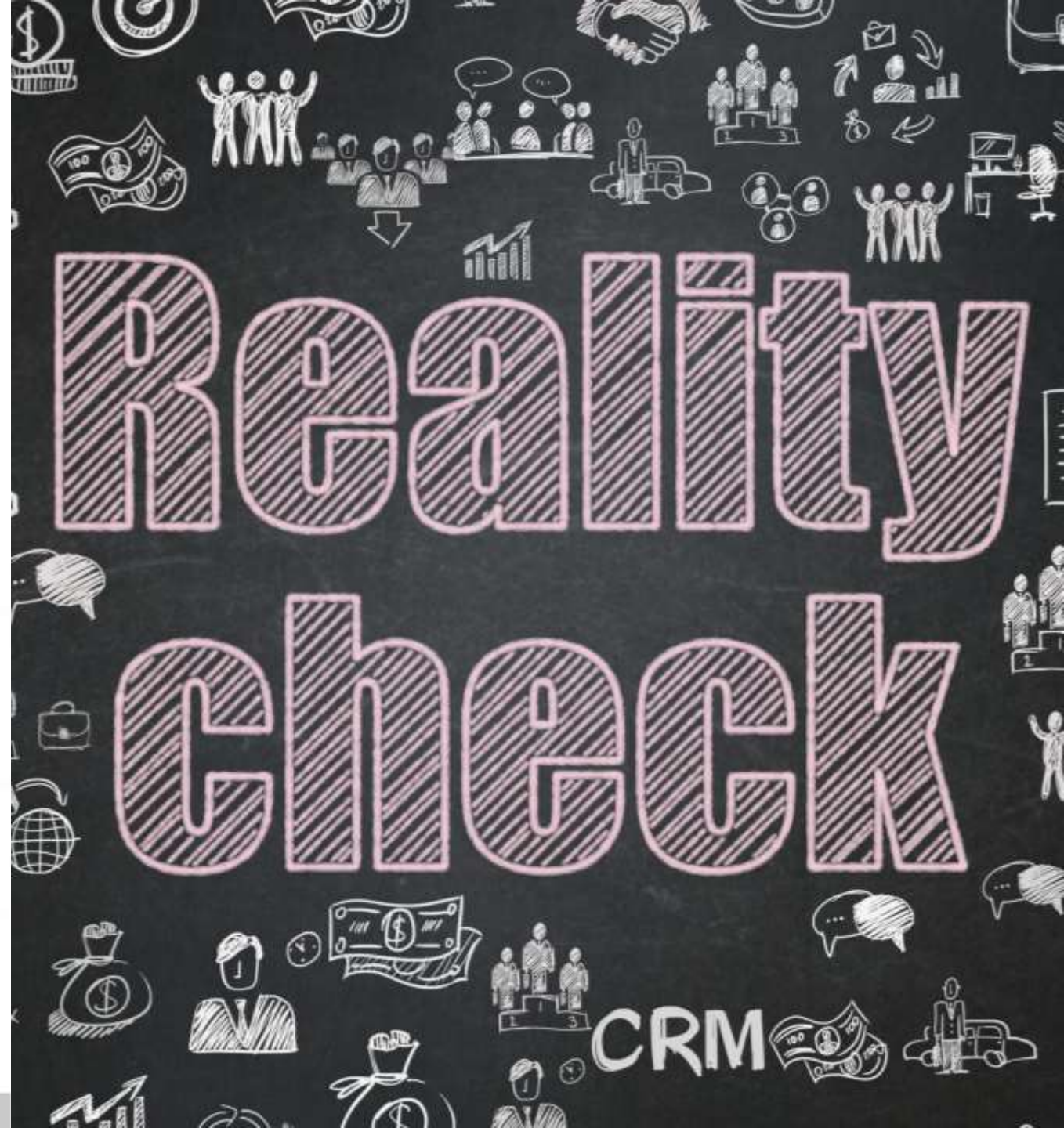look for clear solutions and outcomes in figures.

REALITY CHECK

reason #1 **REFERENCES**
reason #2 **PEOPLE**
reason #3 **COST EFFICIENT**
reason #4 **REPORTS**
reason #5 **GROWTH**

THANK YOU

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YOU KNOW WHAT, WE **KNOW HOW**