

## Gray Dawes Group renews a multi-year agreement with Travelport to power its corporate travel management bookings

3 July 2017



**Travelport** (NYSE:TVPT), the leading Travel Commerce Platform, and Gray Dawes Group have announced today a multiyear renewal agreement. It will see one of the UK's leading independent corporate travel management specialists continue to connect to Travelport and its leading access to global travel provider content.

The new deal confirms Gray Dawes long-term commitment to Travelport and sees its two newly-acquired Travel Management Companies (TMCs), Cambridge Business Travel and Travel Management Group, migrate to the platform. Through Travelport's Universal API, Gray Dawes Group continues to have easy access to our open platform. This makes it easier to connect to in-house agency systems and deliver the widest choice of content so as to provide the rich, open and integrated travel experience that the connected business traveller of today demands.

Travelport's industry leading point of sale solution, **Travelport Smartpoint** enables Gray Dawes to access Travelport's unrivalled choice of travel content – which includes fares and ancillaries from the 400 airlines including leading network and low cost carriers, over 650,000 hotels, 35,000 car rental locations, cruise-line and tour operators and major rail networks. Travelport's technology allows the group's consultants to search beyond rate and availability and respond quickly to customers' personalized needs.

Suzanne Horner, CEO of Gray Dawes Group said: "We continue to rely on and be powered by the Travelport platform because we recognize the value of providing the widest choice of content to support our business and strategic goals. As a company that prides itself in pushing the

boundaries of travel product and technology, Travelport’s flexible API connectivity enables our own in-house development team to deliver business logic and intelligent search of content for our own end-user applications.”

Paul Broughton, Regional Managing Director of UK and Ireland at Travelport, added: “Today’s business travellers are even more demanding -not only seeking more choice, but more personalisation and flexibility than ever before. Gray Dawes continues to understand such needs by continuing to deliver a differentiated and personalised booking and customer care experience. So, we are delighted to have signed a new long term partnership agreement with the company. I am confident our partnership will help drive its business and its brand even further.”

## About Gray Dawes Group

Originally a shipping and insurance business, Gray Dawes was founded in 1865 by Scottish entrepreneur Archibald Gray and partner Edwin Sandys Dawes. The company was established as a travel agency in 1927 and in 1958 became a subsidiary of the Inchcape Group. The company was established as a travel agency in 1927 when, in conjunction with Imperial Airways, it sold the first tickets on the commercial route from London to Cairo and Karachi. Another first was to follow in 1946 when Gray Dawes received its IATA (International Air Transport Association) ticketing licence. A management buyout in 1988 transformed Gray Dawes into one of the UK’s leading independent corporate travel agencies. Award-winning and fast-growing Gray Dawes Group offers Travel Management, Expense Management and Event Management (MICE) services to clients across the UK. Recently, the agency acquired Travel Management Group Plc (TMG) and Cambridge Business Travel (CBT), following two previous acquisitions of Business Travel Partnership and Travel Focus / Events in Focus in 2015. Today, Gray Dawes Group is owned by Inchcape Family Estates and operates from offices in Colchester (head office) London, Jersey, Cambridge and Leamington Spa, Amersham and Stoneleigh.

## About Travelport

Travelport is the technology company which makes the experience of buying and managing travel continually better. It operates a travel commerce platform providing distribution, technology, payment and other solutions for the global travel and tourism industry. The company facilitates travel commerce by connecting the world’s leading travel providers with online and offline travel buyers in a proprietary business-to-business (B2B) travel platform.

Travelport has a leading position in airline merchandising, hotel content and distribution, car rental, mobile commerce and B2B payment solutions. The company also provides IT services to airlines, such as shopping, ticketing, departure control and other solutions. With net revenue of over \$2.5 billion in 2018, Travelport is headquartered in Langley, U.K., has over 3,700 employees and is represented in approximately 180 countries and territories.

## Media Contacts

Chris Boba  
Corporate Communications Manager, EMEA  
Tel: +44 (0) 1753 288 691  
Email: [chris.boba@travelport.com](mailto:chris.boba@travelport.com)

© 2019 Travelport

[Events](#) | [Investor Center - Archive](#)

[Privacy policy](#) | [Terms and conditions](#) | [Code of conduct](#) | [Business partner](#) | [Cookies](#) | [Modern slavery act](#)