

Aman Travels Limited improves visibility with SAP® Business One



Before: Challenges and Opportunities

- An online B2B hotel booking portal which offers over 500K hotels, 50K apartments across the globe along with facilities to book transfers and sightseeing tours. The company's existing software was having limited ability to track customer/ Vendor feedback, Inventory Tracking, Campaign Launch, and Real time visibility of operations.
- Facing challenges in reconciliation of accounts for the bookings from the agents across the globe.
- Managing the Banking transactions and handling multiple currencies for consolidation.
- The company lacked abilities for management and Overall Controllability of the bookings received on different APIs available for the Agents and Customers.
- Tracking the Customer On-boarding from across globe. Problems in Managing the credit limit of Agents.

Why SAP and Cogniscient Business Solutions

- SAP Business One provided an integrated system to track the entire bookings and manage the Account receivables.
- As an integrated platform it assisted in connecting all departments in one system.
- Enabled the Sales team to keep a track of all the Customers through an enhanced and detailed CRM.
- Cogniscient Business Solutions identified customer needs and developed solutions to bring visibility to management to take timely decisions and keep ahead of competition.

After: Value-Driven Results

- Ability to predict the sales based on the previous trends and compare the Customer inflow.
- Reconciliation of all the accounts and the inflow from the Agents and Customers placed across globe.
- Managing the payments from vendors and customers on timely basis from different APIs.
- Increased management visibility of Customers and Agents is helping with better decision making.

“SAP Business One helped us **keep ahead of competition** and keep a check for all the Customer Bookings and Transactions. Proper management of Financials help us in managing the entire operations.”

Mr. Kishore Verma, Executive Director, Aman Travels Limited.

40%

Uplift in revenue due to real time visibility and control

35%

Enhanced control on resource utilization

Featured Partner



Aman Travels Limited
Saidulajaib, Saket,
New Delhi, India.

Industry
Travel and
Tourism

Products and Services
B2B Hotel and Apartment
bookings.

Employees
100+

Revenue
50+ Crores

Featured Solutions
SAP Business One

