

Air Seychelles to use RateGain to offer better prices across the world

New Delhi, 6th February 2024: RateGain Travel Technologies Limited (RateGain), a global provider of SaaS solutions for travel and hospitality, today announced that Air Seychelles, a leading airline in the Indian Ocean, has chosen to partner with RateGain for its AirGain platform. This partnership will provide Air Seychelles with real-time competitive pricing insights for both its domestic and global routes. The AirGain platform, offered by RateGain, provides revenue management solutions for both airlines and online travel agencies, including real-time price intelligence and rate parity solutions, among others.

Founded in 1977, Air Seychelles has established itself as a major player in the African aviation market, with a focus on delivering a premium experience to its passengers. Air Seychelles operates a modern fleet and is renowned for its hospitality, punctuality, and safety. The partnership comes at a time when the aviation industry is experiencing rapid growth and increased competition. Air Seychelles is poised to leverage AirGain's advanced technology to ensure it offers the most competitive prices, aligning with its commitment to providing value and quality service to its customers.

Emerging as a leading choice for pricing by national and regional airlines in Asia and Africa, AirGain's price intelligence solution is poised to significantly enhance Air Seychelles' approach to pricing strategy, unlocking daily opportunities for growth.

In an increasingly competitive market, Air Seychelles remains committed to upholding its leadership position by consistently delivering the best value in prices and services. This partnership marks a strategic move for Air Seychelles, equipping it with vital, real-time insights into competitive pricing—a key factor for its continued expansion and edge in both regional and international spheres. Leveraging AirGain's capabilities, Air Seychelles will achieve more efficient monitoring of crucial routes, swiftly responding to market trends and offering attractively priced options to its customers, thereby enhancing its market responsiveness and traveler appeal.

Commenting on the partnership, Charles Johnson, Chief Commercial Officer of Air Seychelles- said, “In an era where market dynamics are constantly evolving, having access to precise and timely market data is invaluable. Our collaboration with RateGain and the use of AirGain’s platform aligns perfectly with our strategic objectives. It will enable us to make data-driven decisions and stay ahead in a challenging market. We are committed to enhancing our competitive edge and remaining the airline of choice for travelers to and from Seychelles.”

Vinay Varma — Senior Vice President and General Manager, AirGain — added, “As we see the emergence of new tourist destinations in the Indian Ocean, it is important for airlines to stay updated on new demand coming into the region and adjust prices accordingly. We are happy to be helping Air Seychelles in that pursuit.”

AirGain is an easy-to-use and responsive SaaS solution by RateGain, created for commercial teams in airlines to help them make faster and better pricing decisions through its intuitive UI and accurate, real-time price intelligence at any time of the day, any number of times. To learn more about AirGain, visit <https://airgain.ai>.

About Air Seychelles

Air Seychelles, the national airline of the Republic of Seychelles, has played a pivotal role in the country's tourism industry since its inception. Operating from its hub at Seychelles International Airport, it has established a network that offers both domestic and international services. The airline is recognized for its commitment to excellence in service, safety, and operational reliability.

About RateGain

RateGain Travel Technologies Limited is a global provider of SaaS solutions for travel and hospitality that works with 3,200+ customers and 700+ partners in 100+ countries helping them accelerate revenue generation through acquisition, retention, and wallet share expansion.

RateGain today is one of the world's largest processors of electronic transactions, price points, and travel intent data helping revenue management, distribution, and marketing teams across hotels, airlines, meta-search companies, package providers, car rentals, travel management companies, cruises, and ferries drive better outcomes for their business. Founded in 2004 and headquartered in India, today RateGain works with Top 26 of 30 Hotel Chains, Top 25 of 30 Online Travel Agents, Top 4 of 5 Airlines, and all the top car rentals including 16 Global Fortune 500 companies in unlocking new revenue every day. For more information, please visit <https://rategain.com>.

Forward-Looking Statements

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential, and target dates for project-related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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