

Omeir Travel Agency has plans to go online

Omeir Travel Agency is planning to go online with its website omeir.com. Other milestones set for the agency are revamping MICE and Holidays segments as well as developing call centre in 2011.

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Being the pioneer in the travel industry of Abu Dhabi, Omeir Travel Agency, part of Omeir Bin Youssef Group, was started in 1956 with just four staffs. Now it has over 70 offices across more than 50 locations in the UAE with 400 odd employees.

Since the world has become more well-connected with virtual means, Omeir Travel Agency is concentrating on providing specialised units to corporate so that their needs and travel queries can be effectively addressed.

The internet usage has risen not only to educate but also to provide every need of the end user. Even though internet usage is on the rise, contrarily there is an element missing - human touch, the touch of support, protection, guidance and trust. "We always support and promote



Abdulla Bin Omeir
Deputy CEO
Omeir Travel Agency

agendas of various tourism boards of the region. We had packages for Singapore and Hong Kong Tourism Boards,

Plans ahead

Plans to go online with its website omeir.com

Revamping MICE and Holidays segment

Developing a call centre

with Singtel Singapore F1. We always get associated with these tourism boards to market their destinations," informed **Abdulla Bin Omeir**, Deputy CEO, Omeir Travel Agency.

A slow but upward trend in customer spending on Holidays and Leisure travel is observed, expected to boost growth in coming year.

"Arabian Travel Market has always been an outlet for travel business to create and maintain contacts and present their products and services to general public. The event brings together collection of businesses from around the world to a single platform and enables players to understand various changes that are happening. We target suppliers from across the world at events and focus on providing them with best products and services," added **Abdulla Bin Omeir**. ☺

RezLive.com plans to appoint GSA for GCC

Travel Designer India offers 'Designer Packages' that are customised packages for the Middle East and South East Asia. 'RezLive.com' by the company is an online B2B global reservation system helping travel partners.

SUSMITA GHOSH

"We have launched an important pedestal 'RezLive.com', an online B2B global reservation system offering 'Pay and Stay Free' option. It features discount and advance purchase under dynamic price module. Considered as Asia's fastest growing reservation system today, RezLive.com empowers more than 1500 travel partners across four continents. RezLive.com contributes close to 40 per cent to our overall business, hence lot of efforts and brand building is done towards scaling it up," **Jaal Shah**, Founder, Managing Director, RezLive.com informed.

Participating in ATM 2011, Shah added, "We have migrated from version 2.0 of RezLive.com to version 3.0. This has enabled us to distribute our XML (end to end



Jaal Shah
Founder, Managing Director
RezLive.com

connectivity) to our partner's websites. Hence, Q1 has seen huge growth compared to Q1 of 2010." RezLive.com simplifies travellers buying by offering local currency rates or any single currency they prefer. With three years of constant expansion plan for the Middle East, the office in Dubai grew and works with distributors to promote outbound packages from entire GCC.

Plans are in process to open own office along with appointing distributors/franchises/GSA within the GCC.

RezLive.com has appointed FAL Travelmart as their foreign distributor to represent them in Qatar on January 2011. FAL Travelmart, an IATA, Civil Aviation & QTA accredited leading holiday maker, located in Doha will be acting as sole distributor of RezLive.com where all the business will be done under RezLive.com's brand name.

"Reaching out to large scale of agents, across different region has been a major challenge for us. Constant innovation and investing along with upgrading technologies is helping us to counter them," Shah said. ☺

Al Mulla Travels and Tourism expands to Qatar, Saudi, Bahrain

Al Mulla Travels and Tourism division has grown significantly and is progressing rapidly in 2011. It's spreading its wings to Qatar, Saudi Arabia and Bahrain. The Arabian Travel Market 2011 is expected to add to its numbers.

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Holidays, inbound and Umrah tours are main focus of the development plan for Al Mulla Travels and Tourism. Other areas include MICE segment, an emerging market. "We will soon conduct leisure trip with family groups and educational tours focussing

on cruise segment. Besides these we will have three fliers (standard, local and cruise segments). We will explore sub agent's network extensively to market these products," informed **Saleem Mogral**, General Manager, Al Mulla Travels and Tourism LLC. "We plan to start an environmental special 'Go Green' tours from

an educational point of view in mid-September, this year," he added.

Al Mulla Travels has developed an online travel portal which is almost ready to be operational by October end. This B2B booking engine presumes to bridge the gap of the industry partners. A login

Focus areas

Holidays, inbound and Umrah tours

MICE and Cruise segments
'Go Green' tours by mid-September

B2B booking online travel portal by October end

ID and password will be issued to travel agents so that they can sell holiday packages to their client. The agents will also enjoy seven per cent commission on each package, tailor-made by the team. "It's an endeavour to strengthen our hold in the industry and bring our counterparts closer," Mogral added. Al Mulla works



Saleem Mogral
General Manager
Al Mulla Travels and Tourism LLC

closely with some tourism boards, creating best value-for-money packages and is tied up with key corporate and event management companies to bring in some remarkable changes. Though the challenges are immense, Al Mulla continues to work at a same pace. ☺

Glimpses

Al Rostamani Travel and Holidays – Long Service Awards 2011



Al Rostamani Travel and Holidays conducted its Long Service Awards ceremony on the 3rd of April at the Monarch Dubai awarding employees who had completed service ranging from 10 to 30 years. In total, 18 employees received a congratulatory certificate and a valuable gift. 'The employees are the cornerstone of our organization and it's so important to reward longstanding and unstinting loyalty which is the mission of the Al Rostamani Group' said Vik Naidu, General Manager, Al Rostamani Travel.