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Andrew Bate,
Founder, SafelyStay

Customer
SafelyStay

Products
Travelport Smartpoint SDK
Travelport Developer Network

Bringing safe and easy vacation-home rental to travel agencies

By partnering with Travelport, SafelyStay has been able to integrate its new product with Travelport Smartpoint and gain vital exposure in the travel industry.

SafelyStay is a new company on a mission to transform the vacation-home rental process. It provides a stressfree vacation home booking platform, turning a traditionally lengthy process fraught with difficulties into a seamless two-minute online operation. It offers a unique package of services including security checks and damage insurance, to ensure that both the home owner and the guest are safe and satisfied with the whole rental experience.

After building a substantial inventory of suitable properties, founder Andrew Bate was confident that the SafelyStay solution was a very attractive proposition for travel agencies – he just needed a way to reach them. He knew that to make an impact, the company would need both industry exposure and a way to integrate its technology with agency booking systems.



Reaching a global network of travel agencies

SafelyStay needed to find the right travel technology partner. After looking at a number of companies, it was Travelport that really stood out from the crowd.

“Travelport has one of the biggest distribution networks of travel agencies,” says Andrew. “They’re also the most innovative amongst the Global Distribution System (GDS) players, and were the first company we spoke to that really understood the potential of vacation home rentals.”

SafelyStay developed a new app using the Travelport Smartpoint Software Developer Kit (SDK). Over three quarters of Travelport’s agency customers use Travelport Smartpoint to book travel content in the GDS. By creating the app as a plug-in for Travelport Smartpoint, SafelyStay will be able to deliver its vacation home rental solution to travel agencies worldwide through an integrated selling experience.

“The Travelport Smartpoint SDK has made it easy for us to find a platform to distribute our unique content to thousands of travel agencies,” explains Andrew. “By downloading our app, travel agencies will be able to offer our whole inventory of homes and services to their clients.”

Support from the Travelport Developer Network

Andrew is very enthusiastic about the support SafelyStay receives as a Travelport partner. “Being part of the Travelport Developer Network is great,” he says.

“There is a whole community of people just like us who are building new innovations into the Travelport GDS, that we can share knowledge and ideas with. Also the developer tools and dedicated technical support make it easy for us to access the robust Travelport infrastructure and build upon it.”

And Travelport is committed to promoting SafelyStay to all the travel agents within its network, and the industry as a whole. Activities have included exposure at Travelport events, as well as stand space at industry conferences.

Also, SafelyStay is participating in Travelport’s Beta program for Travelport Marketplace, an on-line retail site designed for Travelport’s customers to browse, discover and access innovative products built by both Travelport and its partner developers. Travelport Marketplace is set to be launched later in 2014.

Industry visibility promises a bright future

Following vital exposure to the travel industry, SafelyStay won the General Catalyst Innovation Award and was runner-up for the Best Startup Travel Innovation of the Year at the 2013 PhoCusWright Conference.”

Safelystay’s vacation rentals app will be one of the first to be featured in Travelport Marketplace, giving SafelyStay access to a ready-made, worldwide distribution network.

“I would absolutely recommend others to join the Developer Network. It gives you the right tools to become part of one of the major backbones of the travel industry, and makes it so much easier to access travel agents,” says Andrew.

You can find out more about SafelyStay’s vacation rentals application, together with solutions from fellow Developer Network member and PhoCusWright® award winner Verbalizelt in our live webinar. [Click here for more information.](#)