

# Technology Advancement: Less Travel?











# **Apparently Not...**



- Number of International Arrivals has jumped from 527 million in 1995 to 1,103 billion in 2014
- Total Contribution of travel & tourism to global economy is 7.5 trillion in 2013
- Accounts for 277 million Jobs worldwide
- Will grow at a faster pace than Global Economy



### Travel is...



- Emotional Experience "Nothing beats the feeling"
  - Nurturing
  - Nourishing
  - Enriching
  - On the to do list
  - Accessible with all those online booking platforms
  - Affordable with the emergence of Low cost carriers







## So What changed?



- TRAVELERS STILL VALUE THE SAME THINGS THEY HAVE ALWAYS VALUED
- THE AIRPORT PATRONS HOWEVER CANNOT CONTINUE TO
   DELIVER THOSE VALUES IN THE SAME WAY THEY USED TO IN
   THE PAST
- Delivering those Values Should Be aligned with the Passenger Expectations, i.e. designed with Him in Mind, NOT US!

# Stress Free Trip (minimal at least!)

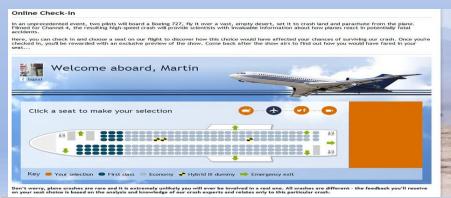


#### CHECK IN









#### **Choice**



- TRAVELERS VALUE CHOICE
  - RETAIL MIX
  - Destination Targeting
  - Customized Offers & Promotions
  - CROSS SELLING
  - 5 STAR HOTEL CUSTOMER SERVICE

# Fun Experience & Good Memories







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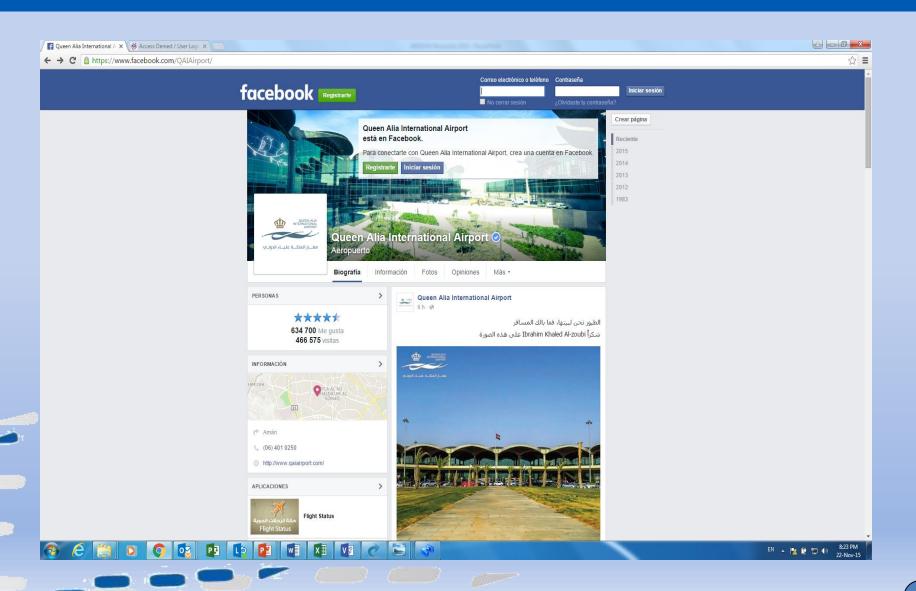
## Accessibility



- TRAVELERS WANT TO STAY CONNECTED
- WI-FI Access is Ranked among the Highest Points of Interest for travelers
  - Free Wi-Fi is always Welcome. Free Wi FI with an AD Every 5 Seconds..HMM
  - FREE WI-FI WITH ADS AND ALERT NOTIFICATIONS ON CHANGES -BETTER
  - MOST USERS OF WI-FI USE IT TO STAY CONNECTED
     WITH THEIR LOVED ONES AND ON THE SOCIAL MEDIA

# Sharing, Liking, etc: Ride the Wave With them





## Transparency



- TRAVELERS VALUE TRANSPARENCY
  - "SORRY FLIGHT GOT CANCELLED" WONT DO THE TRICK
  - "BYPASSING QUEUES UNDER THE EYES OF THE AIRPORT OPERATOR IS NOT ACCEPTABLE"
  - PASSENGERS ALSO EXPECT GATE CHANGES AND DELAYS
     TO BE COMMUNICATED







#### E-Traveler



- EMOTIONAL TRAVELER
- AIRPORT PATRONS SHOULD DESIGN PASSENGER
   EXPERIENCE WITH "EMPATHY"
- THE AIRPORT IS THE STARTING POINT FOR THE TRIP SO MAKE IT ENJOYABLE AND EXCITING
- IF YOU DO SO, POSITIVE EFFECTS WILL EXTEND OVER THE WHOLE EXPERIENCE