

Duff on Hospitality Law

## **OTA & Travel Distribution Update: Booking Holdings aims to cut costs; Travelport's new CEO initiates tech overhaul; smaller tour operators and hotels acquire new tools to drive direct bookings**

By Greg Duff on 3.6.20 | Posted in OTA Update

Our (travel-abbreviated) weekly OTA & Travel Distribution Update for the week ending February 28, 2020 is below. I'll be back next week with our regular format.

### **Booking Channels Rival Expedia and Will Cut Costs Too**

*Skift Travel News on Feb 27, 2020*

Like other travel companies, Booking Holdings officials are grappling with the fluid nature of the coronavirus and the negative impact on its business. And, like one other company, Expedia Group, that's been making [headlines about attacking internal bloat](#), Booking Holdings intends to get costs in line, although the extent of any budget trims wasn't specified.

### **Travelport's New CEO Lays Out Bold Plan for a Tech Overhaul**

*Skift Travel News on Feb 26, 2020*

Travelport CEO Greg Webb tells us that the travel distribution giant's private equity investors support a major technology overhaul and that it will involve minimal heartache for agencies. It'll be notable if Travelport's backers defy the reputation of private equity investors for mercilessly extracting value.

### **Smaller Tour Operators and Hotels Get New Tools to Drive Direct Bookings**

*Skift Travel News on Feb 26, 2020*

For years, the travel industry's largest players have urged travelers to book directly. But smaller players have often lacked the know-how to do the same. Recently, tech vendors have debuted tools that strive to level the playing field for tours-and-activities operators and for smaller hotel companies.

### **Competition Commission Orders Detailed Probe Against MakeMyTrip and Oyo**

*Bloomberg Quint - Stories on Feb 24, 2020*

On Monday, the Competition Commission ordered a detailed probe against MakeMyTrip and

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Oyo for allegedly indulging in unfair business practices after a complaint was filed by the operator of Treebo Hotels.

**Meliá Hotels Fined \$7.2 Million by European Union for Antitrust Breach**

*Skift Travel News on Feb 21, 2020*

Spanish hospitality company Meliá Hotels International has been fined \$7.2 million (€6.7 million) by the European Union for breaching antitrust laws.