



nXus provides an online, bookable platform to help business travelers find the most cost efficient travel location for meetings.

Founder: Fares Khalidi Founder & CEO

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www.thenxus.com

Connect, Price, Then Book

2 Travelers
Denver

1 Travelers
Dubai

4 Travelers
Miami

1 Travelers
St Louis

18 Travelers



Atlanta - \$5,535

18 Travelers



Charlotte - \$9,682

3 Travelers
LAX

4 Travelers
JFK


1 Travelers
Boston

2 Travelers
London

Best
Choice



nXus Bookable Platform



Welcome to The nXus

Selections ▼

Results ▲

Departure: Monday, August 20th, 2018 Return: Thursday, August 23rd, 2018

Destination Options EXPORT

Dallas, TX - Dallas Ft Worth Intl (DFW)	\$1,263.20*	SELECT DEST ▼
Los Angeles, CA - Los Angeles Intl Arpt (LAX)	\$1,359.10*	SELECT DEST ▼
Chicago, IL - O'Hare Intl Arpt (ORD)	\$1,522.40*	SELECT DEST ▼
New York, NY - John F Kennedy Intl (JFK)	\$1,814.00*	SELECT DEST ▼
Atlanta, GA - Hartsfield Jackson Intl Arpt (ATL)	\$1,906.36*	SELECT DEST ▼

1 Boston + 2 San Francisco + 2 Miami = Meet? Cost?

User Inputs

Corp Discount Codes

Flt Times

Origin(s)

Flt Date

Hotel / Rental Car need

Other Travel Preferences

User Profiles into platform

User Destination Choices

Destination 1

Destination 2

Destination 3

Platform Output

Flight Cost
Hotel Cost
Rental Car Cost

For



Destination 1
Total Cost

Destination 2
Total Cost

Destination 3
Total Cost

1 Query - Based on lowest cost after filters applied

Booking for Chosen Destination

All Airfares

Hotel Reservations

Car Rentals

Users are able to choose alternate flights and accommodations

The Problem

- 80% of small meetings are unmanaged even when a corporation works with a TMC.
- Lack of tools to research or estimate travel costs for potential destinations leads planners to make less cost efficient choices.
- Destination choice (between 1st and 2nd choice) can cost a company between 5% and 15% more on airfare alone.
- Forecasting / Budgeting for small meetings is done as individual trips within a departmental travel budget and not categorized as a meeting.

The Solution

- Use a platform with flexibility:
 - Include multiple travelers coming from different cities and multiple destinations to give an estimated total cost that includes air/hotel/cars as needed for each destination for easy evaluation.
 - Check different dates by using the template created and simply changing the date on the template (saved for user convenience).
 - Includes a company's preferences (discounts negotiated with travel vendors, preferred suppliers, flight times, hotel price ranges, hotel location (near airport, city center, or specific address) – all within the total cost provided.
- The platform is modular allowing users to research flight costs, hotel costs, and car rental costs, giving a total cost of travel for easy budgeting and forecasting of expenses.
- Save travelers profiles for quick group bookings all at the same time.

Revenue Model

- Corporate Bookings : \$8 - \$12 per booking.
- 1 time setup fee : Average \$1K depending on size (TMC versus Corporate).
- Platform Licensing : \$5K – \$10K per year (To Agency / TMC).
- Query/Report Generation/Customization : \$25 per
- Monthly Subscription based on size : \$20 per month corporate, \$100 TMC.

Competition

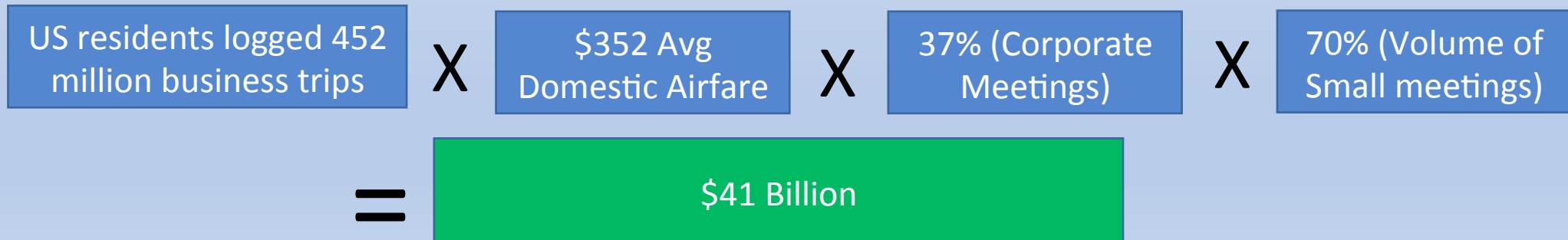
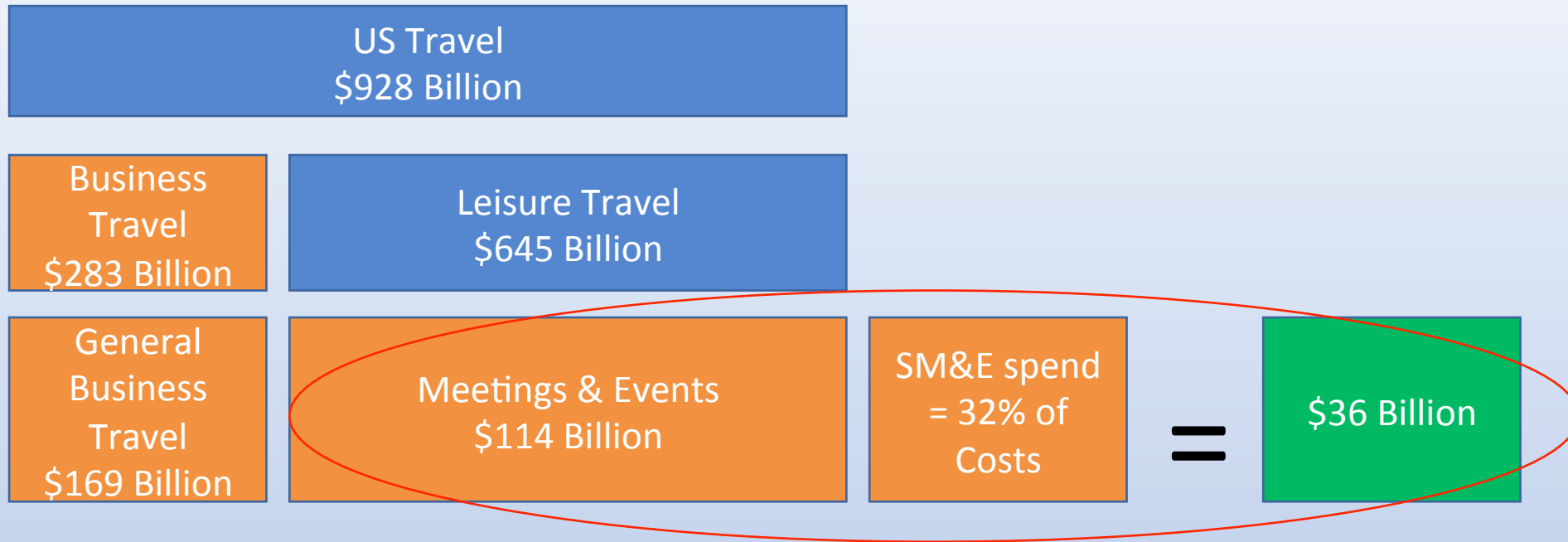
- Current Travel Management Companies such as American Express, Carlson Wagonlit, Egencia, etc...
- Local travel agencies that work with corporations or group travel.
- Event planners that work with companies to plan meetings and events.

While no company has an automated platform like nXus, they do have the capability to do the research and bookings. Some competitors can become customers as we automate some of their offerings.

Team

- Fares Khalidi : is CEO and founder of nXus Software, he has an MBA from Boston University. Fares has spent over 15 years in corporate America helping companies review their financials, find inefficiencies, and reduce costs by looking at the small things that add up to large expenses saving millions of dollars. Fares worked reviewing six sigma, sourcing, and other process improvement projects for corporations noticing that teams of people would be brought together with very little thought as to how much the meeting would cost. After searching for a tool to give to travel planners at his company, he could not find one until nXus was developed.
- Mark Freedman : CTO and Cofounder. Since the mid-1980s, Mark Freedman has served as consultant, developer, troubleshooter, and mentor, and has founded two successful consulting firms and software development firms. He has a strong passion for the field, and formed three technical user groups (named a 2010 INETA Champion), helping rejuvenate the NY/NJ/CT area development community. Through Mark's engineering and leadership skills, his first startup's revenue doubled annually. As director, architect, and expert in billing, communication, and customer service systems, he helped spark a 23,000% hyper-growth in one of the fastest growing companies in the Northeast US. He simplified development and monitoring systems, helping to save \$100,000s and hundreds of troubleshooting hours annually. As an advisor and mentor with an innate ability to help others grasp complex concepts, and due to his depth and breadth of experience, Mark is often called upon to assist struggling developers and teams.

Market Opportunity



Investment Ask: \$250,000

- Hire one full time developer to accelerate online meeting room integration.
- Hire one Business Development professional.
- Invest in SEO and online search advertisement.
- Consulting for UI design and API coding in Apollo.
- Scoping work needed for Amadeus/Sabre API.



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